THE JEWELERS' CIRCULAR

WITH WHICH ARE CONSOLIDATED

THE HOROLOGICAL REVIEW,

THE JEWELERS' WEEKLY.

THE JEWELERS REVIEW

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The Jewelers' Circular
Publishing Company.

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43rd Year. WEDNESDAY, AUGUST 2, 1911. Vol. LXIII., No. 1.



The Scripps Trophy for Power Boat Races—Cup at the Left and Cover and Base at the Right.

(See Text on Page 57.)

ALVIN SILVER

925/1000 FINE



THE SUCCESSFUL TRIPLETS!

The "Marie Antoinette," "Josephine" and "Chippendale"

introduced to the Jewelry Trade during the past six months

We do not believe this accomplishment has ever been successfully attempted by any silversmith before—to introduce three new complete patterns of Sterling Silver Flatware within six months. This could only be done by a live, up-to-date firm with a factory equipped with every modern appliance a large force of skilled workmen, and enough enterprise to invest sufficient capital to carry out such an undertaking, coupled with the desire to give the Jewelers every assistance to increase their business.

With these three patterns in stock it would indeed be hard to find a customer that could not be pleased.

The "Marie Antoinette" is in French gray finish The "Josephine" is bright finish. The "Chippendale" is bright finish with French gray and open work ornamentations.

They are all three heavy weight patterns, and made in the full line of ounce goods fancy pieces and cutlery

Complete price lists sent on request

ALVIN MFG. CO.

Silversmiths

SAG HARBOR, N. Y.

Wholesale Showrooms

52 Maiden Lane - New York, N. Y.
10 So. Wabash Ave. - Chicago, Ill.
717 Market St. - San Francisco, Cal.

¶ No better Gold Filled Watch Cases are made than those stamped with the name

Fahys

¶ No better name can be stamped in Gold Filled Watch Cases than the name

Fahys

¶ Perhaps there are reasons why some other manufacturers do not stamp their names in Gold Filled Cases!

JOSEPH FAHYS & CO.

Established 1857

BOSTON NEW YORK CHICAGO





We cut the diamonds we offer (Cutting Works 1327-1329 Atlantic Ave., Brooklyn), so when buying of us you pay but one modest profit over the actual first cost of the rough, plus the wages of the polishers you see at work in the illustration above.

We have no traveling salesmen. Uncle Sam is our only drummer, and he charges us nothing but postage.

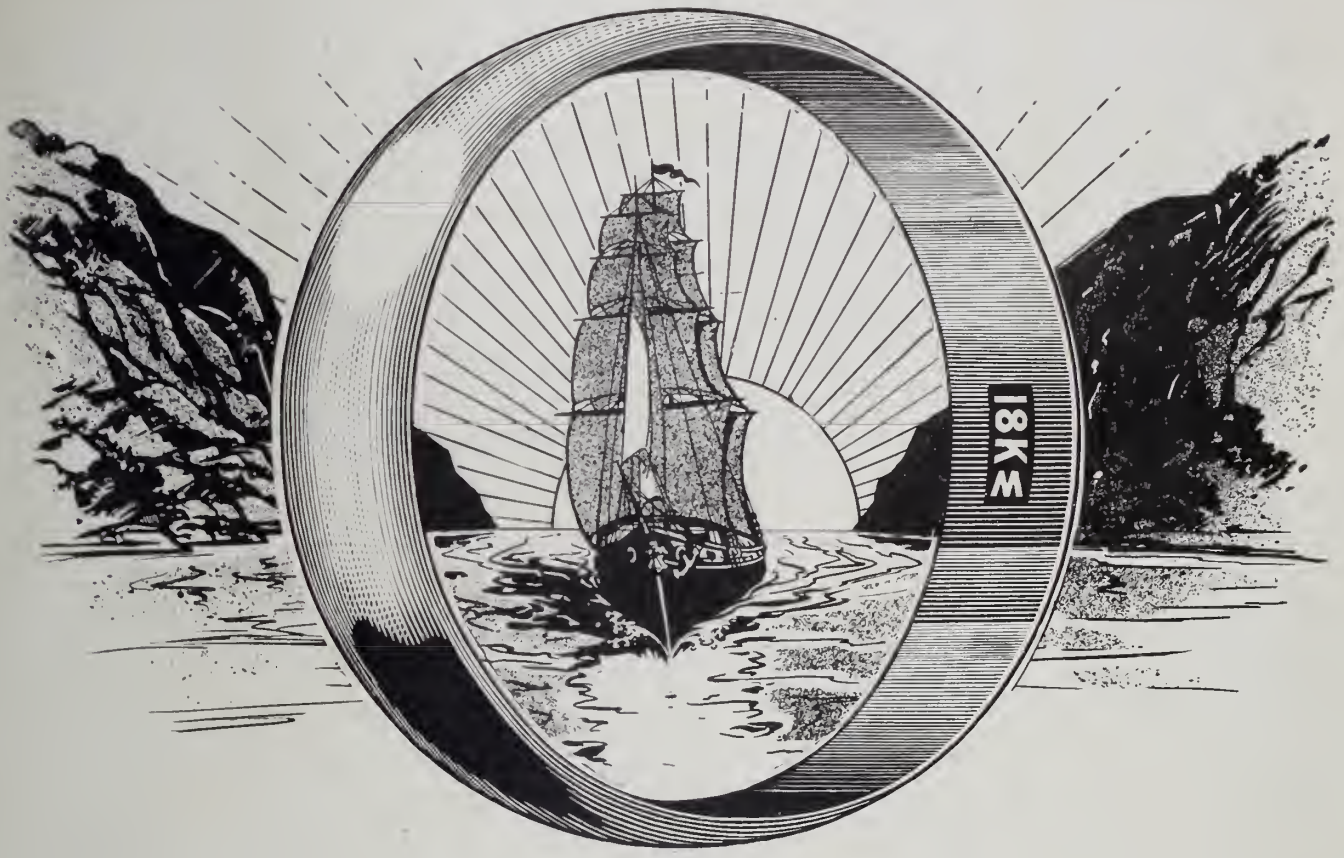
J. R. WOOD & SONS

Diamond Cutters

Importers of Emeralds, Rubies and Sapphires

170 Broadway, Corner of 2 Maiden Lane NEW YORK

V. WARING N.Y.



It's smooth sailing, over sunny seas, with a fair wind, for those who handle our wedding rings. No angry storms from dissatisfied customers, because the rings are made in the best possible manner, from gold that is the quality it is stamped.

J. R. WOOD & SONS

Wedding Ring Makers

170 Broadway, Corner of 2 Maiden Lane **NEW YORK**



WE can make the most elaborate piece of Diamond Jewelry and we can repair a plated tea-pot!

We do one as good as the other and do both as good as they can be done.

We can also do everything in between.



We can make fine gold or platinum watch cases to order. Change English cases to fit American movements, repair and renew cases.

We can make gold or platinum chains to order. Fill links, renew and repair chains.

Make all kinds of jewelry to order. Remodel, match and repair any piece of jewelry.

Repair, color and reline gold, platinum, silver or plated mesh bags.

Set precious and semi-precious stones. Cut stones from the rough. Incrust monograms and initials and engrave crests and monograms on stones.

Repair and renew sterling and plated hollow and flat ware. Gold and silver plate anything in the line.

Engrave letters, monograms and crests. Also enamel same on watch cases, vanity cases, cigarette cases, buttons, lockets, etc.

Cut the finest steel dies and strike up special medals, badges, jewels and class pins in gold, silver and bronze.

Hundreds of Large Retailers, who have been unable to give their shops personal attention or obtain the kind of labor that could turn out satisfactory work, have either given up their shops entirely or reduced their forces and are sending their special order work and difficult repairing to us.

The actual financial loss and injury to their businesses more than offset the prestige of being able to say they had their own shops.

Ours is the only concern in the country that makes a separate and distinct business of doing special order work and repairing of all kinds for the trade.

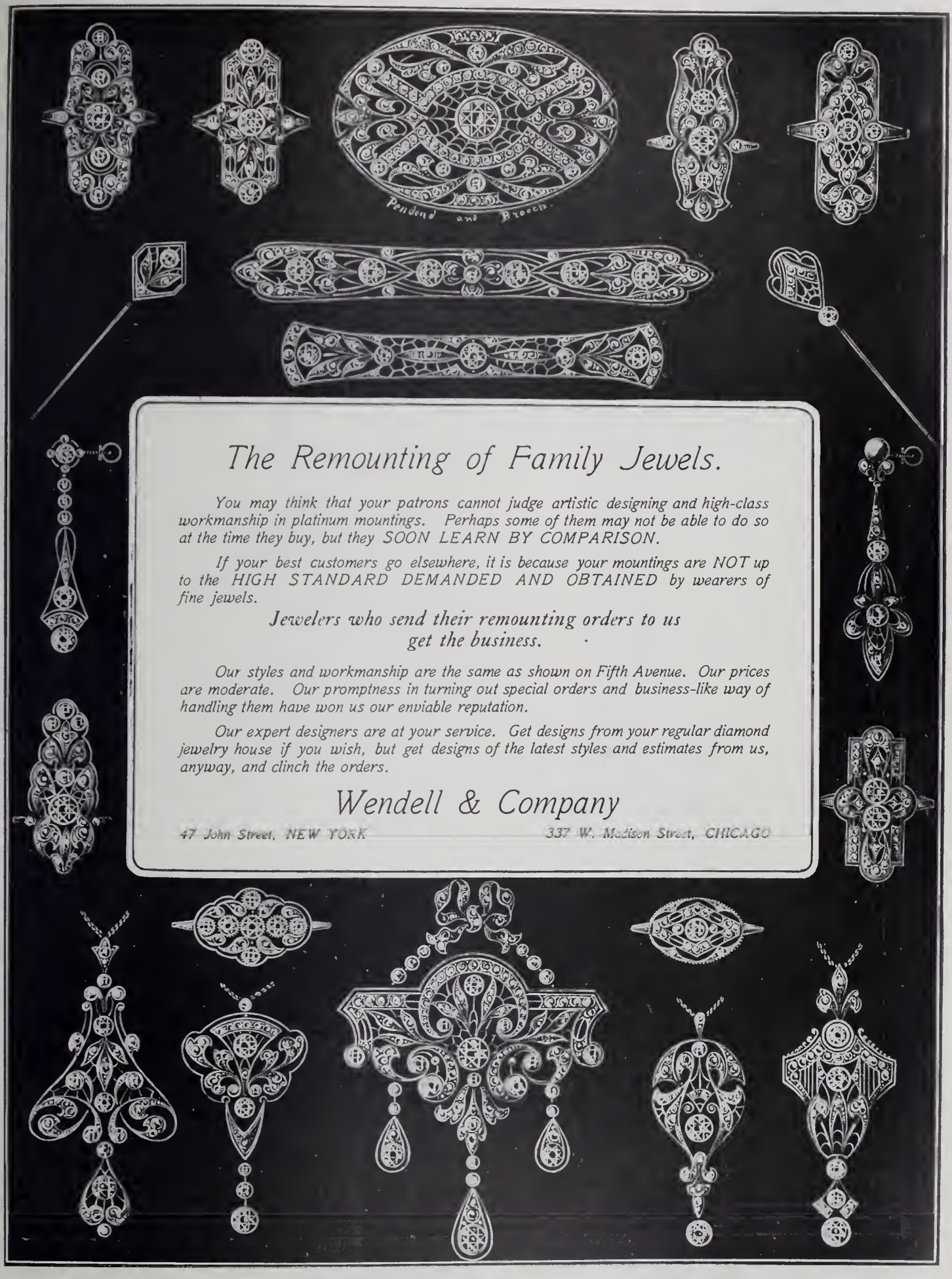
We devote our entire time, energy and an experience of almost 30 years to this important branch of the Jewelry Business. We employ, educate and specialize the best artisans that can be obtained only in the two largest cities. We systematize and inspect the work. We use every modern method to produce the **best work promptly** and at **reasonable prices.**

We are always at your service.

WENDELL & COMPANY

45, 47 & 49 John Street
NEW YORK

337, 339 & 341 W. Madison Street
CHICAGO



The Remounting of Family Jewels.

You may think that your patrons cannot judge artistic designing and high-class workmanship in platinum mountings. Perhaps some of them may not be able to do so at the time they buy, but they SOON LEARN BY COMPARISON.

If your best customers go elsewhere, it is because your mountings are NOT up to the HIGH STANDARD DEMANDED AND OBTAINED by wearers of fine jewels.

Jewelers who send their remounting orders to us get the business.

Our styles and workmanship are the same as shown on Fifth Avenue. Our prices are moderate. Our promptness in turning out special orders and business-like way of handling them have won us our enviable reputation.

Our expert designers are at your service. Get designs from your regular diamond jewelry house if you wish, but get designs of the latest styles and estimates from us, anyway, and clinch the orders.

Wendell & Company

47 John Street, NEW YORK *337 W. Madison Street, CHICAGO*

R. WA

Washington



The Washington Pattern—the newest production in R. WALLACE Sterling, is now offered in a complete service—hollowware and flatware.

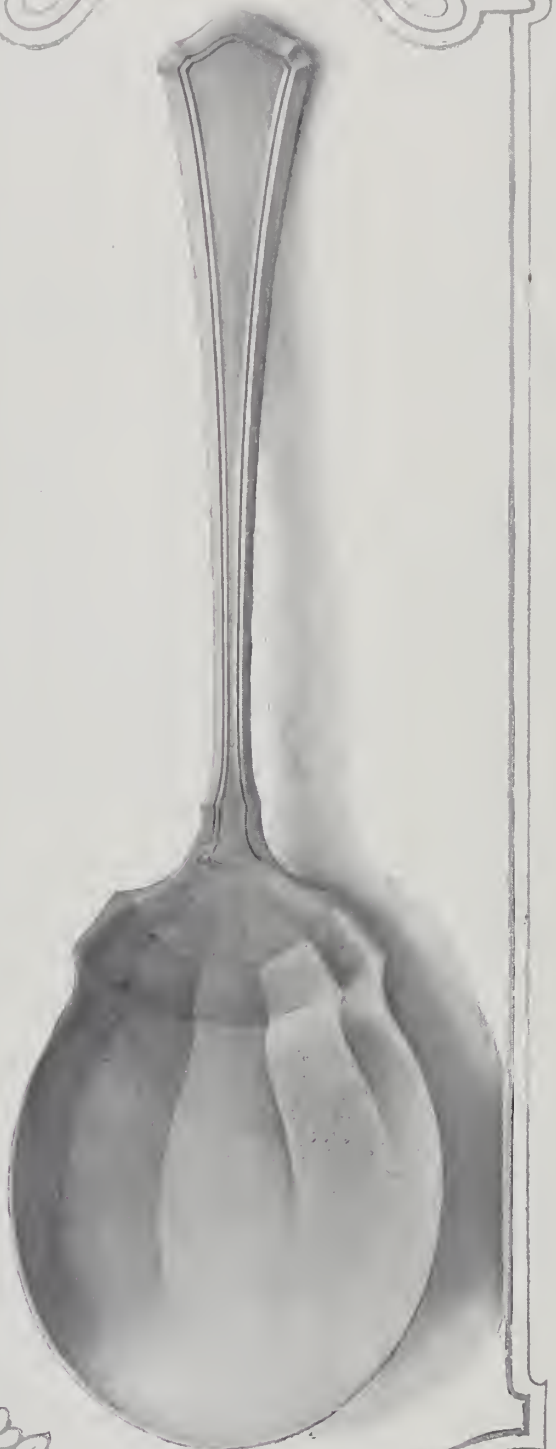
The simplicity of design and unusual strength of this pattern are bound to make a strong impression on the silver-buying public, and it will be brought to their attention this Fall in a very thorough advertising campaign.

TRADE MARK
R W & S
STERLING

LLACE

pattern





Owing to the present popularity of Colonial designs, the "Washington" is particularly seasonable. Aside from that, it is a pattern that will endure—forever retaining its original charm and evidences of careful, expert workmanship.

Write for information and prices, also outline of dealers' helps.

R. WALLACE & SONS MFG. CO.

BOX 25, WALLINGFORD, CONNECTICUT

10 South Wabash Avenue.....CHICAGO.
11 West 32d Street.....NEW YORK.
35 Post Street...SAN FRANCISCO, CAL.
63 Basinghall Street.....LONDON, E. C.

The consideration of quality is paramount in

Dueber Cases

and its memory lasts long after the price has been forgotten.










The Locket House of America

CRITICAL TASTE would decree that there should be Lockets suitable for every occasion and, indeed, for every age. Certainly it would be difficult to name a social affair, a style of dress or a period of life for which the right Merrill Lockets have not been appropriately provided.

¶ For the opera and similar dress occasions there are many dazzling productions. For the usual routine of life or for those of modest tastes are provided Lockets of more subdued but no less charming effect. There are Lockets for the younger and older generations. And Lockets in harmony with the religious and other festivals of the year.

S. K. Merrill Company

Earliest Makers of Lockets — TRADE SKM CO. MARK — in the United States

NEW YORK OFFICE
15-17-19 MAIDEN LANE

MAIN OFFICE AND FACTORY
PROVIDENCE, R. I.

Everything in Lockets








F&B TRADE MARK REGISTERED

Our Fall Blue Book, Catalogue P.,

is now ready, showing 310 pages of quick selling articles in

F&B TRADE MARK REGISTERED

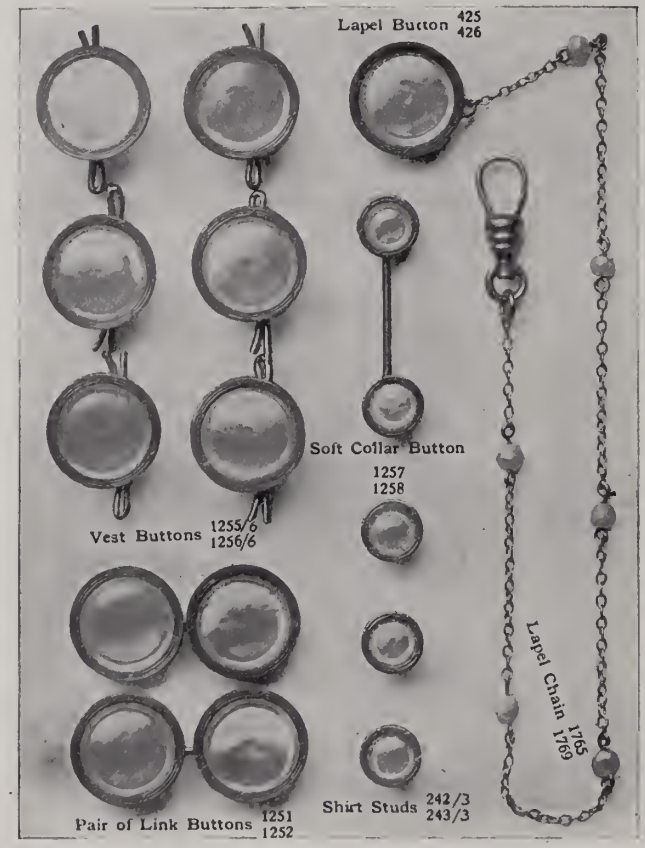
Sterling Silver Toilet and Manicure Goods and Rolled Gold Plated Jewelry

We Make

Sterling

Silver

Toilet Sets
Manicure Sets
Sewing Sets
Traveling Sets
Military Sets
Shaving Sets
Folder Sets
Toilet Goods
Manicure Goods
Cigarette Cases
Match Boxes
Eye Glass Cases
Novelties, etc.



We Make

Rolled

Gold

Plated

Crosses & Pendants
Lockets & Charms
Hat and Scarf Pins
Collar Buttons and Link Buttons
Tie Clasps
Chains
Lapel Buttons
Lapel Chains and Necklaces

Lapel Chain . . 1769 Rolled gold plated, Old English, Baroque Pearl
Lapel Chain . . 1765 Sterling, Platinum finish, Baroque Pearl
Lapel Button . 425 Rolled gold plated, Old English, Fresh Water Pearl
Lapel Button . 426 Sterling, Platinum finish, Fresh Water Pearl
Soft Collar Button 1257 Rolled gold plated, Old English, Fresh Water Pearl
Soft Collar Button 1258 Sterling, Platinum finish, Fresh Water Pearl
Vest Button . . 1255/6 Rolled gold plated, Old English, Fresh Water Pearl, set of six
Vest Button . . 1256/6 Sterling, Platinum finish, Fresh Water Pearl, set of six
Stud . . . . 242/3 Rolled gold plated, Old English, Fresh Water Pearl, set of three
Stud . . . . 243/3 Sterling, Platinum finish, Fresh Water Pearl, set of three
Link Button . . 1251 Rolled gold plated, Old English, Fresh Water Pearl
Link Button . . 1252 Sterling, Platinum finish, Fresh Water Pearl

Theodore W. Foster & Bro. Co.

Manufacturing Jewelers and Silversmiths

100 Richmond St. :: Providence, R. I.

New York
13 Maiden Lane

Chicago
Heyworth Building

Canada
Kingston, Ontario

The Wadsworth "Permanent"

"Worthy of Its Name"

A case that equals solid gold in appearance and closely approximates it in durability, a case that yields abundant satisfaction to the consumer and a full measure of profit to the dealer, a case that makes strong claims and backs them up with the manufacturer's guarantee, such a case is the Wadsworth "Permanent." Dealers are proud of it.

The Wadsworth Watch Case Co.

NEW YORK
17 Maiden Lane

CHICAGO
Columbus Building

SAN FRANCISCO
717 Market Street

FACTORY: DAYTON, KY.



STAR WATCH CASE CO.
LUDINGTON. MICH.



THE HOME OF STAR WATCH CASES

Cut down your Expenses and pull in Bigger Profits with STAR WATCH CASES, the Solid Gold Ball-bearing Bow line, which gives absolute Security to the Wearer of Watches. (Wachter Patent No. 916809).

For the sake of more Business and more Satisfied Customers, take the time and send us your order. Take it on our SAY-SO that you will not find it necessary to "shop around" for your watches once you have given STAR WATCH CASES a trial.

You will find facts about STAR WATCH CASE Quality and Service that are worthy of your very careful consideration.

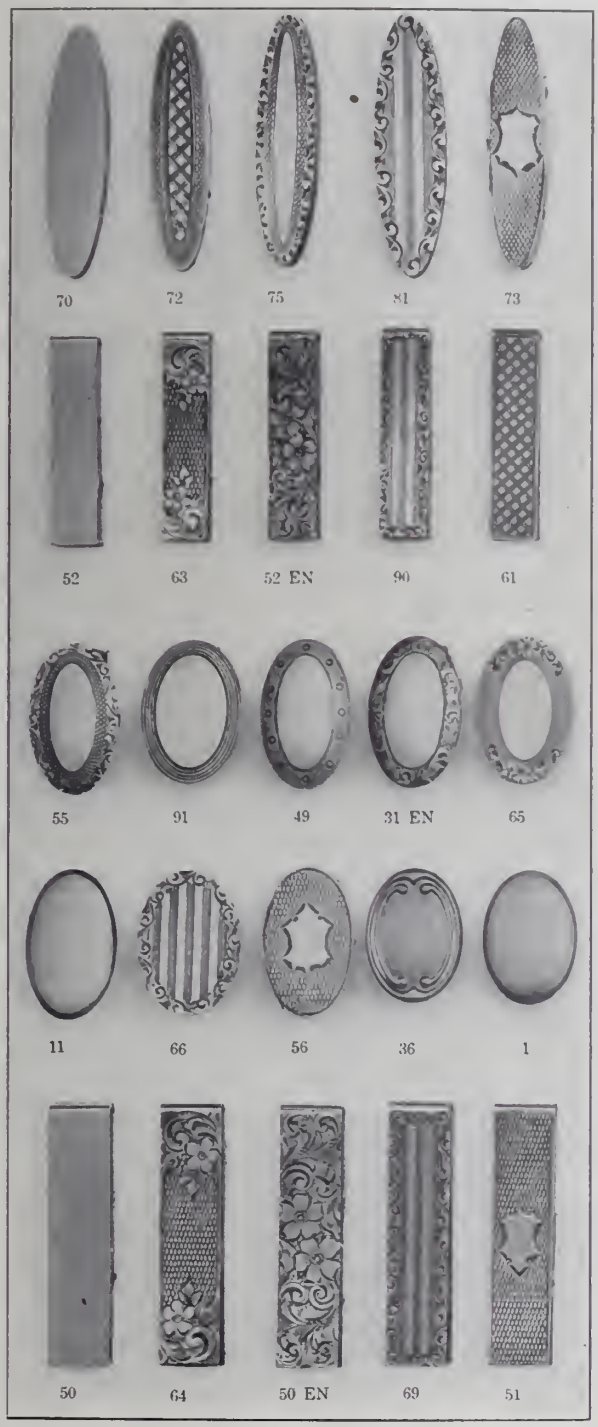
Star Watch Case Company

LUDINGTON, MICH.

BRANCH OFFICES

37 Maiden Lane
New York City

701 Heyworth Building
Chicago, Ill.



THE 10K LINE WITH A 14K APPEARANCE

Thin, Paper-weight Jewelry

is never satisfactory to a good retailer, nor to his customers.

Its only attraction is its low price.

This fact is soon forgotten by the wearer, after the article has begun to bend and break.

He will always forget how little the article cost him — but never how much trouble it caused.

Our heavy-weight, substantial, 10K. line is the remedy for retailers who want to sell good jewelry to their trade.

New Accounts Solicited

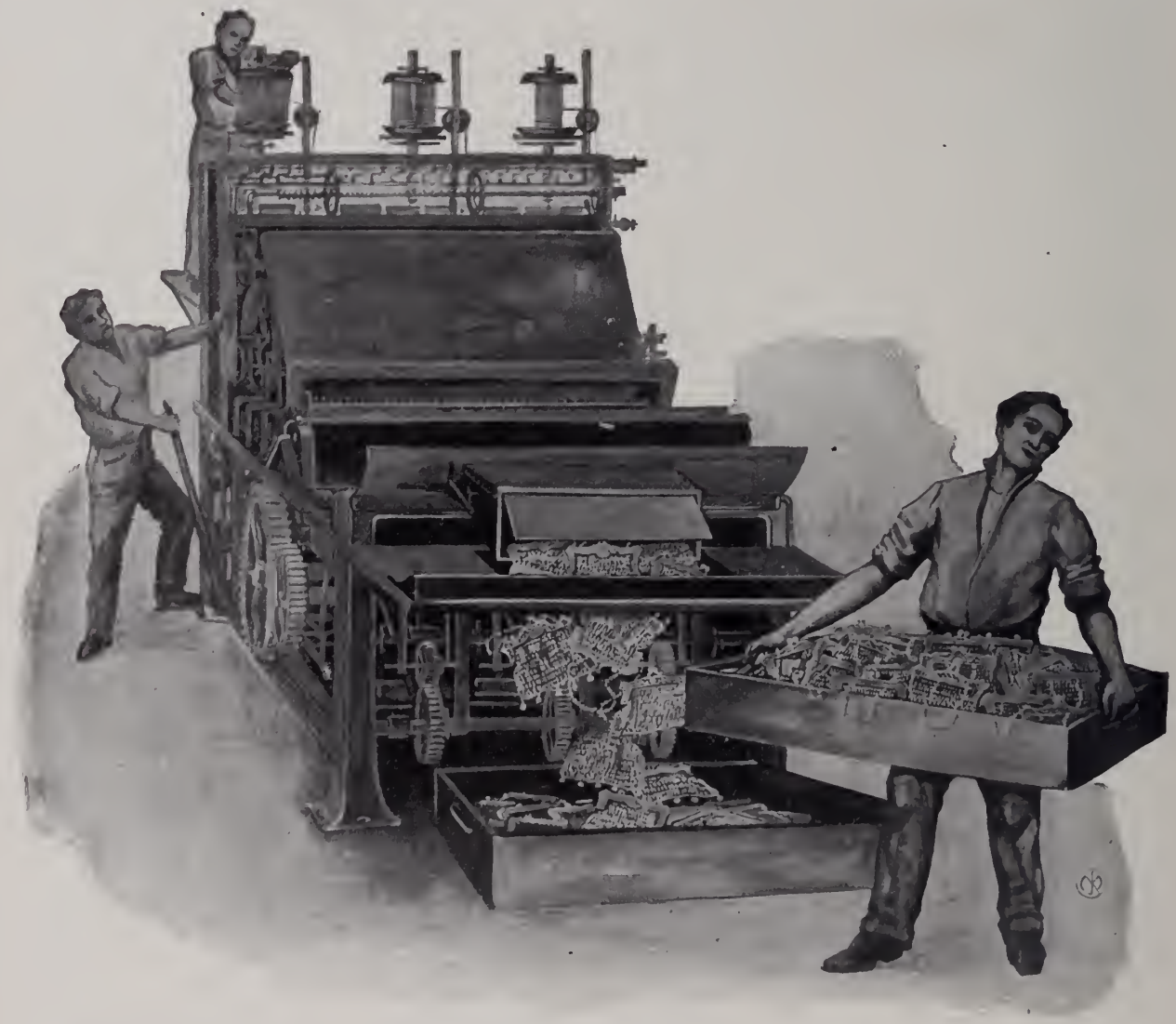
We make the following lines

Brooches	***Hat Pins***
Scarf Pins	***Tie Clasps***
Cuff Buttons	***Fobs***
Handy Pins	***Crosses***
Bar Pins	***Sash Buckles***
Lockets	***Pendants***

KOHN & CO
CAMP & ORCHARD STS.
NEWARK N.J.
1Ko

Capacity 2,000 Bags Daily

We are the only Manufacturers of Mesh Bags made by Machine



Machine-made mesh is distinguished by its smoothness, soft silky flexibility and tough wearing qualities. Over 800 different styles, from the smallest to the largest, at prices which bring a generous profit to the dealer. Your jobber will supply you with W. & D. Co. goods.

WHITING & DAVIS CO.

NEW YORK OFFICE: 7 Maiden Lane
CHICAGO OFFICE: 103 State Street

Plainville (Norfolk Co.), MASS.



BIRTHPLACE OF THE "NEW PROCESS" CHAINS

OBSERVING THE COMPLETION OF SIXTY YEARS

The first of the present month marked the full rounding out on the part of this house of the period of sixty years from the date of its first establishment in 1851.

The occasion is one upon which congratulations are both received and extended. They are received with gratitude to the many business friends whose co-operation through the years has made this record possible; they are extended with admiration for other houses whose success also during this time it has been a pleasure to observe.

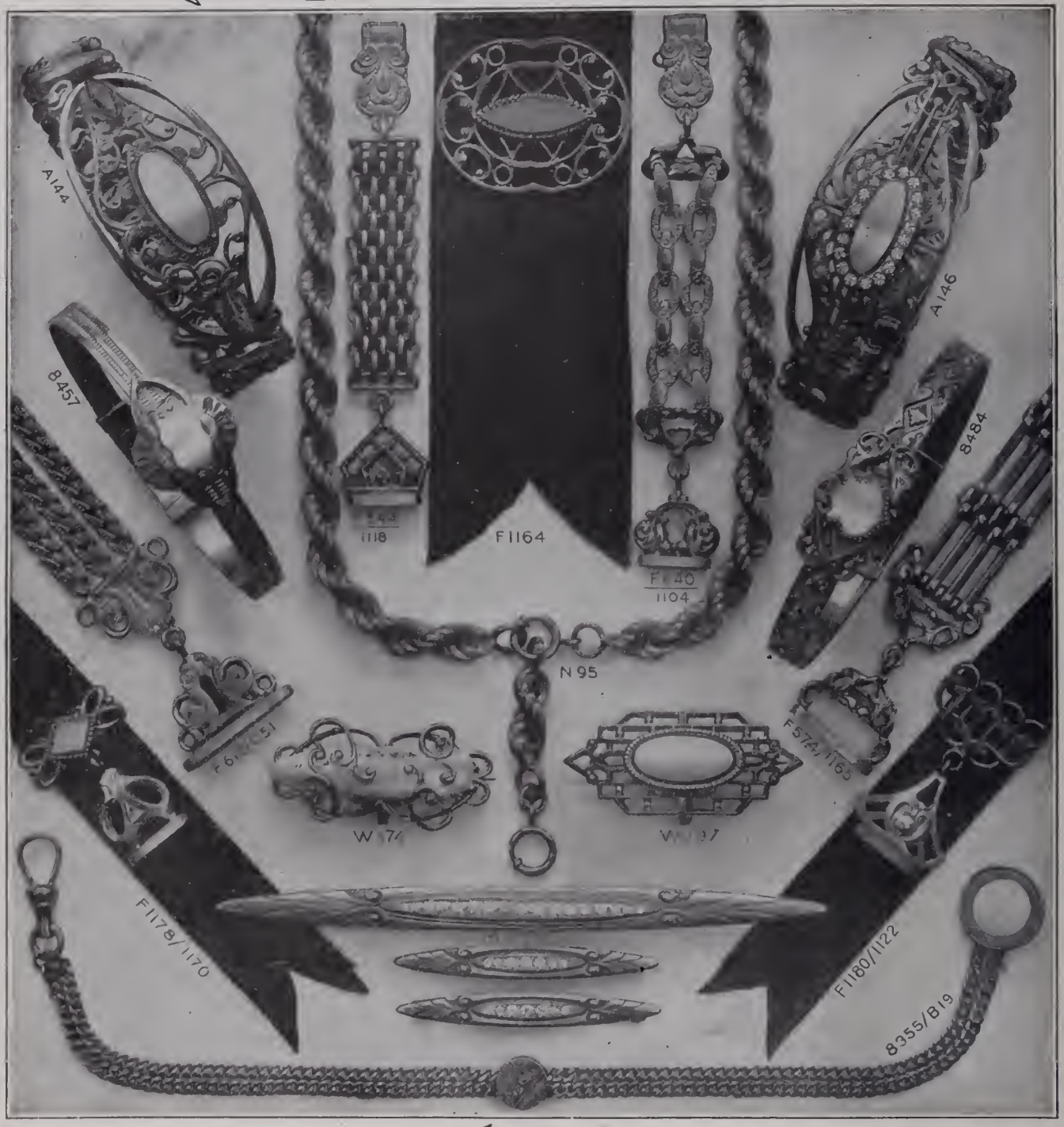
Living in the present and facing the future, it is meet to recognize the accumulated benefits of so many past years.

THE H. F. BARROWS COMPANY

NEW YORK OFFICE:
15-17-19 Maiden Lane

TRADE MARK

FACTORY AND HEAD OFFICE:
North Attleboro, Mass.



The D. F. BRIGGS COMPANY

ATTLEBORO :: :: MASSACHUSETTS

New York Office:
180 BROADWAY

Chicago Office:
29 E. MADISON STREET

London Office:
62 HATTON GARDEN

"If a man can write a better book, preach a better sermon, or build a better mouse trap than his neighbor, even though he build his house in the wilderness, the world will make a beaten track to his doorway."

—Ralph Waldo Emerson.

POINTER No. 183

EMERSON WAS LOGICAL

A pathway is being beaten to our door because we have originated a better money-producing Catalog System.

"The Arnstine Catalog System"

commends itself because it has withstood the test of a quarter of a century—because it is doing business year after year with the same firms—because nearly 3000 Retail Jewelers can testify as to the merits of the "Arnstine Catalog System."

GET READY FOR YOUR HOLIDAY BUSINESS NOW

Don't wait until your competitor makes a move. Write us to-day. Remember, we make catalogs only for the Retail Jeweler, and as a rule sell to but one in a city. Let us explain our system. Will cost you nothing.



Established 1900 EMIL H. LEFFERT Council Bluffs, Iowa

Read Mr. Leffert's Testimonial — "Used Arnstine Catalog System For Eight Years"

THE ARNSTINE BROS. CO., Cleveland, Ohio. Council Bluffs, Iowa, Jan. 13th, 1911.

Gentlemen:—Eight years of your excellent catalog service has made our store the best known and most talked of business house in this part of the west. During the time through your catalog, we have practically sent our stock direct to twenty-five thousand different homes, thus enabling entire families to become acquainted with us without leaving the home circle. The beautiful appearance of the catalogs, the high grade of the merchandise displayed, together with our unquestioned reliability, has made the name "LEFFERT" stand for absolutely the best in Jewelry and Silverware.

Without question we owe our extensive out-of-town patronage to the continuous use of your catalogs and circulars. As you know, we have been faithful to the trust and confidence placed in them eight years ago, there have been times, we admit, when we were unable to see immediate results, that we faltered, but thanks to your encouragement and our own better judgment, we never lapsed a year in their use, and now we are reaping the magnificent reward of our efforts.

Our greatest recommendation of the efficiency of your system is summed up right here—we will use ten thousand catalogs and twenty thousand circulars in 1911.

Thanking you for the gentlemanly and fair treatment you have always accorded us, we are, Yours very truly, EMIL H. LEFFERT.

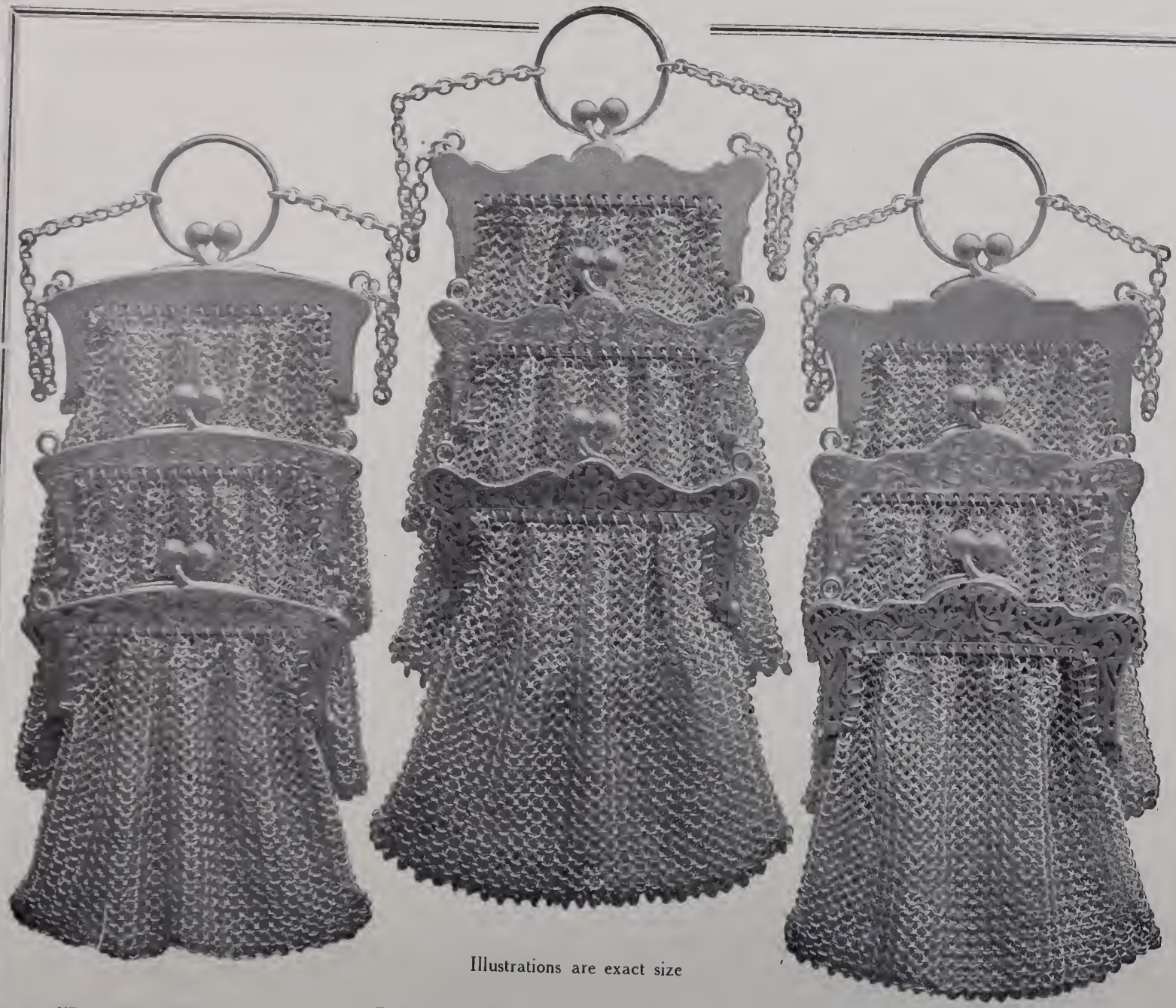
Our Catalogs are Business Builders

THE Arnstine Bros. Co

Originators of The Exclusive Catalog Method for Retail Jewelers

ROSE BUILDING, CLEVELAND — O

Inquiries Solicited from Legitimate Jewelers



Illustrations are exact size

Sterling Silver

Mesh Bags

in all sizes, at prices that defy competition

We illustrate a few of our new patterns in the latest popular size, NOW in demand.

These may be obtained in "Hobble Mesh," engraved on one or both sides.

Upon Request
we will send you our 100-page Sterling Mesh Bag Catalogue, handsomely illustrated and fully describing our extensive line.

We Manufacture

Bracelets, Chains, Charms and Fobs in 14K. and 10K. Gold and High Grade Gold Filled	Bracelets, Mesh Bags, Novelties and Chains in Sterling Silver

Sold Through Jobbers Only

NEW YORK OFFICE
15 Maiden Lane, (Silversmiths' Building)
(Samples Only)

LOUIS STERN & COMPANY 158 Pine St., Providence, R. I.



5023 HAIR BRUSH (Medium Size)

The Norfolk

is the most beautiful etched design we have ever produced. The set is very complete consisting of over 75 pieces. The delicate tracery of the design, combined with the consistent contour and our usual fineness of finish will appeal to you and in turn to your customer.

Before you commit yourself on your orders for toiletware for the coming season, please give our Norfolk a hearing — it speaks for itself.

Watch for our new catalog showing the Norfolk pattern complete.

Trade Mark

R. Blackinton & Company

Silversmiths

North Attleboro, Mass.

New York Office : : 15 Maiden Lane

The John Hancock Pattern



The John Hancock pattern is made in sterling silver, rich and bright, beautifully ornamented and finished, with carefulness of detail and an air of elegance.

A pattern that differs from all others in design, in shape, in charm. Each piece has its own personal look of loveliness, yet all are alike in fitness to their use and in harmony with one another.

The rare artistic treatment of of the laurel, the graceful three-thread outline, the Colonial scroll top with the dainty bead festoon present a pattern of unusual beauty and dignity.



TRADE MARK R&L BCo STERLING

Rogers, Lunt & Bowlen Co.

Silversmiths

MAIN OFFICE AND FACTORY

Federal and Norwood Sts., GREENFIELD, MASS.

NEW YORK: 15-17-19 Maiden Lane SAN FRANCISCO: 717 Market St.

Leicester

AN

ELIZABETHAN PATTERN

IN

STERLING SILVER



HER MAJESTY
QUEEN ELIZABETH

BEAUTIFULLY FINISHED IN A COMBINATION OF
BRIGHT AND FRENCH GRAY

MADE BY

SIMPSON, HALL, MILLER & CO.

INTERNATIONAL SILVER CO., SUCCESSOR

WALLINGFORD, CONN., U. S. A.

NEW YORK
9-19 Maiden Lane

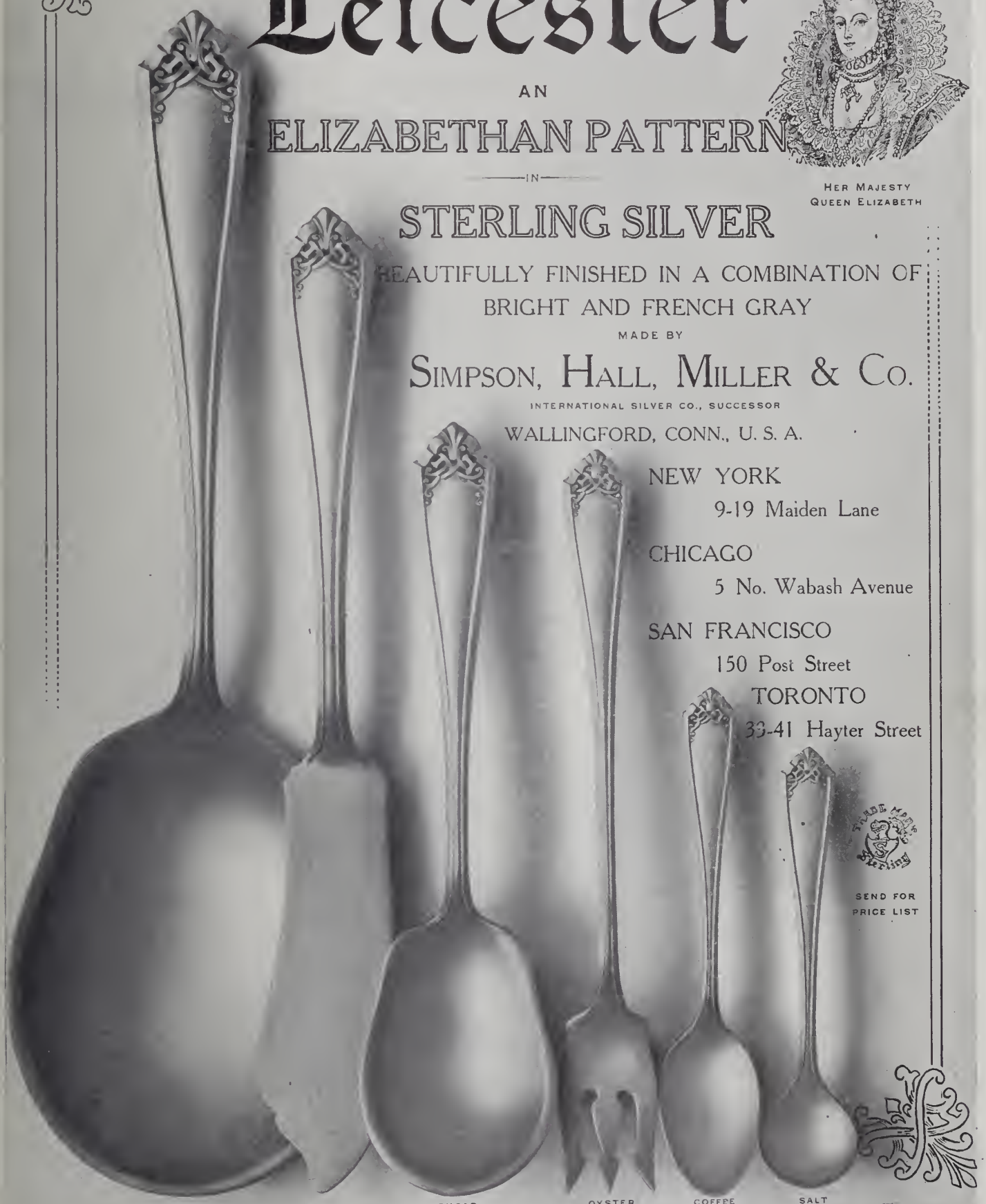
CHICAGO
5 No. Wabash Avenue

SAN FRANCISCO
150 Post Street

TORONTO
33-41 Hayter Street

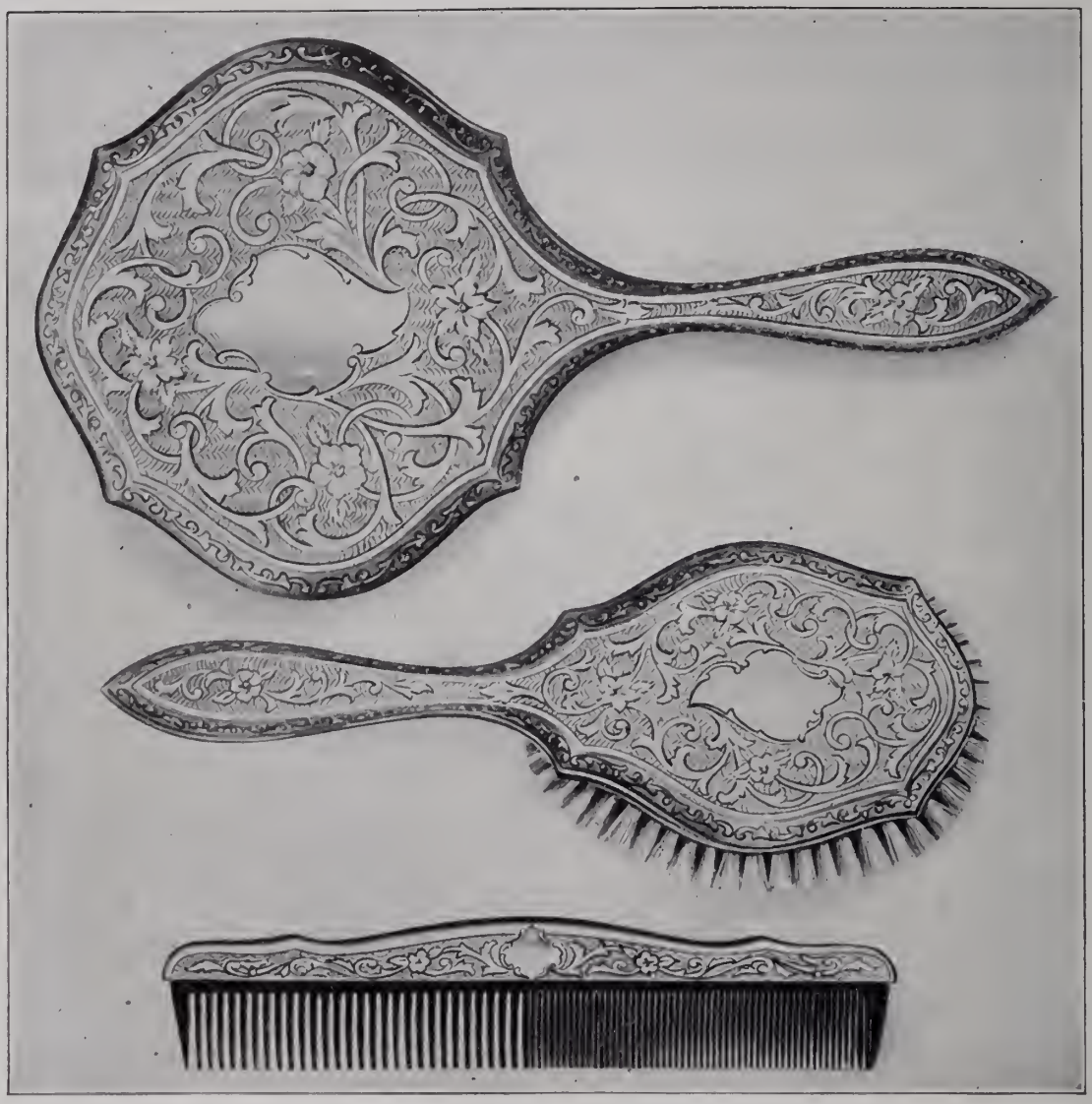
TRADE MARK
Sterling

SEND FOR
PRICE LIST



BERRY SPOON | BUTTER KNIFE | SUGAR SHELL | OYSTER FORK | COFFEE SPOON | SALT SPOON

HOMAN TOILET WARE
THE DISTINCTIVE LINE



No. 5010 — "CLOISONNE" TOILET SET
Thin Model — Patent applied for

The "Cloisonne" Thin Model Pattern is so named because of its close general resemblance of effect to this type of Japanese Art.

The form or outline is radically different to those which have, year after year, been more or less closely followed by makers of Toilet Ware. It not only satisfies the demand for novelty but is distinctly more graceful than any Toilet Ware form heretofore developed.

The decorative pattern consists of an exquisitely balanced design of slender graceful scrolls, laid over a solid background of engine turning. The contrast is such as has heretofore only been obtained in the Japanese Cloisonne art or other inlaid work.

The Homan Manufacturing Company

Office, Factory and Salesroom: Cincinnati, O.

New York Salesroom
15-17 Maiden Lane

Boston Salesroom
373 Washington Street

Chicago Salesroom
Silversmiths Bldg.

OTHER WOODSIDE NEWS PAGE IN THE KEYSTONE

Buy The Medallion Direct by Mail

Save One Third Your Toilet Ware Appropriation

You don't often have the chance to buy a set of this excellence for so little money. At the profitable listings indicated below the Medallion is a concrete example of the values offered by our direct by mail selling plan. Never before could a set of its weight, size and workmanship be sold under one third higher prices.

The Medallion is this season's addition to our successful sets. Large advance orders prove its popularity, and we're confident you'll find it a business bringing pattern with your best trade.

As you know, the public taste is turning from heavily decorated sets to plainer models. The Medallion fills this demand in a set that can be sold at a popular price.

The concave shield forming the central decoration is a new idea in toilet ware designing that has jumped into instant favor. It emphasizes the classic lines while the rich hand engraving greatly enhances the beauty.

Of course the Medallion is 925/1000 fine, and every detail of finish will pass the examination of your most critical customers.

You certainly want at least a sample three piece set of the Medallion in your stock. As the demand will be heavy, we suggest that you send in your order to-day.

We will reserve your goods and make shipment at any future date you desire. And in accordance with our guarantee of satisfaction, you can return the goods at our expense—if after arrival they fail to please you for any reason.

Or write to-day for our catalogue showing a broad line of successful sets and other goods for the holiday trade at prices that show you average greater profit of 15 to 20%.



3595
One-half actual size.
HAIR BRUSH, COMB AND MIRROR
Engraved as illustrated, $27 Without Engraving, $20
Subject to Jewelers' Circular Key

CHOOSE more goods for the same / the same goods for less **MONEY**

Woodside Sterling Company

170 Broadway **New York**

ONE OF OUR MANY

SEASONABLE NOVELTIES



Lemon Set, No. 124—7192
Green Velvet Lined Case
Can be Retailed at $4.75 Complete.

ONE of the many novelties that we are showing and *selling* this season. Our new catalogue is filled with illustrations of Sterling Silver sellers that appeal to jewelers who desire dependable goods at medium price.

Send For One

JAMES E. BLAKE CO.

Silverware bearing this trade-mark denotes sterling silver 925-1000 fine.

Manufacturers of

Toiletware, Manicure Pieces and Sets, Sandwich Plates, Cups, Jam Jars, Strainers, Hollowware, Castors, Lemon Dishes, Salts and Peppers, Condiment Sets, Candlesticks, Novelties, etc., in Sterling Silver, are illustrated, explained and priced in our Catalogue, which we will send to you upon request.

Attleboro, Mass.

CHICAGO OFFICE 910 Heyworth Bldg. | NEW YORK OFFICE 37 Maiden Lane | SAN FRANCISCO OFFICE 717 Market Street

Pointed Remarks

For 60 Years we have been making a specialty of Gold and Silver Thimbles.



PRISCILLA

For 60 Years we have been making Thimbles for jewelers.



28
Gold Band

For 60 Years we have been selling OUR Thimbles on THEIR MERITS.



146

For 60 Years we have been in the front rank of the Thimble business—and still there.



148

SEND FOR OUR ILLUSTRATED CATALOG AND PRICE LIST

SIMONS, BRO. & CO.

Silversmiths
Thimblemakers :: Jewelers

PHILADELPHIA	611 Sansom St.
NEW YORK -	13 Maiden Lane; 320 5th Ave.
CHICAGO - - - - - -	103 State Street
SAN FRANCISCO - - - -	717 Market Street

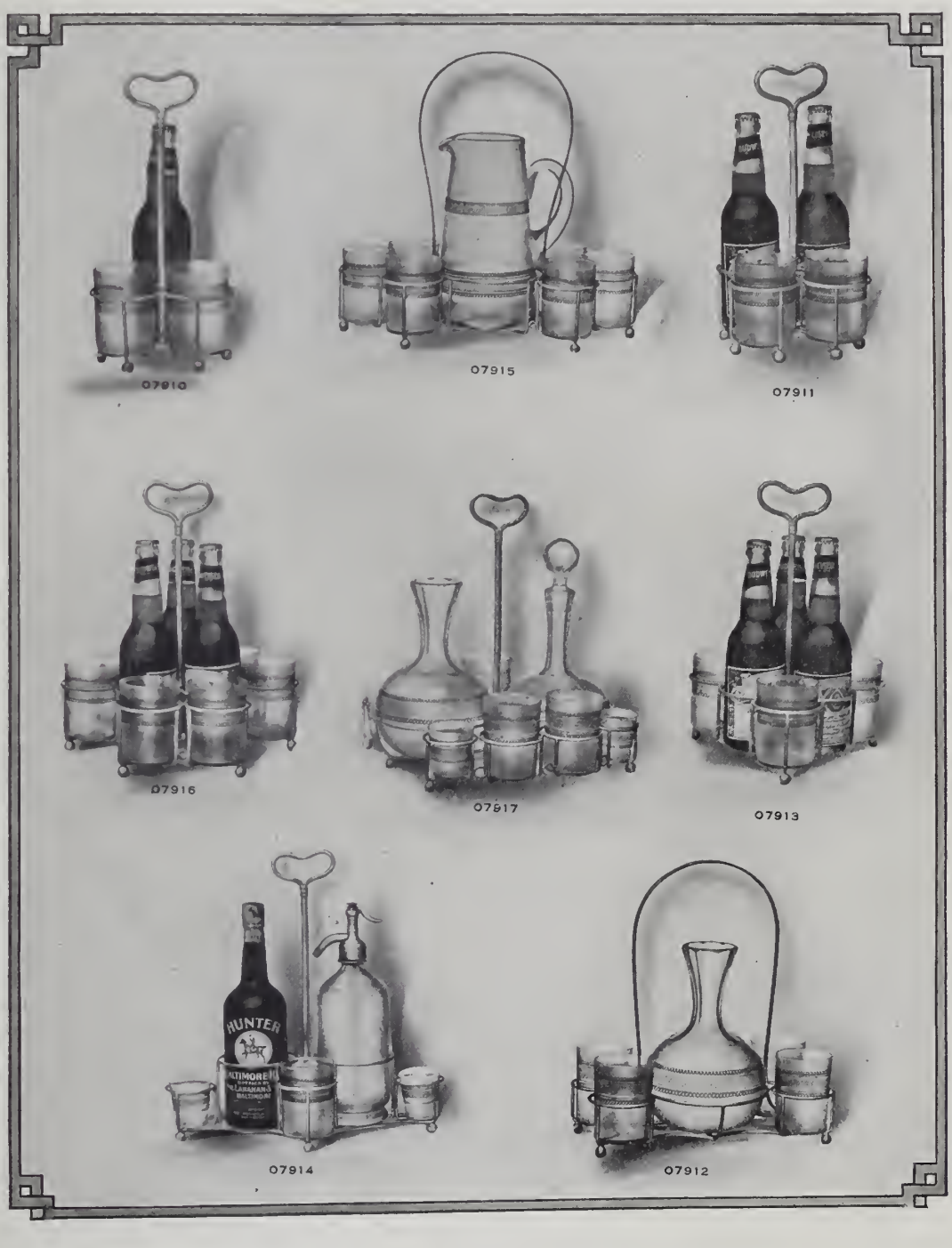
When in the vicinity of any of our offices, drop in and see our complete line

In *Business* as well as *Motoring*, the test of judgment is in knowing when to "*Let Out.*"

Our *Veranda Sets* offer practical suggestions for Summer trade.

Holders for serving Ginger Ale, Lemonade, White Rock, Bass Ale and Budweiser Beer

Write for Prices



THE PAIRPOINT CORPORATION

Photograph Books showing any of these lines complete loaned to the trade on application for inspection

Cut Glass
Silver Plate
Electric Portables
Prize Cups
Brass Goods and
Sheffield Reproductions

FACTORIES

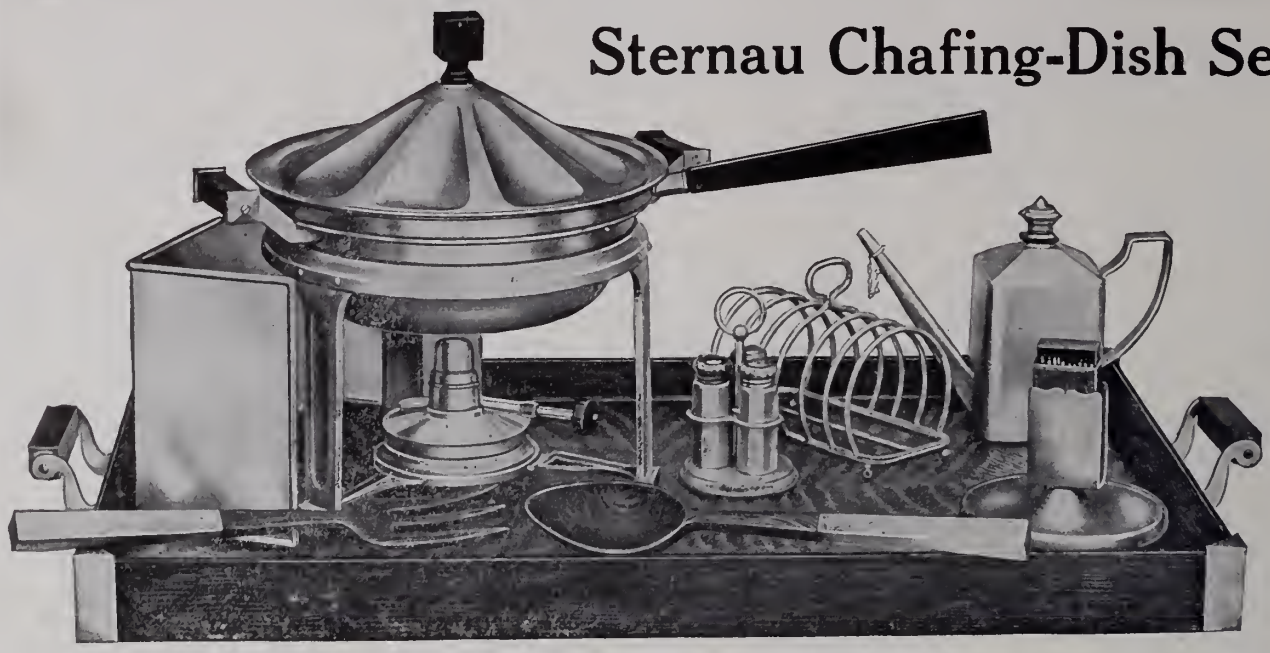
NEW BEDFORD, MASS.

Dept. D

BRANCHES

NEW YORK - - 38 Murray Street
MONTREAL Coristine Building, St. Nicholas St.
SAN FRANCISCO - 717 Market Street

Sternau Chafing-Dish Set



¶ This handsome Sternau Chafing-Dish Set will attract customers to your store as it is so opportune for the time. ¶ Your customers will realize that with it enjoyable luncheons can quickly and conveniently be served without the discomfort from being heated by preparing the food on a coal-range. ¶ A tasteful display of attractive ware facilitating comfort and convenience will increase your sales during the Summer.

NEW SHOWROOMS
305 Broadway
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¶ Write for catalogue R. T. offering many suggestions regarding profitable specialties for the jeweler.

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OFFICE and FACTORY
195 Plymouth Street
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Umbrellas
and Walking Sticks

If your Umbrella and Walking Stick Department has not been a success, may it not be that you have been carrying a too commonplace line for a jeweler? People expect a better made and more artistic Umbrella or Walking Stick from you than they can purchase elsewhere—something that other stores do not carry.

To meet the views of this very discriminating class of customers, we have for many years been designing and manufacturing under our own roof the largest and most exclusive line of Umbrellas and Walking Sticks in the country.

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Our holiday lines now ready.

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W. W. HARRISON CO.
Makers of
Umbrellas and Walking Sticks
OF THE BETTER SORT
5th Ave., Cor. 34th St. NEW YORK

Established
1876

ANNOUNCEMENT

To Visiting Buyers of Sterling Silverware

¶ Our Mr. Alexander will again conduct a superb display of Sterling Silver Hollow and Flatware at the Hotel Marlborough, New York City, from *August 15th to September 15th, inclusive.*

¶ DON'T MISS THIS EXHIBIT, it will contain many new and desirable designs.

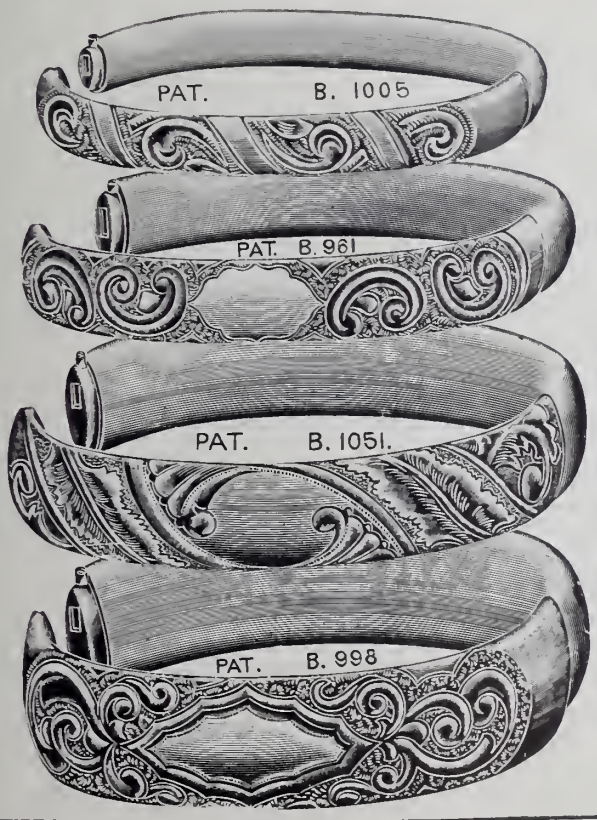
FRANK W. SMITH CO.

Manufacturers of Sterling Silverware

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BATES & BACON, Attleboro, Mass.



NEW YORK, 9 Maiden Lane
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We illustrate a few new Patterns of our High Grade Gold Filled Bracelets, made in seven sizes oval Tubing from 1/4, 5/16, 7/16, 1/2, 9/16, 3/4 and 1 inch, same quality stock as when first put into our line, and every Bracelet guaranteed.

We make any wrist size desired.





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Counter-Sunk Stone-Set

Bracelets

¶ Made in 25 different patterns, with choice of every pattern in any colored stone or any finish.

¶ This actually gives hundreds of varieties from which to select.

¶ The stones are securely set and counter-sunk in beautiful chased designs, giving extra brilliancy, and prevents them from being loosened or dropping out.

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Ask your Jobber for the *Colonial Dame Bracelet*

New, Neat and a Work of Art—Made in four widths, 3/8, 1/2, 5/8, 3/4

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Everything in One-Tenth and Quarter Gold
MADE THE "A & Z" WAY

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We make a most complete line in

Chains
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OF THE BEST QUALITY

Finish and style right up to date

All Fobs have our new patent safety catch. Does NOT pull apart or come to pieces.



Write us for further information or ask our salesmen to show you.

A & Z CHAIN CO.

Makers of One-Tenth and One-Quarter Gold-Filled Chains and Bracelets

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Chatelaine Pins
MADE IN
GOLD AND GOLD FILLED
FOR SELECTION SEND TO
THE BASSETT JEWELRY CO.
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Its growing popularity has made it a most desirable addition to a

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We have an unlimited variety of

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Novelties

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BUT

you CAN tell by the LOOKS of a Solidarity Gold Case just how far advanced it is over ordinary gold cases, and that's WHY we are everlastingly shouting:



SOLIDARITY: "The Case that Courts Comparison."
We want you to compare them, and we will ship a selection package **Through Your Jobber** upon request.

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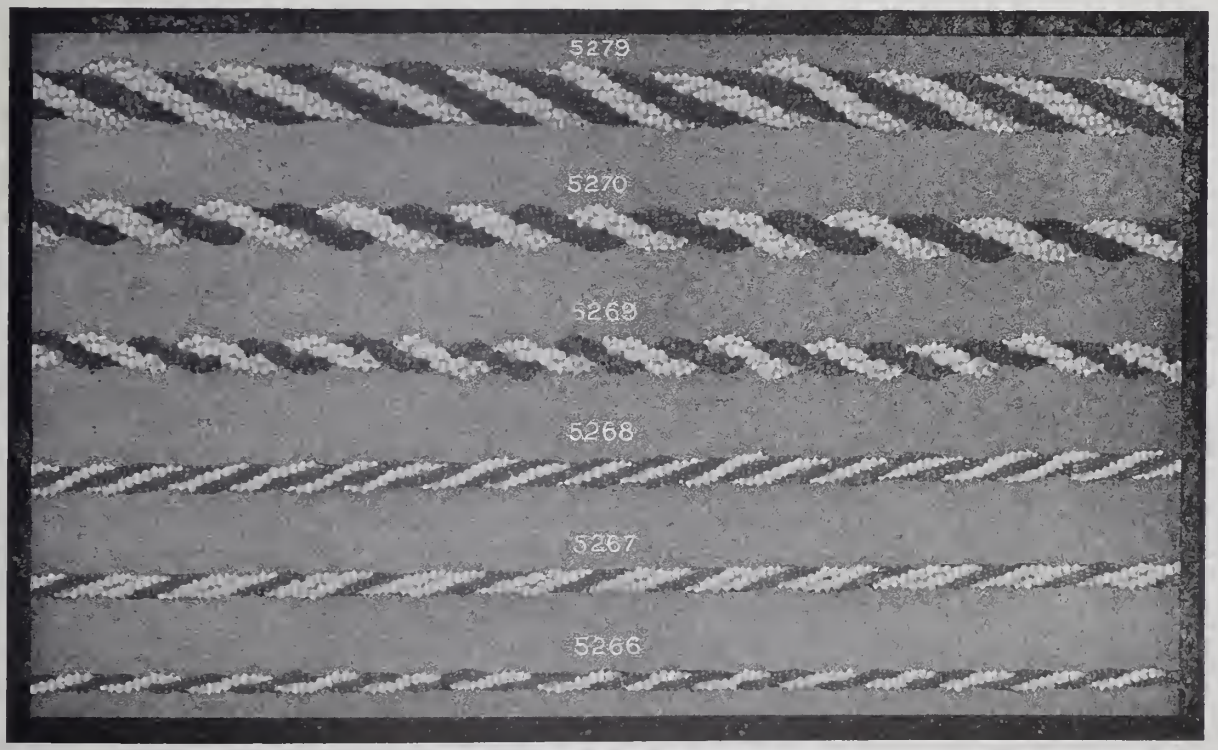


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Briefly, we consider your interest OURS, and govern ourselves accordingly. As a consequence, goods purchased of us will be a source of satisfaction and pleasure to your customer, and of profit to yourself.

"SELLERS OF SELLERS"

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Elk, Eagle and Moose Goods a Specialty



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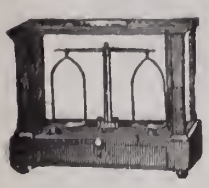
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GUARANTEED UNBREAKABLE

THE ONLY RADICAL IMPROVEMENT

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The merit of the ONE-PIECE IDEA is obvious and indisputable.

Just a single, solid piece of metal from end to end.

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"MAIDEN BALTIMORE"
UMBRELLAS
FOR THE HOLIDAYS

IN selling this line, you not only are safe in recommending the quality, but the shape of our umbrella is a far advanced idea over all other makes. The Perfect Detachable Feature is the simplest to operate; attaches or detaches in an instant. One of our salesmen is in your territory. Write now, and we will have him show the line, without any obligations for you to buy.

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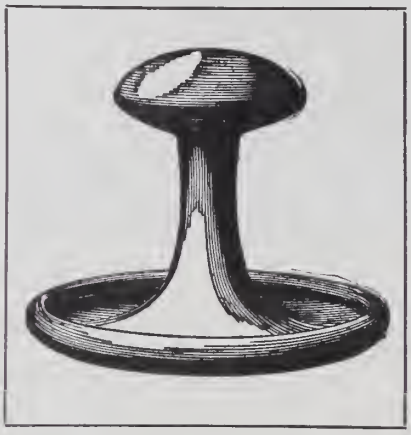
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When a customer who wants the best—knowing it's cheapest—thinks

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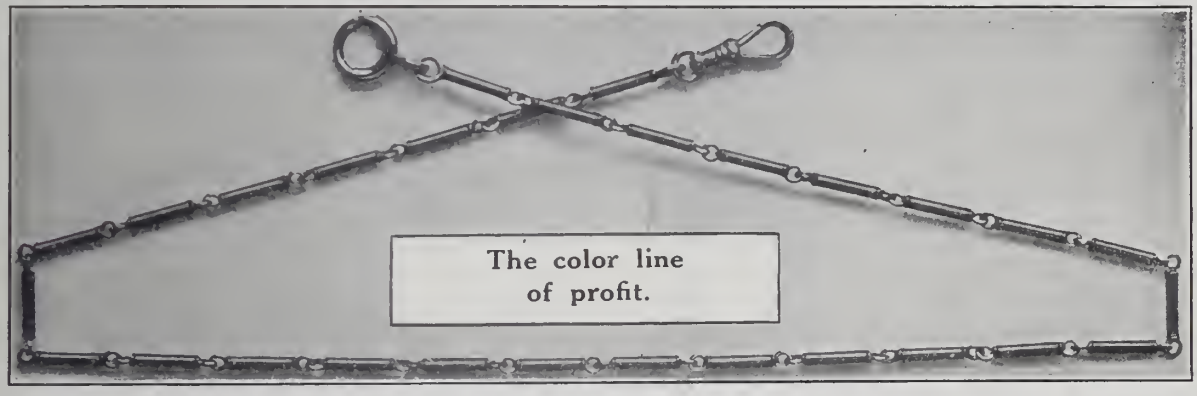
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All styles of Fancy Design Chains for Men and Women in 14 Kt. Gold and Platinum, including Lapel Chains, also Sautoir Chains in Fancy Enamels with Lockets to match.
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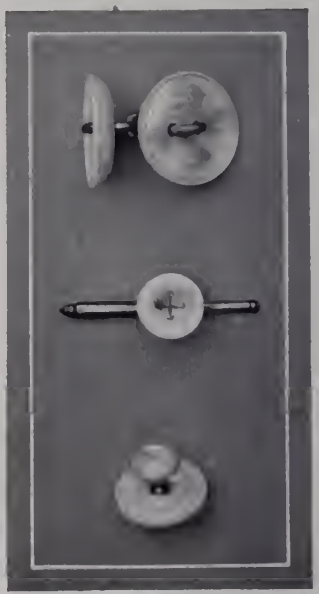
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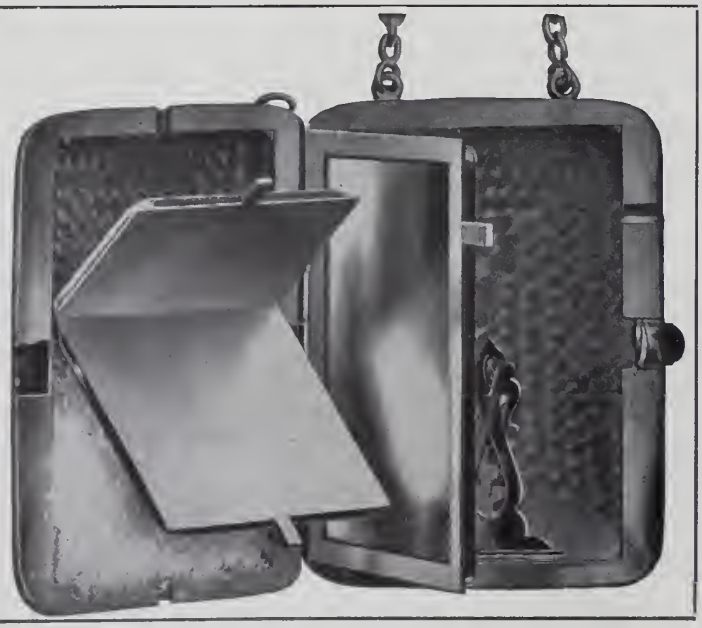
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Our line of Solid Gold Vanity Cases is sufficiently broad to meet every requirement. We offer a number of new and distinctive designs, precisely suited to meet the fashions of to-day, at very attractive prices.

All sizes. Jeweled and plain.



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Plain Gold or Coral Hoop Earrings

14-Kt. Line of Baroque Pearl or Coral Hoop and Pendant EARRINGS

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IN GOLD, SILVER AND RHINESTONES

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Toilet Articles, Umbrella and Cane Handles Mounted

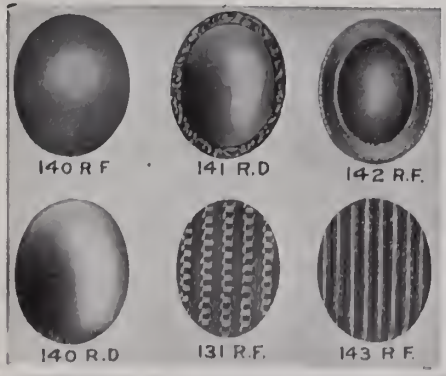
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CHEAPEST BUTTON ON THE MARKET FOR ITS INTRINSIC VALUE

3 SIZES IN 9-10-14 k.

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EVERY BUYER OF

Silver Deposit Goods

should inspect my New and Attractive Line in Original Designs at our Showroom, Silversmiths Bldg., before buying elsewhere. Call and be convinced.

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10K and 14K
Gold Jewelry

Silberman, Kohn & Wallenstein
87 Maiden Lane
New York

1850

1911

GOLD CHAINS
OF EVERY DESCRIPTION

Outing Chains
10-k. GOLD and 14-k. GOLD

Waldemar Chains
14-k. GOLD
GOLD AND PLATINUM

Baroque and Coral Lorgnette Chains
50 INCHES LONG
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Having no traveling salesmen enables us to sell the retailer goods of substantial weight at low prices giving an additional profit to the retailer.

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LEWY & COHEN
Importers and Manufacturers
114-116 Fifth Avenue = = NEW YORK CITY

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In **sterling silver jewelry** we present odd and unique patterns, set with semi-precious stones, Necklaces, La Vallieres, Brooches, Bar Pins, Scarf Pins, Shirt Waist and Dinner Rings, etc. Of the fashionable long chains for lorgnette, watch or fan, a splendid line can be seen in sterling or plated, embodying the newest ideas.

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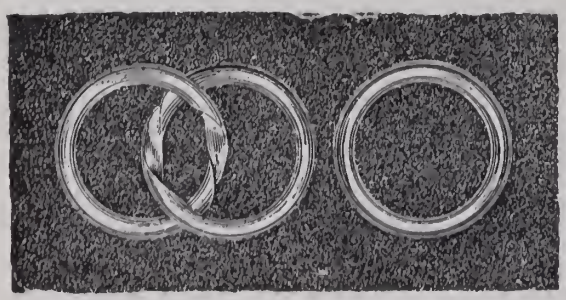
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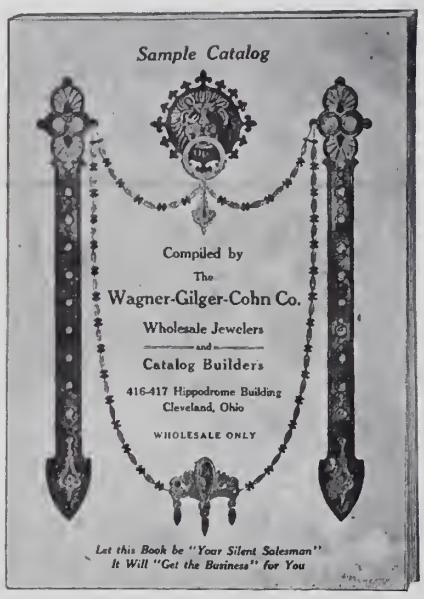
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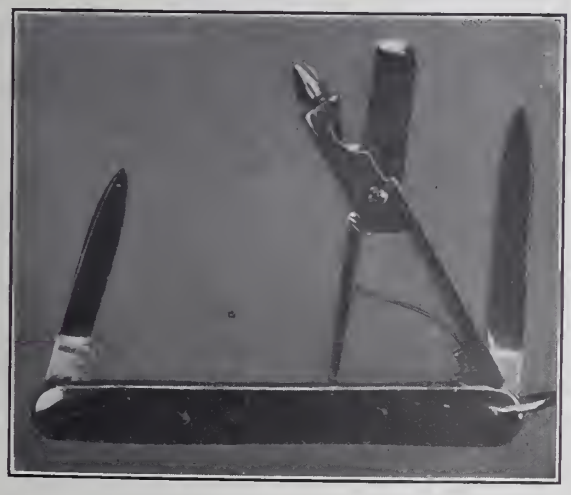
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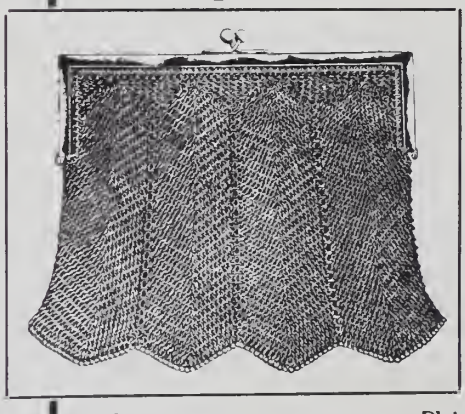
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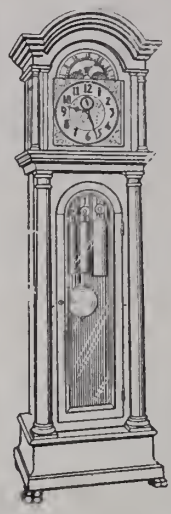
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Wholesale Jewelers **Cincinnati, O.**

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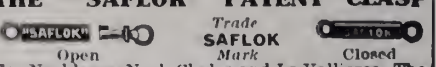
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HOLDS AS WELL AS "THE HOLD-ON CLUTCH," AND DOES NOT INFRINGE IT

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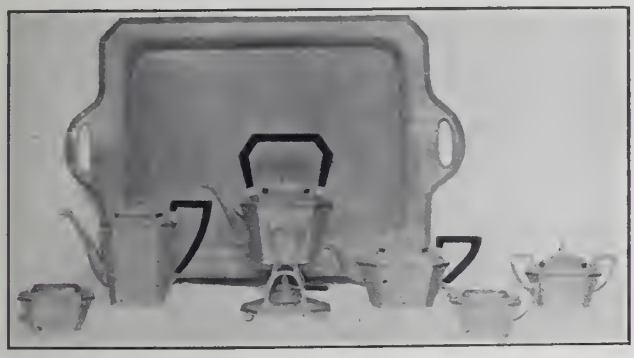
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Gems and Precious Stones *Flexible Cover, postpaid, 50c.* Published by The Jewelers' Circular Pub. Co. 11 John Street, New York



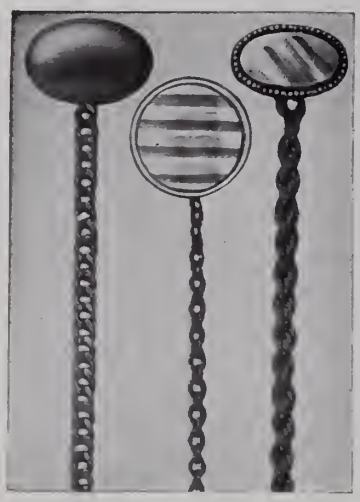
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Our Coat Chains

defy competition. Let us send you a few samples for criticism. We illustrate three examples from our new line, but the finish, in "red and white" gold and sterling silver, we cannot show in a photograph.



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of the

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in the

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A Handy Classified List for Buyers

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The Buyers' Directory

has become a standard and indispensable hand-book for the Jeweler and should be in the hands of every Buyer.

Bound in limp cloth, 3 x 6½ inches, 216 pp., with Map of the Jewelry Districts of New York.

PUBLISHED BY

THE JEWELERS' CIRCULAR PUB. CO.

11 JOHN ST., NEW YORK

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Display this card in your window with a small stock of our Interchangeable Emblem Button Coat Chains and you will have quick sales.

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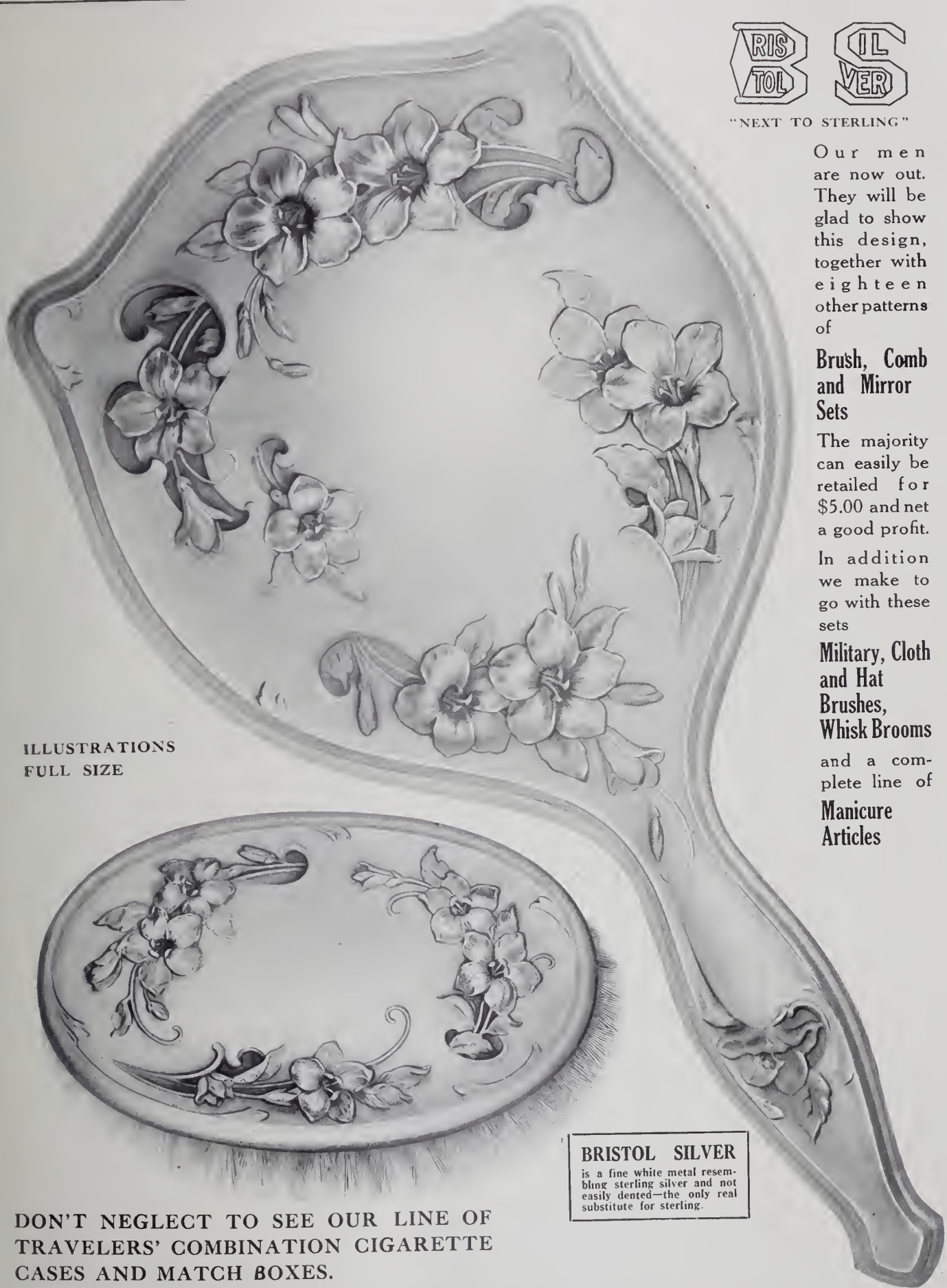
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Solid Gold Jewelry

FOR THE
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made of Sterling Silver and set with french brilliants to retail at $2.50 and up.

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¶ We make several hundred styles, some as low as $12.00 a dozen.

¶ We will be glad to submit a few for your approval.

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Now Open for Inspection at our Large and Commodious Salesrooms

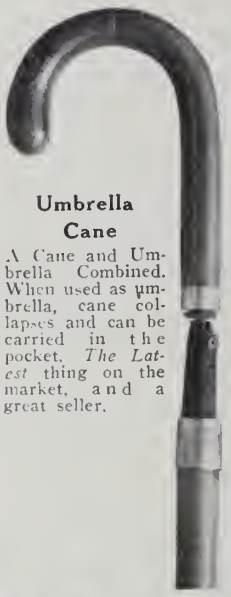


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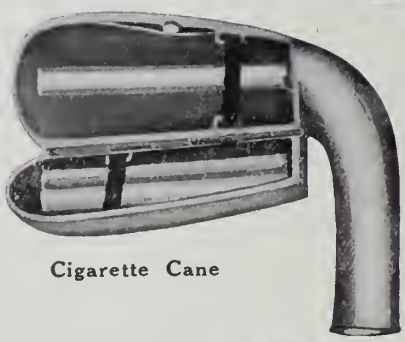


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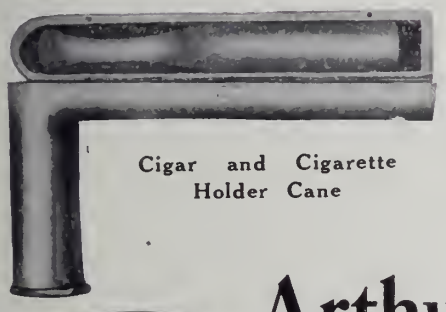


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Riding Crops and Whips, Corkscrews and Bottle Openers



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P&M

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Always in Red

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In 1903 we gave our First Annual Exhibition. The attendance from all over the United States was 63.

In 1904	102	In 1907	274
In 1905	131	In 1908	349
In 1906	188	In 1909	375
	In 1910	415	

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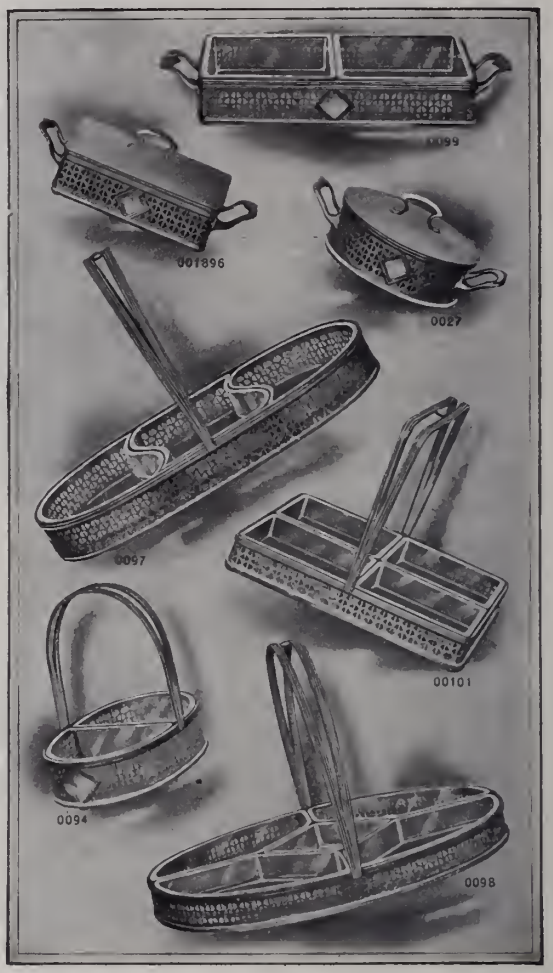
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THE JEWELERS' CIRCULAR
WITH WHICH ARE CONSOLIDATED
THE HOROLOGICAL REVIEW
THE JEWELERS' WEEKLY THE JEWELERS REVIEW

VOL. LXIII. WEDNESDAY, AUGUST 2, 1911. No. 1.

The Mammoth Scripps Trophy for Winner of Power Boat Cruise Between Detroit, Mich., and Buffalo, N. Y.

ONE of the handsomest trophies ever offered for competition, the Scripps cup, which will be competed for in the first annual Scripps Motor Boat Reliability Cruise, which starts from Detroit, Aug. 7, and ends in Buffalo, Aug. 15, recently arrived in Detroit. When the first drawings of the trophy were made last Winter the yachtsmen looked upon them as something wonderful, but they did not have the slightest idea of the striking beauty and appearance the cup would have when once wrought in silver. The trophy is a mas-



HOW THE TROPHY LOOKS WHEN CUP, BASE AND COVER ARE USED TOGETHER.

terpiece and one that has never been equaled for any event.

The cup was turned out by the Gorham Co., New York, under the supervision of Mr. Grainger, of the Grainger-Hannan Co., Detroit, Mich., and in speaking of the trophy Mr. Grainger said: "There has never been anything turned out by the hand of a silversmith that ever came anywhere near equaling the Scripps trophy in design or completeness. The cup is not a mere piece of silver sent out from the factory by the dozens, as are many of the trophies that are regarded as wonderful. The man who worked on it must have put his whole heart into it. The engraving is the most natural ever put on a piece of silver, and makes every detail stand out as if it were the thing itself. It is not a blank piece of silver, but life and motion seem to have been imparted to it by the hand of the worker."

The trophy is valued at $2,500, and stands 40 inches high. It contains between 1,000 and 1,100 ounces of silver. It is in three pieces, which is one of the unique features, and another unusual detail is found in the base. This section is one of the three parts, and inside is a strong box where the records of the cruises and the winners are kept. This does away with the custom of engraving the name of the winner on the bowl of the trophy every year.

But it is the top section that catches the yachtsman's eye and causes him to marvel at the completeness of the design. This section serves as a cover to the punch bowl. It consists of an exact replica of the *Narmada*, Com. Wm. E. Schripp's flagship of the Detroit Motor Boat Club. The waves can be seen dashing against the sides of the ship, and so natural do they seem, that one can almost see the spray dashing over the bow of the boat. It is the model of the *Narmada*, however, which is the most unusual feature. There is not the slightest detail in which this miniature silver boat is not the exact counterpart of the donor's cruiser. Even in the miniature detail this is so. The rigging, windlass, staterooms, cabin, etc., are perfect reproductions of the original *Narmada*. There are passengers on deck who appear as natural as living models. There is a special design of an anchor, an exact reproduction of the one made specially for the *Narmada*. The tender is also reproduced, hanging on the davits, with its engine placed inside, complete, even to its tiny propeller.

The punch bowl itself, which is the body of the trophy, is complete without the other two sections. (See illustration on front cover of this issue.) The bowl is supported by Neptune rising from the sea, with the waves rolling by on his sides.

Around the base is another feature. Enameled medallions surround it, and each one contains the burgee of a club which is a member of the Great Lakes Power Boat Association. These are the only parts of the trophy which are not silver, but they carry out the design, being set in silver surroundings in the most perfect manner.

The trophy has been on exhibition at the Grainger-Hannan Co.'s store, Detroit, Mich.

M. E. Colvin, Lyons, N. Y., opened his new store this week. The establishment in the Cabit bank building has been renovated and redecorated, and is one of the most attractive stores in the vicini y.

A Fine Communion Cup.

FOR the Episcopal Church of South Pasadena, Cal., Frank Daschek, Los Angeles, Cal., has made a handsome and rather unique communion cup. It is 8⅝ inches high and is entirely hand-wrought. The bowl is of 18-karat gold and the base of solid silver, the latter being ornamented with different sets of stones—topaz, amethysts, pearls, ruby and emerald.

Of sentimental interest is the fact that



COMMUNION CUP FOR CALIFORNIA CHURCH.

the bowl was made from gold bracelets, rings, pins and other gold ornaments donated for the purpose by members of the church and the base from silver gifts similarly contributed.

On Friday, July 14, there was sold at Christies', a collection of old English silver plate, the property of Charles J. Wertheimer, Esq. Notable in this collection was an old plain service, consisting in all of 311 pieces and weighing 519 ounces. July 12, there was sold a magnificent collection of j wels, the property of Her Grace Lily Duchess of Marlborough, deceased. Miscellaneous collections were sold at the same time. Notable in the collections sold were a pearl necklace composed of 55 graduated pearls, with a pearl and diamond clasp; a pearl rope composed of 257 small pearls, with an emerald and diamond cluster snap, and a watch of Reid & Son, New Castle-on-Tyne, in an engine-turned case.



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British Jewelry of the Coronation Year.

By W. Augustus Steward, in the London *Daily Express*.

THE coronation year may bring about many new ideas in jewelry. Several very handsome tiaras and corsage ornaments have already left the workshops and are on show in the jewelers' shops, while quite a number are receiving the finishing touches at the hands of the light-fingered polishers.

It is possible that the George V. period will mark an epoch in British jewelry designing, much the same as the early Georgian silver has made its mark in the history of the silversmith's craft. Already there are signs of a definite style and of a craftsmanship which will appeal by reason of its delicate and artistic character. Compare the heavy and wooden character of the mid-Victorian diamond ornaments and the light, graceful and cleverly wrought jewelry of to-day. This delicacy of design and consummate workmanship is due to an awakening of the public taste and the efforts of the authorities to encourage design and craftsmanship by means of special schools.

For the moment our jewelers are quite as original as those of Paris; indeed, while those of the French capital are satisfied to take the same motifs as the jewelers of the Renaissance and Louis Seize, ours have set their feet on a new road and have determined to be modern. The light *dentelle* plaques and tiaras which are made in the West End are distinctly British in their strength, and combine, in a remarkably clever manner, the dainty appearance of lace. They are pierced from solid platinum, and the subtlety of the jeweler's craftsmanship can only be realized by those who have seen him at work.

VARIED STYLES.

In Paris the *dentelle* plaques are still generally made quite flat, although they are no longer severely round, but take stiff architectural forms and hard geometric shapes. In London they are made with soft outlines and a certain amount of modeling, which give quality and richness to the piece.

Tiaras made in this way, with delicate tracery surmounted by a few fine brilliants and emeralds or pearls, give the appearance of a silver cobweb to the hair, and this is particularly becoming to a brunette. Sometimes the network has a single diamond set in the center, making the groundwork like a soft and subdued radiance from the fine gem. There are infinite possibilities in the new style, and while we are discussing "all-British" manufactures we should not forget that in Britain there are jewelry designers who are as capable as Holbein and more adept in the use of tools than Benvenuto Cellini.

It is noteworthy that the silversmithing of to-day is reverting to the plain but graceful forms which were characteristic of the Queen Anne and Georgian periods, but the smiths are not slavishly copying the style, merely the undecorated character of the objects, and relying more on the excellence of contour than decoration.

It would, indeed, be difficult to get away from the classic forms which the Adam brothers used with such discrimination in the 18th century, but there is a general unrest, a general desire to leave a creditable page in the history of arts and crafts.

ORIENTAL JEWELS.

In Paris the harem skirt seems to have bewildered the modiste and the jeweler. If, it is urged by the latter, the Oriental style of dress becomes fashionable, then the design of jewelry must follow suit, for, unlike English ladies, the French insist upon wearing ornaments which follow the style of their gowns. Should the fashion turn to the Oriental, then a few artistic jewelers would get rid of some bizarre ornaments of too pronounced an Eastern character, in which dull gold and opaque enamel predominate.

Paris and London are both keen supporters of flexible and chain bracelets, and it is remarkable what a large variety of designs, both in gold and platinum, are to be seen. In Paris a bracelet worn above the elbow is just now fashionable in the "smart" set. It is generally flexible and invariably jeweled, and none of its glamor is lost in such a conspicuous position.

Platinum is so much in favor in France that wedding rings are now made of it, sometimes actually set with a spray of rose diamonds or a center band of brilliants.

Dress rings are built so high on the head that it would be impossible to draw gloves over them, but they are wonderful specimens of man's ingenuity and patience, while the fine emeralds and rubies, as well as brilliants, which generally find a setting in the center, are framed in very bright borders of small gems to match. Here I might remark that, despite the rumor of increased output, fine quality stones of all kinds are not only very firm in the Amsterdam, Antwerp and Paris markets, but in London, where the syndicate practically controls the markets of the world, there is every evidence that the higher grades of diamonds are likely to increase in price.

HAIRDRESSER TYRANTS.

The French hairdresser has for the time banished the tiara and aigrette. To the jeweler he is almost as tyrannical as the modiste, but combs are essential and the jeweler has turned his attention to these. In Paris and Berlin the fashion of banding the hair with passementerie or colored velvet is affected by some, but inventive jewelers have taken even this difficult ornament and fashioned jewels to the band of lace or ribbon. Some have arranged translucent enameled slides at the sides.

For the neck the pearl necklace still holds the premier position, and pearls are consequently fetching very high prices. A single row of pale pink coral beads is also favored in Paris, while some brunettes are wearing a row of very delicately chased gold beads.

Earrings have come to stay both in London and Paris, and as they no longer necessitate the mutilation of the ears no one can complain, for, after all, there is a piquant charm about the pearl when set on the lobe of the ear, while a long and graceful pendant earring is sometimes very sightly, particularly when it hangs loosely and gives a delicate color effect with every movement of the body.

One of the most dainty *porte-monnaies* has just been introduced in New York. It takes the form of a large but very flat circular locket attached to a chain in which gold and a little small change may be carried, and also a mirror and puff. But there is little special jewelry designing done in America. The styles are taken from Paris and London.

Imports of Clocks, Watches, Jewelry and Gems Into Canada.

TORONTO, Can., July 26.—The monthly report of the Canadian Department of Trade and Commerce for April gives the value of imports for home consumption in the jewelry and allied trades as follows:

	Month of April,	
	1910.	1911.
Clocks:		
United Kingdom	$2,592	$2,012
United States	28,754	22,529
Germany	3,954	5,415
Other countries	2,030	318
Total	$37,330	$30,274
Watches:		
United Kingdom	$2,942	$8,368
United States	46,005	37,420
France	.....	298
Switzerland	21,490	13,870
Other countries	498	2,655
Totals	$70,935	$62,611
Jewelry:		
United Kingdom	$24,302	$27,891
United States	64,347	58,175
France	3,454	2,151
Germany	4,368	10,818
Other countries	2,557	3,523
Totals	$99,008	$102,558
Gold and silver and manufactures of:		
United Kingdom	$26,932	$27,597
United States	18,011	21,930
Germany	2,576	3,361
Other countries	1,084	2,270
Totals	$48,603	$55,067
Nickel-plated ware:		
United Kingdom	$4,894	$6,120
United States	47,516	52,884
Other countries	135	2,054
Totals	$52,545	$61,058
Precious stones of all kinds and imitations of (dutiable):		
United Kingdom	$29,977	$14,604
United States	5,062	4,139
France	28,018	9,839
Germany	2,392	2,677
Other countries	375	728
Totals	$65,824	$31,987
Precious stones of all kinds and imitations of (free):		
United Kingdom	$174,944	$74,159
United States	17,296	3,796
Belgium	.....	9,366
France	31,394	16,944
Holland	12,247	134,057
Other countries	72,985	.....
Totals	$308,866	$238,322

Frank M. Shull, Mount Hope, W. Va., has moved to Winona.

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The Richmond Mint Julep.

By A. W. Anderson.

[Note.—At Detroit, in 1910, it was practically decided that Pittsburg was to have the 1911 convention of the A. N. R. J. A. The committee had so reported and everybody thought that it was a foregone conclusion. Each city was allowed to present to the convention its claims to the honor. Mr Dabney, speaking for the Richmond Chamber of Commerce, stampeded the delegates to Richmond by his eloquent description of a Virginia mint julep, one drink of which, he said, would give them a longing for more; the second would impart a rosy tinted hue to life; the third would make them believe that existence on this earth was a genuine taste of paradise; while the fourth would cause them to think they were lords of all creation with Mr. Rockefeller walking behind them. The following lines, delivered in the course of an address at the banquet of the Wisconsin Retail Jewelers' Association, at Milwaukee, July 12, must be blamed on W. T. Dabney, for had his famous mint julep speech not been delivered these lines never would have been written.]

WE have heard the men of Richmond
Tell the glories of their town,
Praise its beauty and its greatness
And its places of renown;
But the thing that sets us yearning
Is the wondrous tale they tell
Of the beverage that o'er you
Casts a magic, dreamy spell;
Leads you down through fairest valleys,
Past green hills and gurgling streams,
Where there is no chance for sorrow
To disturb your pleasant dreams;
Makes you think you have no troubles—
Not a care of any kind—
That you're boss of all creation,
While John D. walks on behind.

We need something in our business
To correct its many ills;
Better give a dose that's soothing
Than to feed it griping pills!
Will this wonderful concoction
Work the changes we would make?
If 'twill cure our faults and follies,
It's the dope we all should take.

Will it change the knocking jeweler
So that he will knock no more,
But instead will boost a little
Where he used to knock before?
Will it make him speak a kindly word
For neighbors down the street;
Then ask the boys to line right up,
For I should like to treat.

Will it give some brains to jewelers
Who have always cut the price?
Will it make them see the folly
Of their needless sacrifice?
Will it give them sense to see they've done
Themselves and others wrong;
Then mix another julep and
Please make it good and strong.

Will it bring into our ranks the boys
Who're still outside the fold?
Make the manufacturer love us
Who now seems a little cold?
Cause the maker and the jobber
And the jeweler to agree?
Then pass another round of drinks
And bring the bill to me.

Will it make the jewelers take and read
The journals of their trade?
Give their wives some little credit
For the money they have made?
Will it bring them to conventions,
Where they're needed, ev'ry one?
Then fill and pass the glasses
'Till the magic trick is done.

Old Cups Exchanged for Solid Silver Ones by Center Hanover Church.

Boston, July 26.—The solid silver communion set, valued at about $700, which Mrs. Russell Sage, of New York, widow of the financier, is to present to the First Congregational Church of Center Hanover in exchange for two old silver communion cups which her great-great-grandfather, Dea. Thomas Josselyn, of Hanover, presented to the society has arrived in this city.

Mrs. Sage discovered the existence of the old cups in looking up genealogical records of the Josselyn family. Learning of the gift of the cups, which were presented in 1785 to the society, she opened communications with the clerk of the church, Mrs. Sarah Ellis, of West Hanover, and asked if the cups were still there.

This was about a year ago, and on getting information that the cups were still at the church she made an offer to present a new solid silver individual set in exchange.

Since that time the cups have been on exhibition for a time at the Boston Museum of Fine Arts among other church silver presented to societies before 1800.

Mrs. Sage, in her requests for the two cups, stated that she wanted them for her private museum at Sag Harbor, L. I.

After considering the matter at a meeting of the church, it was decided to accept Mrs. Sage's offer. The new communion set will include 72 individual cups, two silver trays, a filler and a baptismal font.

Dea. Thomas Josselyn, who presented the old communion cups to the church in 1785, was born in Hanover in 1702, and was a son of Henry Josselyn and a grandson of Thomas Josselyn, of London, Eng.

The church is planning on a reception and roll call as soon as the new communion set arrives and a committee has been appointed to make arrangements for the event.

Jewelry, Clocks, Watches, Silverware and Kindred Lines Exported from New York.

Washington, D. C., July 26.—The following were the exports of jewelry, silverware, optical goods, clocks, watches and kindred lines from the port of New York for the week just ended:

Antwerp: 2 cases watch glasses, $847.
Bremen: 2 cases watches, $2,613; 1 case jewelry, $1,622; 3 cases watch material, $872.
Bremenhaven: 8 cases clocks, $150.
Calcutta: 1 case optical goods, $309.
Cape Town: 84 cases clocks, $1,326.
Colon: 1 case silverware, $223.
Demerara: 1 case jewelry, $118.
Glasgow: 4 cases clocks, $225.
Hamburg: 3 cases clocks, $215.
Havana: 10 cases clocks, $349; 15 cases clocks and watches, $411; 1 case precious stones, $193; 18 cases clocks, $223.
Havre: 4 cases watches, $200; 1 case jewelry, $300; 1 case pearls, $150.
Hong Kong: 14 cases clocks, $132.
Kingston: 3 cases optical goods, $210.
Liverpool: 5 cases jewelers' sweepings, $14,000; 26 cases clocks, $1,010; 9 cases jewelry, $1,982; 2 cases silverware, $650; 1 case precious stones, $300.
London: 1 case scopes and views, $140; 11 cases optical goods, $8,361; 20 cases clocks, $956; 2 cases watches, $1,019; 1 case optical goods, $758.
Maceio: 1 case jewelry, $240; 91 cases clocks, $1,228; 2 cases optical goods, $165.
Matanzas: 9 cases plated ware, $538.
Manchester: 1 case optical goods, $110.
Para: 9 cases clocks, $129.
Port Au Prince: 3 cases plated ware, $188.
Santos: 25 cases clocks, $396.
Shanghai: 64 cases clocks, $988.
Southampton: 1 case jewelry, $500.
St. Johns: 20 cases clocks, $602.
Sydney: 7 cases clocks, $749.
Trinidad: 2 cases plated ware, $367.
Valparaiso: 3 cases plated ware, $446.
Wellington: 28 cases clocks, $645.

Look Out for This Man and Woman Who Offer Jewelry as Security for Loans.

Kansas City, Mo., July 26.—That the jewelers and pawnbrokers of the country are often swindled by people who can get the better of them without violating the law, was made manifest last week when the local police took into custody a man and a woman who arrived in this city carrying many thousand dollars' worth of diamonds. The "tip" came from the Sheriff of Douglas County, Kan., who told of the actions of the pair in trying to peddle diamonds in that territory, and owing to the recent robbery in this city, the local police were very anxious to make an investigation.

When the man and woman arrived here they were taken into custody and questioned. The pair were perfectly willing to give the police full information about themselves and about the diamond jewelry which they carried, and explained that they came from Chicago, where they had a factory and mounted earrings, broches and bracelets in quantities in a way that made them look more valuable than they actually are. The brooches, for instance, were all alike and cost $65 and looked to be worth several hundred dollars, while the earrings, rings and bracelets were worth very much less.

The woman admitted that she goes from town to town and, claiming to be stranded, tries to raise money on one of the brooches in a jewelry store, where she asks for $165 for it. If the jeweler or pawnbroker will not give this she offers to add her earrings and rings and even sometimes bracelets to the collateral. Even if she puts up the entire outfit she still makes a profit of $25, she says. The woman says she had borrowed $165 on a single brooch at Goodland, Norton and Concordia, Kan., while in Monkato she got $165 for a brooch, a pair of earrings and a bracelet.

The man generally covers a different territory, but sometimes they work together. The pair claim that they have been traveling around for several years doing this kind of work and have never been interfered with by the police.

They prisoners were finally released by the local police, as it was found they had done nothing here and there was nothing unlawful in what they had admitted doing.

Jewelers and pawnbrokers throughout the country are warned, therefore, to beware of these people and to be careful in dealing with them. The woman is five feet seven inches tall, weighs 165 pounds is neatly dressed and is good looking.

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THE NEWS FROM ENGLAND.

Business Shows Improvement in Many Places—Imports and Exports Increasing—Birmingham Jewelry Manufacturers to Provide Eating Club for Employes—The Annual Convention of the National Association of Goldsmiths.

LONDON, July 22.—As I predicted, business in London improved with the wane of the Coronation festivities, so the jewelry and allied trades have at least been able to make up a little of the lost ground which the excitement of the Coronation was, in no small degree, responsible for. It is agreed that occasions which cause money to circulate are economically good for a nation, but on the other hand it may well be urged that the dislocation of trade and the reduction in production caused by enforced holidays are not balanced by the special business done. In Scotland, at last, the trade conditions are improving. Irish trade is also better, while the fine weather has been large responsible for a driving seaside trade.

Sheffield is full up with orders for the lighter and cheaper classes of silver and electro plate, but, unfortunately, the demand for the best class of silverware is not particularly good, while it is significant that although the home trade is satisfied with trumpery and cheap Sheffield-made ware, some of the foreign markets are demanding the higher class silverware. The makers of table cutlery are also doing very well, and this despite the fact that America is doing considerably less business with Sheffield.

* * *

So far as general trade is concerned, we find that according to the Government statistics for June the total exports for the month were £36,113,150, showing an increase of £1,313,496 when compared with the corresponding period of 1910, and no less than £6,395,175 if we make a comparison between this June and that of 1909. Imports during June totaled £51,105,889, showing an increase of £3,523,928 on June, 1910, and £605,985 on the same month of 1909. There is consequently no sign of trade decreasing, and everyone seems to think, and the figures give good ground for optimism, that there is every likelihood of continued prosperity. Cutlery exported to the United States shows a considerable dwindling in value. In 1909 the value of cutlery exported in June was £6,850; in 1910, £5,209, and in 1911 only £3,972. On the other hand Australia is is taking more, and the total for June was £13,288. Canada is also not an improving customer, if we compare June of 1911 with the two previous years, the quantity taken in June of this year being £8,411.

* * *

In the Birmingham jewelry quarter the lack of a meal place for employes has become so acutely felt that the employers, who have always taken a humane interest in their employes, are making an attempt to provide a kind of club where the employes in the quarter may not only purchase food, but have their meals cooked, and, at the same time, find a comfortable place in which to shelter and rest. The Chairman of the Birmingham Jewelers' Association, at a meeting held early in the month to consider the question, said that the Provisional Committee had the option of a chapel building which can be converted into a restaurant and club for about £3,500. Before the meeting nearly £1,000 had been promised toward the scheme. Fifty thousand workers are engaged in the Birmingham jewelry industry and half the number comprises young lads and girls who may be seen taking refuge in doorways and entries in order to take their meals. It is in their interests particularly that the scheme is put forward.

* * *

The annual convention and reunion of the National Association of Goldsmith was held in Birmingham last Monday, Tuesday and Wednesday and proved the most successful that has ever been held in the annals of the association. The agenda was full of important items for discussion, including "Unfair Trading," "Technical Education and Certification," "The Mutual Interests of Opticians and Jewelers," the much debated "Shop Hours' Bill" and "State Insurance," while Mr. Willett introduced his views with regard to the Daylight Saving Bill. "The Value of Organization" and "Ethics of the Jeweler's Business" were also dealt with, after which J. Bristow Tully, F.G.S., gave an exceedingly interesting lantern lecture dealing with "The Discrimination of Gems and Some Hints as to Determining Them." Perhaps the most interesting and instructive part of a really valuable lecture was the latter portion, in which he gave some photographs showing the construction of certain natural stones and the construction of synthetic rubies and sapphires. The photographs were about the best I have seen and the lecturer was very strongly applauded.

For the first time in the history of the association foreign delegates were present. Herr O. M. Werner, Berlin, Court Jeweler to the Kaiser, represented the German National Association of Goldsmiths, while Herr Michelsen, Copenhagen, Court Jeweler to the King of Denmark, represented the Danish Alliance of Goldsmiths. Both gentlemen made exceedingly interesting speeches in English and were very cordially received. The business meeting on the Wednesday was a departure from the procedure of other conventions for it was given up to discussion between the representatives of the Wholesale Jewelers' Associations and the retail delegates, and among the items discussed were "Approbation: its Uses and Abuses," "Relations of the Wholesale and Retail Jeweler," especially with regard to manufacturers' advertising, particularly insofar as wholesale prices were concerned, and the question of "fixed prices or price maintained goods." The question of a standard for electro-plate was also discussed, likewise "Gold Filled Guarantees" and "False Trade Descriptions. The election of E. H. Sermon to the chairmanship of the association was very interesting from the fact that although he is a retail jeweler in Torquay he was born in Birmingham and received the highest honor the retail trade could give him when the association was meeting in Birmingham. Geo. Chalmers, of Colchester, one of the garrison towns, was elected vice-president.

On Tuesday the day was spent in visiting two of the principal watch factories in Coventry, viz.—Messrs. Rotherham's and H. Williamson, Ltd., and the ancient churches and buildings of Coventry, including Ford's Hospital which was built before the discovery of America and is consequently very much visited by American tourists. Kenilworth and Warwick Castles were also visited, and after taking tea at Leamington the party returned to Birmingham.

The education and certification scheme, which I mentioned in my last letter, was accepted by the conference and referred to the council to work out and put into operation.

ST. GEORGE.

Guardian Asked for Paul Pfaff, Pittsburg Jeweler, Who Was Recently Declared Insane.

PITTSBURG, Pa., July 27.—An application for the appointment of a guardian for Paul Pfaff, formerly engaged in the jewelry business in Collins Ave., in the East End section of Pittsburg, but who was last month adjudged insane and sent to the city farm at Marshalsea, was made yesterday in Common Pleas Court, No. 1, by the Department of Charities of Pittsburg. It is set forth in the petition that Pfaff, who is not capable of carrying on his own business, has a stock of jewelry valued at $200 in his possession, having been found in his place of business. The court took the papers and will appoint a guardian in a few days to look after the man's affairs and conserve his estate.

Readers of THE JEWELERS' CIRCULAR-WEEKLY will recall the many disappearances and strange antics of Mr. Pfaff published at various times. Last May the man wandered off to New York, where he was found in a hospital. He could not explain how he came to go there. Later, he shot the windows out of the 14th Ward Republican Club, the house being situated opposite Pfaff's store, and almost killed several bystanders.

Pfaff was arrested by the police and examined by physicians, who pronounced him to be mentally unbalanced. He was committed to Marshalsea, and the application yesterday for the appointment of a guardian marks the beginning of the winding up of the man's business affairs.

Walter L. Wilhelm's new jewelry store at 507 Chillicothe St., Portland, Ore., which was recently completed and opened to the public, has two striking new features in the show window; one is the lighting system and the other the arrangement of the ventilation, which will keep a steady circulation of air and prevent the windows from sweating. The interior of the store is fitted in solid oak.

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Death of Egerton Ames Bliss.

[redacted]

Egerton Ames Bliss, president of the E. A. Bliss Co., 366 Fifth Ave., New York, manufacturers of jewelry novelties, with a factory at Meriden, Conn., died suddenly of cerebral hemorrhage last Wednesday at Magnolia, Mass. Mr. Bliss had a Summer home at Sound Beach, Conn., which he left the previous Friday to spend a couple of weeks at Magnolia. He was accompanied by his youngest daughter, Miss Hazel Bliss, who was with him at the end. His death was very sudden and the news was a great shock to his many friends. The funeral services were held at 2 P. M. last Friday at St. John's Protestant Episcopal Church on



THE LATE E. A. BLISS.

Summit Ave., Jersey City, where he served as a vestryman for 17 years.

Egerton Ames Bliss was born in New Brunswick, N. J., 63 years ago and spent the greater part of his life in Jersey City. The company of which he was the head began business in North Attleboro in 1875, and in July, 1890, it moved into the Meriden factory, having been obliged to seek larger quarters.

Mr. Bliss was a veteran of the Seventh Regiment, Company A, having enlisted shortly after the Civil War. He was a man of fine personal appearance, always in splendid health and was possessed of rare business acumen. The company bearing his name owes much of its success to his untiring efforts. He had the reputation of being an expert designer and creator of jewelry and novelties and was considered one of the leaders in his line. Deceased spent a part of his time in Meriden, where he made his home with his son. Until this Summer he made yearly trips to Europe for the company. During the last five years he has been able to serve in an advisory capacity, being relieved of much of the detail management by his son, William E. Bliss, vice-president of the E. A. Bliss Co., who has assumed control of the European office and who returned from from a trip abroad shortly previous to the death of his father. For the last two years Mr. Bliss made his home at 601 W. 113th St., New York.

Mr. Bliss is survived by four children—William E. Bliss, Meriden, Conn.; Mrs. S. V. D. White, Mrs. Alexander Nicoll and Miss Hazel Bliss, all of New York. His wife died suddenly a year ago, last June in New York.

The jewelry trade of the east loses one of its most substantial and prominent members in the death of Mr. Bliss, and his wide circle of friends and acquaintances both in the jewelry trade and in other circles joined in extending sympathy to the bereaved relatives.

Retail Jewelers of the District of Columbia Hold Special Meeting to Discuss Important Topics.

WASHINGTON, D. C., July 26.—Combining pleasure with business, the members of the Retail Jewelers' Association of the District of Columbia held a special meeting last night at the Summer garden of the Columbia Turnverein, M St., N. W. The meeting was called to complete arrangements for attending the A. N. R. J. A. convention in Richmond and for the transaction of other business. Tastefully decorated with Japanese lanterns, the grounds presented an unusually attractive appearance, and the fact that the meeting was outdoors drew a large attendance. Refreshments were served after the business session and the members spent a very delightful evening. It is probable that all other meetings during the hot weather will be held outdoors.

President A. O. Hutterly presided and announced that Washington would have 41 paid up members on the list to be presented at the convention. Reports were made by several members of the transportation committee as to the different routes and rates to Richmond. Mr. Hutterly appointed A. D. Prince George W. Spier and John Hansen delegates to the convention, and M. H. Fearnow, Carl Doubet and William H. Oringe, alternates. The members who are going to Richmond were furnished with ribbon badges marked "Washington, D. C.," to wear while attending the convention.

Secretary Duehring read interesting letters from President Roberts and Secretary Wheeler, of the A. N. R. J. A., telling of its coming convention at Richmond and the work of the organization in the past year.

It was suggested that the members of the local association go to Richmond together. This plan was abandoned, however, as some of the members wished to make the trip via steamboat and others by rail.

The trip by water will be especially pleasant for those who have the extra time required to spare. It involves the journey to Norfolk by one of the Norfolk & Washington steamers, thence up the historic James River, with a stop-over at Old Point Comfort. Time required is one and one-half days. By rail but four hours are necessary.

C. D. Parsons has prepared a paper to read at the convention, which will surely be of interest, having chosen for his subject, "Jewelry Botches"—certainly a fruitful topic and one that Mr. Parsons is especially qualified to talk on, as he is the head of a college of watchmaking in this city and holds that botches are a detriment to the jewelry business and that botches should be eliminated from the trade.

Mr. Hansen was instructed to apear before the convention as the representative of the local organization to bring up the question of a certain class of advertising appearing in magazines, which, it is claimed by the jewelers, gives the public generally a wrong impression of the jewelry business.

After the disposition of matters relating to convention business, the members took up for discussion the question of jewelers who do a cut-rate business. For several months the association has been conducting what might be termed an educational campaign among members about the matter of prices. President Hutterly, who has given the subject much study, says that many jewelers do not take into consideration the cost of doing business, clerk hire, rent, etc., in marking prices, and that when these are taken into consideration they actually sell some articles at a loss.

Guy E. Little Sheridan, Wyo., Makes a General Assignment.

SHERIDAN, Wyo., July 26.—Guy E. Little, a jeweler in this town, has filed an assignment under the State laws and named as his assignee J. S. Le Page. The value of the assets and liabilities is not given.

Mr. Little, who is a practical jeweler, and has been in the trade for a number of years, worked for W. P. Waters, of Sheridan, for two years before he commenced business in this town in June, 1909. He started as a repairer, but later he added a stock of jewelry. In the latter part of 1909 he was joined by Harry A. Ramsdall under the style of Little & Ramsdall, but the partnership was dissolved and Mr. Little succeeded to the business. He carried a stock said to be worth $4,000, but he has not had much capital.

Death of Fred S. Neff.

NASHAU, N. H., July 26.—The remains of Fred S. Neff, a well-known jeweler and former resident of this town, who died at Waltham, Mass., Thursday, were brought to this city for interment, Sunday last, the burial being in Woodlawn Cemetery.

Mr. Neff was widely known in this vicinity, and the store which he opened in the Beasom block 20 years ago, and which he conducted for many years, is still remembered. The deceased was well known and popular and was a member of Rising Sun Lodge A. F. & A. M. He is survived by a widow, who was Miss Clara Gage, of this city.

Henry Wechsner, who has been engaged in the jewelry business in Chattanooga, Tenn., for a number of years, recently left for New York, from which port he sailed to his old home in Germany. Mr. Wechsner's business in Chattanooga was disposed of at private sale. He expects to return to this country and start in business for himself as soon as he regains his health.



DIAMOND LA VALLIERES

In variety, beauty and novelty of design, our stock of Diamond La Vallieres and Pendants is unequalled, and is always timely because we are constantly adding new and up-to-date pieces—all selected diamonds, platinum mountings, **Wheeler Workmanship.** We always have something new to offer.

DIAMONDS

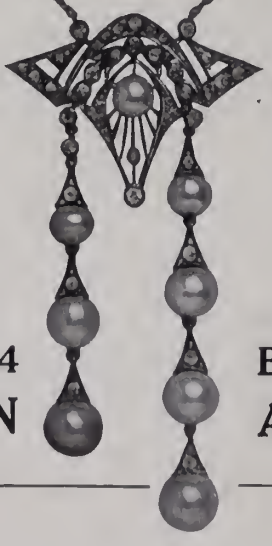
You will not find anywhere a choicer stock of Loose Diamonds than we have. Our stock includes every grade and size, all rightly priced, and you can depend upon any diamond you get from us being just what we say it is.

HAYDEN W. WHEELER & CO.

Manufacturers and Importers

2 Maiden Lane FACTORY: HWW BROOKLYN NEW YORK

You Can Create a Demand in New Fields for These High Grade Diamond and Pearl Goods— Have You Tried?



We have the finest collection of all kinds of precious stones.

Rarest Gems in Diamonds, Rubies, Emeralds and Sapphires.

Importers— 182-184 Broadway New York

LUDWIG NISSEN AND COMPANY

Men Arrested in Connection with Theft of Gold Scrap from American Optical Co., Held for Grand Jury Under Heavy Bonds.

PROVIDENCE, R. I., July 29.—The arrest in this city of two men implicated in the wholesale robbery of the American Optical Co., Southbridge, Mass., of gold scrap, followed by the arrest at Southbridge of two others, the past week, caused something of a sensation. It is believed that the peculations of the gang will amount to nearly $25,000. The four men were arraigned in the District Court at Southbridge yesterday. Inspector Monahan, of the Providence police force, and Detective Goldowski, of the Jewelers' Protective Association, through whose efforts the arrests were made, were present at the arraignment, but were not needed. John A. Anderson, who was employed as a watchman by the American Optical Co. at its works in Southbridge, was accused of stealing scrap gold valued at from $10,000 to $25,000, but he pleaded not guilty. Pierre La Mountaine and Paul Cournoyer, who were arrested in this city while endeavoring to dispose of the scrap to refiners, were charged with receiving stolen property, as was Michael Dumas, who was arrested in Southbridge, but all three pleaded not guilty. The four men were held under heavy bonds for the August term of the Grand Jury.

The statements that the theft of the scrap metal had been going on for upward of a year or 18 months, and that several of the refinery firms of this city had been buying this valuable property from strangers, has been the cause of much surmise. It was stated at the time of the arrest of Paul Courneyer that Detective Goldowsky received the tip that the man was expected in the city from a refinery firm, and as a result the man was arrested with a large package of stolen scrap in his possession.

A day or two ago Baker & Winsor, refiners, 189 Eddy St., received a letter from Detective Goldowsky thanking them for the very material assistance rendered in the apprehension of Courneyer. This piece of work is the most important yet accomplished by the Jewelers' Protective Association.

Importations at the Port of New York.

Weeks ended July 23, 1910, and July 22, 1911.

	1910.	1911.
China, glass and earthenware:		
China	$55,384	$59,165
Glass ware	32,290	33,481
Earthen ware	13,626	19,465
Optical glass	1,480	1,676
Instruments:		
Musical	12,700	17,807
Optical	12,076	7,427
Philosophical	3,658	2,137
Jewelry, etc.:		
Jewelry	42,264	23,379
Precious stones	419,849	1,027,563
Watches	36,937	51,596
Metals:		
Bronze	1,284	2,385
Cutlery	32,582	43,988
Dutch metal	1,538	.....
Platina	10,662	670
Silverware	2,310	8,056
Miscellaneous:		
Alabaster ornaments	218	14
Amber	1,107	7,076
Beads	2,876	10,517
Clocks	11,815	10,632
Fans	5,494	2,279
Fancy goods	10,800	21,457
Ivory	.....	2,124

Jewelers and Optometrists of Utica, N. Y., Hold Enjoyable Outing at Richfield Springs in Which Their Families Join.

UTICA, N. Y., July 27.—Pleasant memories follow the annual outing of the Utica jewelers and optometrists which was held to-day. About 150 genial and happy craftsmen, with their wives and children and store help, from the floor managers down to the delivery boys, spent the day on the shores of the beautiful Lake Canandaigua at Richfield Springs. It was without question the most successful and enjoyable of the many gatherings arranged by Utica jewelers and optical men.

The party left Utica on a special D., L. & W. train at 10 o'clock, reaching the springs and the lake shore about 12 o'clock. The day was an ideal one, and no more



JEWELERS AND OPTOMETRISTS OF UTICA, N. Y., ON ANNUAL OUTING.

inviting spot could have been selected than that at Lake Canandaigua. The opening of the lunch baskets was the first scheduled plan, and the contents were speedily disposed of for the events of the afternoon. Then there was a ball game, in which the opticians demonstrated their superiority at the National game by winning out, 7 to 4. The game was a close and exciting one from start to finish, and the players were ably supported from the grassy bleachers, while Umpire Charles Broadbent was the subject of some mild invectives. Gallagher and Lehmon formed the battery for the jewelers and Hughes anr Lafferty for their opponents.

Mrs. Charles T. Evans, wife of the first president of the New York Association of Jewelers, won the 100 yards dash, with Mrs. Arthur Evans a close second. Miss Mina Bossler won the 100-yard dash for girls, and Miss Katherine Debbold was first and Miss Gertrude Rowland second in the baseball throwing contest. Mrs. Whittelsey got the prize for throwing a ball into a barrel. Mrs. E. C. Boucher won the peanut race, with Mrs. Charles Broadbent second, and Miss Margaret Kelly got the prize for needle threading. William Deming won the 100-yard dash in the men's events; John Hughes the 100-yard dash for boys; William Edelstein the fat men's dash; Louis Vaughn the running broad jump; William Sewell, first, and Mark Freshman, second, in the running broad jump for boys, and E. C. Boucher, first, and Charles Broadbent, second, in the standing jump.

Dinner was served at the Lake House at 5.30 P. M. and the evening was spent in enjoying the pleasures on and off the lake. The return trip was commenced at 9 P. M. The arrangements were in good hands, H. Wineburg, J. R. Burtiss, Charles T. Evans, Richard Perlen, S. Charles Greene, M. Rehn, E. C. Boucher and Walter Bonney having general charge.

Salesman of B. H. Davis & Co., New York, Charged With Stealing Jewelry Worth $1,800.

Henry Ramm, a salesman for B. H. Davis & Co., 14 John St., New York, was arrested last Wednesday afternoon in this city, charged with having stolen $1,800 worth of jewelry from his employers. He sold to private trade, and it is reported that he pawned the jewelry and used the money to gamble at places in this city.

When Ramm was taken to the Tombs, where he was locked up, he was searched, and in his pockets were found a number of pawntickets. Each ticket called for jewelry. He refused to explain how the tickets were in his possession. He was arraigned yesterday afternoon, after having obtained bail.

At the offices of B. H. Davis & Co. it was said that Ramm had been in the employ of the concern for about six months and that he confessed to having taken the jewelry before being arrested. Part of the loot has been identified in different pawnshops, it was said. It was also explained that the property taken consisted of mounted jewelry. According to one report, Mr. Ramm said that he was influenced by friends to pawn the jewelry and wager the money.

W. H. Warner, Kilbourn, Wis., has moved to Eau Claire.

We are ready Our ship has come in, our goods are properly classed and tagged, we have calculated our prices in the closest way; our men are back full of vim and willingness to work — in a word — "We are at your service." We offer you

IMPORTANT SERIES OF:

Bouton Pearls Without exaggeration, we believe our stock of these goods to be the most representative stock of Boutons in this country. The pearls run from 2-grainers down to the smallest, in fine, medium and ordinary qualities, with a predominance of medium and fine.

Round Pearls White and light-tinted, in many different grades, at attractive prices. The stock is especially strong in the smaller sizes.

Baroque Pearls In all grades from ordinary to fine, the largest and best assorted stock that has ever been shown.

Most of these goods were bought before the recent advance, and our prices are figured correspondingly low.

Rose Diamonds A large line of good values.

Synthetic Stones This article has become as staple as sugar — we have the ***best*** only, in a luxurious variety of styles and shades. All colors of corundum, except the green.

Japanese Pearls Not to overlook this high-class, yet popular priced gem. A profit maker for the manufacturer and retailer.

We beg to announce further that we have succeeded at last in discovering a truly ***Indestructible*** Pearl. Nothing of this sort has been produced before. This pearl is remarkable, alike for its wearing qualities as for its beautiful lustre. We are showing this pearl under the name of

Rajah Indestructible Pearl

The pearl is guaranteed to stand hot water and acid test. Comes in several shades, with holes and on pegs, as well as drilled through for strings. The pearl is shown to the manufacturing trade exclusively.

On all our goods we invite your earnest consideration

L. Heller & Son

Cutters and Importers

68 NASSAU STREET, NEW YORK

PARIS: 39 Rue de Chateaudun
SAN FRANCISCO: L. A. Giacobbi, Representative
PROVIDENCE: 212 Union Street
IDAR: 14 Hauptstrasse

Graff, Washbourne & Dunn Win Suit Against E. G. Webster & Son, Over Infringement of a Design Patent.

In a decision handed down last week by Judge Chatfield in the United States Circuit Court, Brooklyn, Graff, Washburne & Dunn, manufacturers of sterling silverware at 142 W. 14th St., New York, won an action brought against Frederick W. Webster and Holly T. Webster, composing the firm of E. G. Webster & Son, manufacturers of silver-plated ware, 622 Atlantic Ave., Brooklyn. This litigation, which has

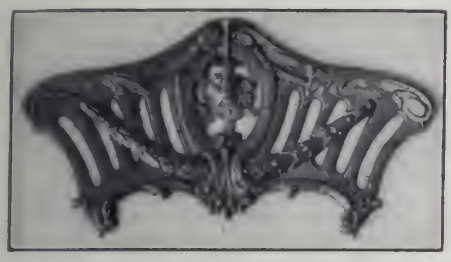


FIG. 1—COMPLAINANT'S PATENTED DESIGN.

been watched with much interest by the silverware trade in all parts of the country, resulted from an alleged infringement of two design patents intended especially for silverware dishes, both designs being combined in the same dish; the design being the well-known "French" border of Graff, Washbourne & Dunn. The decision of the court holds that the defendants be enjoined from producing the particular border section with reference to which this action was brought, and grants the complainant concern a decree.

In the bill of complaint, which was filed in February, 1910, it was alleged that the

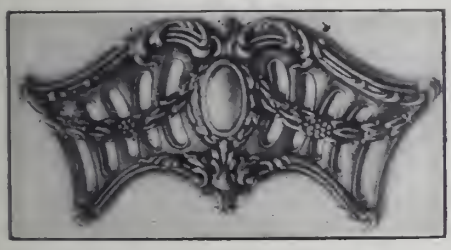


FIG. 2—DEFENDANT'S INFRINGING DESIGN.

complainant concern is the sole and exclusive owner of Letters Patent No. 39992 granted in May, 1909, and of Letters Patent No. 40009 granted about the same time, both of which were assigned to the complainant corporation by the inventor, Charles Graff, the complainant's president. The patent No. 39992 is on a design for a dish consisting of a border design with an interior design of chasing or engraving, and patent No. 40009 is on the design of one of the border sections used in making up the border design of patent No. 39992.

In manufacturing these designs the border sections are stamped in silver separately, and these sections are assembled on the dish or article being made, with the separate small intermediate pieces between them, all fitted in position as the shape of the dish requires, and they are then soldered in place on the dish. The intermediate chasing is handwork done by tool and hammer. These designs have been applied to all lines of dishes, the designs remaining the same except that a series of sizes are made for different sizes of dishes, and different forms of dishes may require a little trimming to fit the sections together. The complainant concern manufactures dishes of this design in solid silver only. The firm of E. G. Webster & Son put on the market a line of silver-plated ware bearing a design alleged to be an infringement of this idea.

In the answer to the bill of complaint it was denied that Charles Graff was the first inventor of the designs in question, as described in the letters patent and a denial of the infringement of the designs in question was interposed. It was asked that the complaint be dismissed.

Following the filing of the bill of complaint a large amount of testimony was taken, and in the course of the litigation witnesses were called from among silverware manufacturers and jewelers in this and other cities to substantiate the claims set up by both sides. In the decision rendered by Judge Chatfield it was held that the Graff, Washbourne & Dunn design, shown in Fig. 1, covered the Webster design, which is also illustrated (in Fig. 2). On this point the court stated the test of infringement of a design patent as follows:

> Hence, to determine whether a design infringes a design patent, we cannot look solely to the elements nor the details in carrying out the parts of the design, but the test, somewhat like that applied in the case of unfair competition, is whether or not the person desiring to obtain an article bearing the original design, would be deceived or induced to purchase the imitation because of its similarity, and whether there is likelihood of users or casual observers not noticing the distinction. Or, again, whether purchasers, not having in mind the details of the design, but having their attention called to either the original or the imitation, would fail to carry away those details in their memory, and having been pleased with the general appearance would, upon seeing the similar pattern, conclude that the plated ware or the imitation design, of a generally similar appearance and at a cheaper price, was a copy of the solid pattern.

Judge Chatfield also ruled that a patent granted for a portion of a design after the issue of a patent on a complete design is not invalid when application for both patents are pending at the same time. On this point Judge Chatfield said:

> The border section patented was intended to cover solely the design of that section, and this design was the same as the design of the various sections on the other patent. If the plate design patent had been issued, and then Graff had suddenly seen that some part of it was applicable for use as a border, when the design patent showed that was already being used as a border, it would not be patentable, unless some invention were applied to the use indicated in the new patent, or some invention occurred in the design itself. Neither of these elements is present in this case, and yet it would seem that a man could patent some component detail of a design, and at the same time could patent an arrangement of that design with the addition of a particular style of chasing, and not have either patent upon to the attack of invalidity, in so far as they did not conflict with each other. Hence, neither of the Graff patents renders the other invalid, but each must be taken as disclosing solely the invention claimed, that is, the border section patent protects nothing but the design for use as a section. The plate design patent protects nothing but the arrangement of sections and chasing designs in a plate like or substantially like, from the standpoint of design, the one shown in the patent.

A decree in conformity to the decision is ordered.

Henry Schmalz, Baltimore, Md., offers Creditors 50 Per Cent. in Full Settlement.

BALTIMORE, Md., July 28.—Henry Schmalz, a retail jeweler of this city, has submitted an offer of settlement to creditors at 50 cents on the dollar, and this offer has been accepted by a large number of his creditors. The assets are $8,549 at invoice prices, and the liabilities are about $21,000.

The offer of a 50-cent settlement was obtained by the Jewelers Board of Trade, which sent Frank M. Hickok to this city as a special representative to investigate Mr. Schmalz's financial condition. At first an offer of 25 cents cash was made, but when submitted to creditors at a meeting on July 24 it was refused. The creditors then instructed the Jewelers Board of Trade to send its representative back to Baltimore with instructions to obtain a better settlement or put the debtor into bankruptcy. The Board finally obtained the 50-cent offer, which is payable 30 cents in cash and 20 cents in notes. The notes will be payable 5 per cent. Nov. 20, 1911; 10 per cent. Jan. 1, 1912; and 5 per cent. March 1, 1912. The 20 cents in notes is to be secured by a trust mortgage on the entire stock and fixtures of the debtor. It is believed that the notes will be amply secured by this arrangement. This settlement is regarded by local attorneys at Baltimore as one of the best that has been put through in this city in many years, and they recommend it.

It is reported that this offer will probably be accepted by all creditors. Mr. Schmalz's wife turned in some real estate to help make the settlement.

Trust Mortgage Filed by Harry Erlich, Doing Business as the Detroit Credit Jewelry Co.

DETROIT, Mich., July 26.—A trust mortgage naming Noble T. Lamton and William Friedman as trustees was filed yesterday by Harry Erlich, who did business as the Detroit Credit Jewelry Co. According to the schedule accompanying the mortgage, Erlich's liabilities will run about $5,800, but no estimate is given of the assets. It is stated that creditors will receive a small dividend. Erlich's finances have been the source of much concern for several months, and only a few weeks ago he was granted an extension of time. The name of but one Detroit wholesale firm appears in the list of creditors, and the amount involved is only $44.

Among the larger creditors are the Dreyfus Mfg. Co., $418; Eliassof Bros., $562; Scribner & Loehr Co., $367; David Saffir, $756; Rudolph Deutsch, $459; Newark Jewelry Co., $263, and A. H. Jacobs Co., $176.

L. S. Knowlton, Smith's Falls, Ont., has transferred his business to Leamington.

Dave Brodie, proprietor of the Globe Jewelry Co., Anaconda, Mont., moved his business from 73 E. Park St., to a larger and more commodious store at 45 E. Park St., that town. The new store is expected to be ready and open for the public this week.

American Pearls

HEADQUARTERS

"Two is company and three is a crowd," runs an old saying. It is also true in the American Pearl Situation.

The crowd consists of the man to whom you sell your pearls, and who—in 99 cases out of 100—sells them again to me.

Of course this is bound to badly "crowd" the price you get from this third party.

If you ship your pearls direct to me, you are apt to get from 20% to 50% more for them than you can get in any other way.

No, this is not magic, nor philanthropy on my part. It's simply because everybody comes to me for American Pearls; because I am known as "headquarters."

12-16 John Street
New York

Maurice Brower

54 Rue Lafayette
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Clever "Pennyweight" Thief Steals Ring Worth $4,000 from Chicago Jewelers Leaving a Cheap One in Its Place.

CHICAGO, July 29.—Berg & Co., jewelers in the Congress Hotel, were the victims of a pennyweighter last week. The thief laid his plans carefully in advance and was able to steal a ring worth $4,000 and leave in its place one worth $60 without exciting suspicion. About April 1 last the swindler made his first call at the store and asked Walter Conner, a salesman, to show him a ring not to cost more than $90 or $100. He left the store without purchasing, but nothing was missed by the firm at the time. Last Wednesday he called again, and the same salesman waited upon him, and again he left without making a purchase. After he had gone it was found that he had stolen a diamond and emerald ring, the retail selling price of which was $4,250. In its place he left a diamond and sapphire ring worth about $60.

The stolen ring contained one square emerald weighing 2¾ 1-32 carats and two brilliants weighing together 3½ 1-64 carats. The ring he left contained two off-color diamonds and a cheap sapphire, weighing about 1½ carats altogether.

The most remarkable thing about the robbery was that the thief had placed a celluloid tag on the ring he left behind him which was the exact shape of the ring tags used by Berg & Co. Furthermore, the tag was marked with Berg & Co.'s stock and price marks, and the inside of the ring bore Berg & Co.'s private scratch mark.

The thief is described as follows: About 5 feet 5 inches high, weighing about 125 pounds. His hair is a chestnut brown and closely cut. He looks to be between 25 and 30 years of age, and has a weak face, on which he wore nose glasses. The man was well dressed in a suit of gray mixture and wore a gray cloth fedora hat.

Charles E. Hodgen, Kokomo, Md., Files a Voluntary Petition in Bankruptcy at Indianapolis.

INDIANAPOLIS, Ind., July 31.—Charles E. Hodgen, a retail jeweler at 309 N. Main St., Kokomo, filed a voluntary petition in bankruptcy in the United States District Court in this city July 28. The liabilities are $5,531.75, with assets amounting to $2,937.04.

The assets include stock, $2,000; due on watch repair work, $50; cash, $26.04, and tools and household goods to make up the balance. Mr. Hodgen claims the usual $600 exemption.

The creditors for amounts of $50 and upwards include: H. Boasberg Sons & Co., $113.65; the Gerlock-Barklow Co., $93.85; the Hunt Glass Co., $71.75; the National Manufacturing & Importing Co., $83.40; Henry Paulson & Co., $53.24; the A. Witnauer Co., $165.75; Hoffman & Lauer, $142.40; Despres, Bridges & Noel, $421.07; the Swigert Watch & Optical Co., $91.50; A. E. Whitney, $544.54; the Charles H. Schmidt Jewelry Mfg. Co., $123.74; L. Gutman & Sons, $500; Goodman & Co., $320.44.

Mr. Hodgen has been in business in Kokomo since 1889, when he started as a member of the firm of Hodgen & Carr, to whose business he succeeded in 1892. He later met with financial reverses, but resumed business.

Creditors File Friendly Bankruptcy Petition Against J. Floersheim, & Co., Chicago.

CHICAGO, July 29.—A petition in involuntary bankruptcy was filed here last week against the wholesale jewelry firm of J. Florsheim & Co., 317 West Adams St. The concern carried a line of jewelry, etc., for the dry goods and haberdashery trades and did very little with retail jewelers. The petitioning creditors are Frederick Vietor and Achelis, Zurcher & Seller, and Hans Henker, not one of whom is connected with the jewelry trades.

The bankruptcy petition is acknowledged to be a friendly one, so that the affairs of the concern may be straightened out. A compromise offer will soon be submitted. Howard Hews was appointed received by Referee in Bankruptcy Wean. The liabilities are $100,000, while the estimated assets are $60,000.

The insolvent concern is a very old one, but suffered greatly when some of its ablest salesmen embarked in the same line of business on their own account.

This house is a corporation with a capital of $100,000, all paid in. Jacob Floersheim is the president and Leo Weinberg is the vice-president, S. Dansiger is the treasurer and Eugene Arndt, the secretary.

Mr. Floersheim, who had conducted business alone and with others for a long time, severed his connection with his previous associates and started the present business in December, 1901, at 173 Adams St. He moved to 197 Adams St. in January, 1906, and to his present address, 317 Adams St., in 1909. The business was incorporated in November, 1904, with a capital of $75,000, which was later increased to $100,000.

Three Trustees Elected to Administer Bankruptcy Estate of W. F. Main, Iowa City, Ia.

IOWA CITY, Ia., July 27.—At a meeting of the creditors of W. F. Main, for many years a well-known jeweler, three trustees were elected to look after the estate in bankruptcy. The creditors' meeting was held yesterday and the following were selected: Merton L. Ferson, Grover Krouth and O. A. Byington.

According to a statement made at the meeting, Mr. Main's liabilities are $86,000 and the assets consist of stock in the Boston Piano Co., office furniture and equities in real estate, the value of which it is difficult to determine. It is said that the majority of the creditors are willing to accept the 10 per cent. settlement offered by Mr. Main. Mr. Main will turn over to his trustees all the stock in the Boston Piano Co., including a portion held by relatives.

Statistics of the Jewelry and Silverware Industries in Rhode Island and Massachusetts.

WASHINGTON, D. C., Aug. 1.—Statistics regarding the jewelry and silverware industries for 1909 in the States of Rhode Island and Massachusetts, which were prepared under the supervision of William M. Steuart, chief statistician for manufactures, were made public to-day by Director Durand, of the Bureau of the Census.

The figures show that the number of establishments in 1909 in Rhode Island was 296 in the jewelry industry and 11 in the silverware and plated ware industry, as compared with 175 establishments in the jewelry industry and 21 in the silverware and plated ware industry in the State of Massachusetts.

The capital invested in the Rhode Island jewelry industry was $17,050,490, and in the silverware and plated ware industry $9,422,115; while Massachusetts had a total capital invested of $13,805,575 in the jewelry industry and $6,818,066 in the silverware and plated ware.

In respect to the wage earners, Rhode Island again led in the average number employed in the jewelry industry, there being 9,511, as compared with 7,423 for Massachusetts in the same industry. In the silverware and plated ware industry, however, Massachusetts employed an average number of 2,465 wage earners, as compared with 2,294 in Rhode Island.

The total wages paid out in the jewelry industry in Rhode Island in 1909 was $4,760,780, and in the silverware and plated ware industry the total was $1,568,095. For Massachusetts the total wages paid out in the jewelry industry was $4,421,969, and $1,725,234 in the silverware and plated ware industry.

The cost of materials used in the jewelry industry in Rhode Island amounted to $9,788,037, and in the silverware and plated ware industry $2,635,228; while for Massachusetts the figures were $5,579,325 for the jewelry industry, and $2,727,693 for the silverware and plated ware.

In the total value of products Rhode Island again led Massachusetts in the jewelry industry with a total of $20,685,100, as compared with $15,210,738 for Massachusetts. In the value of products of silverware and plated ware, however, Massachusetts was slightly in the lead with a total of $6,538,736, as compared with $6,198,300 for Rhode Island.

The tabular summary follows:

State.	*Number of establishments.*	*Capital.*	*—Wage earners.— Average number.*	*Wages.*	*Cost of materials used.*
Rhode Island—					
Jewelry	296	$17,050,490	9,511	$4,760,780	$9,788,037
Silverware and plated ware	11	9,422,115	2,294	1,568,095	2,635,228
Massachusetts—					
Jewelry	175	13,805,575	7,423	4,421,969	5,579,325
Silverware and plated ware	21	6,818,066	2,465	1,725,234	2,727,693

	Value of products.
Rhode Island—	
Jewelry	$20,685,100
Silverware and plated ware	6,198,300
Massachusetts—	
Jewelry	15 210,738
Silverware and plated ware	6,538,736

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List of Stock Stolen Recently from Franklin Jewelry Co., Kansas City, Mo.

KANSAS CITY, Mo., July 28.—It develops that John C. Walton, the man who assisted Wm. Rock in robbing the Franklin Jewelry Co., as mentioned in the last issue, is well known in Kansas City, having operated a cigar factory here. He has not been seen since the robbery, however, and an $800 reward has already been posted. Following is the list of diamond jewelry taken, as given out by the Franklin Jewelry Co.: Two lion-head scarf pins, pair tiger cuff buttons, tiger scarf pin, lover's knot scarf pin, fancy scarf pin, 1/8 1-16, seven-stone locket, locket, 3/8 stone; Masonic locket, Elk locket, crescent locket, seven-stone brooch, brooch, 1-16; brooch, 1/4, 1-61; diamond cluster and turquoise ring, diamond and sapphire cluster ring, after-dinner diamond ring, blue center; Princess diamond ring, 17 stones; two-stone diamond gypsy ring, ruby center; diamond and ruby ring; two-stone diamond gypsy ring, blue center; diamond signet ring, two-stone diamond ring with turquoise matrix center; diamond ring, twisted mounting; five-stone diamond ring, fancy gypsy mountings; Tiffany cluster, seven diamonds; round Belcher, seven stones mounted as one; fancy ring, No. 140, 5-16, 1-32; No. 130, fancy ring, 3 16, 1-61; No. 96, 3/8, 1-16; No. 135, gent's ring, 1/2, 164; No. 136, gent's ring, 1/2; No. 93, fancy ring, 5-16, 1-32; No. 138, Tiffany ring, 3/8, 1-32; No. 107, Tiffany ring, 3-16, 1-32; No. 20, fancy ring, 5-16, 1-32; No. 44, fancy ring, 1/4, 164a; No. 114, fancy ring, 1/4, 1-64; No. 108, Tiffany ring, 3-16, 1-64 No. 32, fancy ring, 3/8, 1-64; No. 102, Tiffany ring, 5-16, 1-64; No. 99, fancy ring, 1/4, 1-64; No. 139, gent's ring, 5-16, 1-64; No. 111, gent's ring, 5-16, 1-64; No. 141, Belcher ring, 5-16, 1-32; No. 56, round Belcher ring, 1/4; No. 132, fancy gent's ring, 3/8, 1-16; No. 76, Belcher ring, 1/8, 1-32; No. 104, Tiffany ring, 5-16, 1-64; No. 87, fancy ring, 3-16, 1-64; No. 141, Belcher ring, 5-16, 1-32; No. 98, gent's ring, 3/8, 1-64; No. 152, Tiffany ring, 5-16, 1-64; No. 164, fancy lady's ring, 3-16, 1-64; No. 162, fancy gent's ring, 3/8, 1-64; No. 168, fancy gent's ring, 3/8; No. 166, fancy gent's ring, 1/4, 1-64; No. 165, fancy lady's ring, 1/4, 1-64; No. 167, fancy gent's ring, 5-16, 1-32; No. 160, fancy lady's ring, 5-16; No. 161, fancy lady's ring, 1/4, 1-64; No. 169, fancy lady's ring, 3-16; No. 163, fancy lady's ring, 1/8, 1-64; No. 173, platinum Tiffany ring, 1/2, 1-64; No. 171, fancy earrings, 1/2, 1-64; No. 172, fancy earrings, 3/8, 1-64; Tiffany ring, 5/8; pair cluster earring drops, seven in one; No. 123, fancy stud, 5-16; No. 124, fancy stud, 1-16, 1-32; No. 158, Tiffany earrings, 5/8; No. 157, fancy earrings, 3/8, 1-64; No. 126, fancy stud, 1/8, 1-64; No. 123, fancy stud, 5-6; No. 124, fancy stud, 5-16; Platinum stud, 7/8, 1-64; No. 18, gent's ring, 7/8, 1-32; No. 62, Tiffany ring, 3/4, 1-64; No. 53, Tiffany ring, 1 1-32; one Tiffany ring, 1 3/4, 1-64, size 5; No. 81, fancy gent's ring, 1 carat; No. 82, Tiffany stud, 1 1/4, 1-64; platinum Tiffany ring, 2 1-32; two small diamond rings; No. 50, Tiffany ring, 1/4; one Tiffany ring, 3-16, 1-64; three pairs small diamond earrings; diamond scarf pin, hand design; No. 109, two-stone diamond Tiffany ring, 5-16, 1-64.

Two additional rewards of $250 each for the capture, dead or alive, of said John C. Walton will be paid by J. D. and C. S. Seitz, brothers of Benj. A. Seitz, who was shot and fatally injured while the robbers were making their escape. Description of Walton.—Height about five feet nine inches, weight about 175 pounds, age about 45 years; light brown hair, light brown, stubby mustache mixed with gray, probably smooth shaven now; blue eyes.

Court Appoints Michigan Trust Co. Receiver of the Manistee Watch Co.

GRAND RAPIDS, MICH., July 27.—In the United States District Court to-day, Judge Denison appointed the Michigan Trust Co. of this city receiver for the Manistee Watch Co.

The petition was filed by four creditors, who allege the company has liabilities amounting to $125,000, and that it committed an act of bankruptcy when it paid a judgment to one creditor and gave to others checks which were protested.

The company and the officers of the Manistee Watch Co. deny that the concern is insolvent, and has reported that they will fight the proceedings instituted by creditors.

The company is a Michigan corporation, chartered in 1906 with an authorized capital of $100,000 claimed paid in. W. H. Rath, the president, was believed to be the chief promoter of the enterprise. He is a resident of Chicago, and Joseph Bachner, the secretary and treasurer, originally came from New Haven, Conn., where he was employed by the New Haven Watch Co. at one time. In 1887 he commenced business in Chicago with a limited capital, doing principally repairing. In 1899 he was general superintendent of the Bachner Time Piece Co., of Princeton, Ind., a corporation organized in November, 1899, with a capital stock of $10,000, succeeding the Elgin Clock Co.

Louis W. Bruns Co., Portland, Ore., Files Voluntary Petition in Bankruptcy.

PORTLAND, Ore., July 29.—The Louis W. Bruns Co., 293 Morrison St., Portland, Ore., has filed a voluntary petition in bankruptcy in the Federal Court. The indebtedness is given as $26,621.55, while the assets are placed at $25,071.69.

The stock is valued at $21,000, with fixtures, cash and bills receivable making up the balance.

The *Bulletin Commercial* (Brussels) states, on the authority of the Belgian Consulate General at Yokohama, that the committee of the international exhibition to be held at Tokyo in 1917 has opened a competition for the general plan of the exhibition installations. One prize of 3,000 yen ($1,500), two of 2,000 yen ($1,000) and three of 1,000 yen ($500) may be given. Foreigners may compete. Proposals will be received up to Sept. 30 next at the office of the Grand Japanese Exhibition, Department of Agriculture and Commerce, Kobikicho, Kyobashi-Ku, Tokyo.

Creditors File Bankruptcy Petition Against Otto Goldsmith, New York.

A petition in bankruptcy was filed last week in the United States District State Court, New York, against Otto Goldsmith, a jeweler, formerly at 1201 Broadway, New York, by these creditors: Blackman Talking Machine Co., $200; Greeley Square Hotel Co., $900, rent; and Mathilde Levine, $3,000, money loaned. It is alleged that while insolvent he transferred all his assets on May 27 to the Progressive Jewelry Co. The liabilities are reported to be $18,000, and assets are estimated at $10,000. Judge Veeder appointed William Lesser, of Lesser Bros., receiver of the assets. Mr. Goldsmith made a long affidavit detailing the circumstances of the case.

According to this affidavit, last February he was endeavoring to make a settlement with his creditors when he became acquainted with a man who proposed to furnish sufficient money and notes to pay 40 cents on the dollar and furnish sufficient capital to finance the business, for which Mr. Goldsmith was to give him a half interest. The Progressive Jewelry Co. was incorporated in April with a capital stock of $10,000; all the assets were transferred to the company and Mr. Goldsmith said he did not receive anything for them. His partner later on took control of the company. Some of Mr. Goldsmith's creditors received checks for 20 per cent. in settlement, and $8,500 in debts are unpaid, it is said.

Mr. Goldsmith started in business in this city a number of years ago. He subsequently discontinued and moved to Chicago, where he was employed for a time. He returned to New York and May 1, 1889, started a business again on W. 125th St. with a partner as Barket & Goldsmith. This firm dissolved in the spring of 1900, and Mr. Goldsmith continued alone, and located at 114 W. 12th St. In May, 1904, he opened up on Broadway.

Louis Hoffman, Seattle, Wash., Gives a Deed of Trust.

SEATTLE, Wash., July 28.—Louis Hoffman, who has a jewelry store at 1016 Second Ave., this city, has given a trust deed to Joseph Mayer for the benefit of his creditors. A rough statement of his affairs shows assets of about $9,000 and liabilities of about $12,000.

Mr. Hoffman began business many years ago at Missoula, Mont., and in 1892 went to Dawson City, where he conducted a jewelry and pawnbroking business. He later came back to this State and was in Seattle from 1905 to 1909, in which city he succeeded the Klodt Jewelry Co. He then went to Fairbank, Alaska, and returned to Portland, Ore., in August, 1910. In January of this year he returned to this city.

Outside of his local creditors he owes houses in Chicago, New York and San Francisco.

The American Optical Co. has taken out an attachment for $10,000 against John A. Anderson, Southbridge, Mass., and another for the same amount gainst Michael Duman, in actions for tort, which have just been begun.

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One error though, we use no jet for the back, but we take the matrix found with the stone. They do not only resemble black opals, but are extremely difficult to tell from the Australian after they are mounted.

Ask your manufacturer to show you some of these new stones mounted.

From the N. Y. "Sun," July 25th:

"The jewelers have taken their cue for a new and startling effect from *Mexico*. Now they mount opals on a thin base of jet, the heavy black background changes the aspect of the opal entirely and practically produces another precious gem. In appearance it somewhat resembles the much-prized black opals of Australia."

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NOVELTIES SEEN AND NOTED ON A LADY'S RAMBLES AMONG THE JEWELERS.

THE charming new ring is of the broad hoop style, the three stones of medium size—emerald, with two diamonds—being surrounded with an intricate design in tiniest diamonds and platinum.

* * *

The single jewel ornament on the velvet band is undergoing a revival, with considerable improvement upon the old type. It is now contrived to serve three purposes—brooch, pendant and neckband ornament.

* * *

The sapphire is perhaps one of the most popular stones for rings this season, particularly for those of men. Either cabochon stones or those cut in the usual faceted style are exceedingly striking in their rich, heavy platinum settings.

* * *

The combination of black enamel of highly polished surface with pearls, as applied to medallions, is seen in several new designs. Medallions, by the way, are growing more irregular in outline, although the number is not increasing.

* * *

A new use has been found for crystals. Of dull finish, it forms the background of an oval medallion, a delicate design in tiny diamonds and platinum surrounding it and being applied also in the center. The same idea is carried out in a dainty watch case.

* * *

A novel pendant is made of graduated strips of gold and platinum mesh in several colors, joined, and decorated by a dainty design in diamonds at the top and along the lower edge. It is unique and is destined to appeal to the person looking for something out of the beaten track.

* * *

The favor of black and white this season is illustrated in a watch which is decorated with striking stripes of shining enamel in these contrasting colors. The chain corresponds in design and hue, no gold or platinum being visible. The craze for the bracelet watch is shown by the numerous styles, including gold in all colors, platinum, silver and leather.

* * *

An abundance of diamond bracelets is seen in one of the smart shops. The distinct band variety reaches its extreme in width, its three-quarters of an inch containing an elaborate design in small stones, generously punctuated with larger gems. Others have a large central stone, oval in shape, around which is wrought an intricate design in gold and enamel. For example, the black opal appears as one of the most striking centers of decoration. In its dull green gold setting, with rich-hued enamel, it is quite oriental and impressive.

More black enamel is seen with diamonds in ear-rings. Three large turquoises, suspended in a row, also constitute a pronounced type of this fitful piece of jewelry. The tasselated designs have multiplied. The elongated drop, comprising a succession of connected forms—circular discs, ovals, etc.—is a popular style, appearing in all colors of enamel, as well as in various semi-precious stones—topaz, tourmaline, jade, etc.

* * *

Hair ornaments for evening wear are often in the form of bands, about half an inch wide, instead of in tiara outline. The more expensive pieces are works of art wrought in tiny diamonds, while the less costly types, which sometimes assume the coronet shape and reach three inches in height, are of gold, barbaric in their ornate design and profusion of stones. One of these is thickly studded with circular corals; another is of closely set bluish moonstones; while a third style follows the wreath idea, being made of large leaves of rich yellow gold. For the aigrette upon a two-prong pin, there is the novel introduction of shaded lavender silk in a diamond ornament of floral design. It forms a fetching bit of color, the platinum veining of the leaves shown delicately upon the violet ground, and the sparkling diamond outlines composing a pleasing contrast.

ELSIE BEE.

Death of Cas. Haas.

SAN FRANCISCO, Cal., July 26.—Chas. Haas, head of Chas. Haas & Son, Stockton, died in that city July 21 at the age of 84 years.

Mr. Haas was one of the pioneer business men of San Francisco and was well known to members of the wholesale trade. He is survived by four sons, two of these being jewelers. Robert Haas is in business at Santa Cruz, Cal., and Chas. J. Haas manages the business at Stockton founded by his father.

Sherbrooke Jewelry Co., Sherbrooke, Quebec, Makes an Assignment.

SHERBROOKE, Que., July 27.—The Sherbrooke Jewelry Co., which has a manufacturing plant in this town, has made an assignment under the general laws for the benefit of creditors.

The concern is a corporation with a paid in capital of $15,000. O. C. Morissette is the president, P. H. Gendron is treasurer, and X. P. Delorme is secretary and general manager.

Joseph Kesselmeier, Pioneer Jeweler of Galion, O., Dies at the Age of 90.

GALION, O., July 26.—Joseph Kesselmeier, 90 years old, died July 24. He was the first jeweler and watch repairer in Galion and lived here for more than 60 years.

Deceased continued in active business until a few years ago.

Solomon Stein, of Stein Bros., Pittsfield, Mass., has opened a new jewelry store on Wahconah St., under the style of the International Jewelry Co. Robert Stein will hereafter run the store on West St.

W. J. Blaich, 600 N. Salina St., Syracuse, N. Y., reported to the Jewelers Security Alliance that his shop window was broken on Saturday last by a man who threw a stone through it. The thief escaped with five watches worth in all $52. A reward of $100 is offered for the arrest and conviction of the thief.

Clever Thieves Steal $1,000 Worth of Diamonds from F. J. Harle, Durant, Okla.

DURANT, Okla., July 29.—Fred. J. Harle, a jeweler of this town, has been robbed of over $1,000 worth of diamonds by two clever thieves. He has notified the Jewelers Security Alliance, New York, of the details, and a reward of one-fourth the value of the stolen articles is offered for their recovery.

The thieves visited Mr. Harle's store July 28, while it was open for business, and are supposed to have gone north from Durant on the M., K. & T. train. One of the men is described as five feet 10 inches high, of slim build and weighs about 140 pounds. He has dark red hair, red complexion and blue eyes. He wore a blue serge suit, white straw hat and tan shoes. His accomplice is described as five feet six inches tall, of medium build, weighing about 125 pounds, has black curly hair, dark complexion, gray eyes; he wore a dark suit with white stripe, straw hat and tan shoes.

Both men were of very good appearance and are believed to be professionals.

John L. Walsh, Tulson, Okla., Adjudicated a Bankrupt.

TULSA, Okla., July 26.—John L. Walsh, who had a jewelry business at 117 E. 2d St., this city, was adjudicated a bankrupt yesterday. His assets were estimated at about $1,000 and his liabilities are about $1,200.

Though a young man Mr. Walsh has been in the jewelry trade a long time, and before starting in business for himself at Maysville, Ky., he worked for the Oskamp, Nolting Co., Cincinnati, O., and for L. C. Eisensmith, Newport, Ky. He came to Tulsa July 1, 1908, and since then has conducted business alone.

Besides his jewelry business Mr. Smith was interested in the W. S. Eix Co., a paint and wallpaper concern, which had quarters in the same store with him.

Jewelers' Gold Bars Withdrawn and Exchanged at New York.

Week ended July 29, 1911.

The U. S. Assay Office reports:

Gold bars exchanged for gold coin	$442,764.24
Gold bars paid depositors	74,651.77
Total	$517,416.01

Of this gold bars exchanged for gold coin are reported as follows:

July 24	$105,065.75
" 25	66 697.51
" 26	46,443.10
" 27	108,616.87
" 28	45,876.74
" 29	70,064.27
Total	$442,764.24

Market Prices for Silver Bars.

The following are the quotations of silver bars in London and New York as reported last week:

	London.	New York selling price, .999 Basis.
July 25	24 3-16d.	$0.54½
" 26	24 1-16d.	.54¼
" 27	23 15-16d.	.54
" 28	24d.	.54⅛
" 29	23 15-16d.	.54
" 31	24 1-8d.	.54⅛

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Coral Manufacturing Company

401 Broadway
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PEARL NECKLACES Roman and French

TURQUOISE BEADS Necklaces from $1.00 doz. up Long Chains from $2.25 doz. up

Trans-Atlantic Voyagers.

FROM EUROPE.

Frank Kennedy, of the Paye & Baker Mfg. Co., returned last week on the *Mauretania* from Europe.

Adolph Goldsmith, of Adolph Goldsmith & Sons, New York, accompanied by his wife, returned last week on the *Noordam* from Europe.

B. Konijn, of Konijn, Frank & Shire, New York, returned from Europe on the *Mauretania,* July 28.

Mr. Levinson, Sr., of L. Levinson & Son, New York, returned from Europe on the *Coronia* on July 26.

Newton H. Rogers, of Hayden W. Wheeler & Co., New York, and Nathan Wolf, New York, returned on the *Mauretania.*

TO EUROPE.

Frank Jeanne, of Wm. S. Hedges & Co., New York, sails to-day on the *Mauretania.*

Henry M. Cohn, of the Stein & Ellbogen Co., Chicago, sailed Saturday on the *Finland.*

H. I. Breidenbach, of R. A. Breidenbach, 51 Maiden Lane, will sail for Europe to-day on the *Mauretania.*

Col. Samuel N. Nicholson, Providence, R. I., sailed Thursday on the *Prinz Friedrich Wilhelm* for Europe.

Edward Holbrook, president of the Gorham Co., accompanied by Mrs. Holbrook, sailed last Wednesday on the *Olympic* for Europe.

Ira Barrows, of the H. F. Barrows Co., New York, accompanied by Mrs. Barrows, sailed for Europe Thursday of last week on the *Kronprinzessin Cecilie.*

Boston.

Samuel Adelberg has just opened his new store in Barrister's Hall, 15 Pemberton Sq. The fixtures are entirely of quartered oak and the store is one of the handsomest in this section of the city.

The funeral of Maj. Willis W. Clarke, late city messenger of Waltham, and for many years with the Waltham Watch Co., was held in Waltham at the Universalist Church. The services were attended by the Mayor, E. A. Walker, and members of the city government, who marched in a body to the church, members of the trade, G. A. R. veterans, and members of the Masonic fraternity and Odd Fellows. Burial took place in Mt. Feake Cemetery. The Rev. J. K. Mason conducted the service, following which the burial ritual of the Grand Army was conducted by the officers of F. H. Rogers Post 29. Major Clarke was born in Westfield, Aug. 17, 1840. After leaving school he learned the gunmaker's trade, and for years was employed by the Springfield Arms Co. When the war broke out he enlisted in the 10th Massachusetts regiment, serving through the war. Near the end he was commissioned major and assigned to the staff of General Durreffy. He then went to Norwich, Conn., and for 15 years conducted a shoe factory there. He then came to Waltham, and was employed in the watch factory for 18 years. On June 5, 1906, he was elected city messenger to succeed Capt. George M. Hudson.

Sixth Annual Convention of the American National Retail Jewelers' Association Starts at Richmond, Va., with an Attendance of Three Hundred.

RICHMOND, Va., Aug. 1.—Richmond, historic Richmond, is again captured, this time by an army of jewelers, who are coming to this old historic city from all points of the compass to attend the Sixth annual convention of the American National Retail Jewelers' Association, which opened this morning. It is safe to say that Richmond never had as many jewelers within its portals as at present, and never will have, unless the hospitality which will be extended to the visitors, and for which this city is famous, will result in it again being selected as the annual meeting place of the retail dealers in the jewelry trade. The entire city seems to be interested in the convention, and local jewelers as well as the local organization and city officials are



T. L. COMBS, FIRST VICE-PRESIDENT.

co-operating with the officers of the National Association to make the jewelers' stay in Richmond most enjoyable in every way; from present appearances there is no doubt that the delegates for the convention, as well as the other jewelers who have come here to participate in the sessions, will have "the time of their lives."

The officers of the National Association and some of the delegates began to arrive a couple of days ago, and there were quite a number in attendance last night at the gathering at the Hotel Jefferson, which preceded the formal opening of the convention this morning. The sessions, which are being held at the Hotel Jefferson, will continue over to-day, to-morrow, Thursday and Friday, and it is expected that the attendance will increase as time goes on. President Roberts is enthusiastic over the showing made so far, and confidently expects this to be one of the most interesting meetings in the history of the association as well as an intellectual treat to all who participate.

It is true a number of speakers and lecturers have not yet appeared, and it may be that the program announced by the president a month ago may be changed in certain respects, but many of the speakers not here are expected at a later hour, while some have announced that they will be here in plenty of time to deliver their addresses.

Prior to the opening of the convention this morning, time was given for the registra-



STEELE F. ROBERTS, PRESIDENT.

tion of delegates, and when the convention was finally called to order at 11 o'clock by President Roberts there were about 150 in attendance, though 300 have registered. After the invocation by Rev. W. C. Campbell, an address of welcome was delivered by Mayor Richardson of this city, and the jewelers were then greeted by A. F. Jahnke, Jr.

To the address of welcome and greeting, fitting response was made by T. L. Combs, Omaha, Nebr., first vice-president of the Association, after which Claude Wheeler, secretary of the organization, made his report.



CLAUDE WHEELER, SECRETARY.

Secretary Wheeler announced an increase in membership of over 1,000 since the last convention, the total being about 4,500. He urged that incorporation of State societies be abandoned, as this was not necessary, but often required elections to be held on specified dates. He thought that the State meetings should be held on dates fixed by the national body. He expressed his appreciation of the co-operation of the State secretaries and suggested that there be a uniform system of keeping records in all States.

With the exception of the announcement of the committees the important part of the day's session was the address of



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President Steele F. Roberts. The address, which was begun in the morning and continued in the afternoon, was as follows:

Address of President Roberts.

In the conception and building of every successful organization there is a story of human interest—a story fused from the character and zeal of its builders.

A great commercial organization as this, appears to be almost automatic in its development, as in the full tide of its success it gathers its thousands of members and marks the imprint of its progress in a multitude of cities and towns, until it seems as if such an institution must always have been in existence and its need always in demand. Yet back of the success of this association, how insignificant the beginning, when a few years ago on the shores of Lake Ontario, in the State of New York, a small gathering of retail jewelers from a score of States organized the American National Retail Jewelers' Association.

Harassed and encompassed by the indifference and jealousies existing among the dealers, this small company of zealous men, followed by many heart-breaking months of experiment, when it was a daily struggle for even the right to exist or secure a hearing, excelsior like, pressed toward the goal. Undaunted, these pioneers blazed the path of organization in more than 30 States, and in the concrete results of years of study and effort, have come at last to represent and stand for the character, ambition and unswerving ideal of perfection of an organization which has in six years grown from a membership of 130 to nearly 5,000, representing an invested capital of over $30,000,000.

And they builded better than they knew, as today this association is the largest organization of jewelers and silversmiths in the world—preeminent in the character of its members and code of business ethics, and recognized and honored in every country where the literature of the craft is read.

It is a wonderful craft, this craft of ours, and it is a wonderful story it has written into the world's history since time began and in which this association in its day and generation is to play an important part.

More than 600 years ago the English Parliament recognized "The Goldsmith's Guilds" by creating "Wardens of the Craft," and instituting the hall mark of stamping of gold and silver, and the fraternal greetings of "The National Goldsmiths' Association of England," which have just been read, is a perpetuation of the same association which found favor with the Parliament centuries ago.

The goldsmiths of the old world applaud the progress of your association, and the goldsmiths of the new world smile upon your success and bid you hasten the day when the stamping act shall be a law in every State and the "hall mark" of integrity and honor be emblazoned on the escutcheon of every jeweler in the land.

This association has long since passed the experimental stage, and to-day, in the full vigor of its manhood, stands at par with the largest trade organizations in the United States, and has become a power in the upbuild and progress of the retail jeweler.

We assemble here in convention, not as a miscellaneous gathering of jewelers from a score of States, met for a social reunion, but as an influential body of merchants from the foremost business centres of the country, representing a greater things that make for the welfare and so, then, let us deliberate upon and discuss the greater things that make for the wellfare and success of a nation of jewelers.

Many questions, new and of vital import to the jewelry trade at large, have presented themselves during the past year, but, before considering them, let us briefly give our thought to some of the local or personal questions of the day that are uppermost in the mind of the retail jeweler.

A number of these pertinent, heart to heart questions I mentioned at our meeting in Chicago, and I am going to ask your indulgence in repeating some of the topics which I trust will be of mutual interest.

I do not believe there was ever a time in the history of the jewelry trade when there was such great need and urgent demand for organization as now. From the small jeweler in the country town to the millionaire jewelers in the great cities there is a call for help to save from unscrupulous and fraudulent competition and a score of evils that are a menace to the legitimate jeweler.

TRADE BEING DIVERTED.

Merchants in other lines are rapidly encroaching on the legitimate trade of the retail jeweler, and it is imperative that the jewelers of the United States shall take immediate action to co-operate and organize for mutual protection and conservation of their business.

Complaint is made that the high standing and character of the business of the jeweler is deteriorating and gradually being absorbed by dealers in inferior and promiscuous lines of business. That the public who formerly patronized and looked upon the jeweler as the rightful and exclusive dealer in diamonds, watches and jewelry, is now being directed to the department stores, mail-order and inferior stores, where their artistic sense is being perverted, and the goods bought of doubtful value and quality.

To a limited extent, I believe this statement to be correct, but to my mind the cause is local and transitory, consequently only to present trade conditions. As the tide rises and falls, so in the business depression of the past few years, the



OLIVER M. ARTES, TREASURER.

ultimate consumer may have sought lower levels in quality and prices, and wandered into unknown and forbidden paths of trade, but as the tide of prosperity rises, the public will once again return to their desired haven of reputation and true values, and find safe and sure anchorage with the legitimate jeweler.

BUSINESS BECOMES SPECIALIZED.

Business of every character is becoming specialized more and more each year, and if the retail jeweler is to retain the high calling and superior standing of his craft, he must now declare himself and present all his right, title and claim as an exclusive dealer and specialist in the sale of diamonds, watches and jewelry. The character, standing and inherent dignity of the craft, independent of its commercial aspect and value, must be preserved.

The jeweler must specialize, and as rapidly as possible eliminate from his stock such goods as do not properly belong to the jewelry trade, and especially the side lines that are not profitable. The hope and salvation in the future of the retail jeweler depend entirely upon his meeting this issue squarely, and resolving that he will eliminate himself and business absolutely from the manner and methods of inferior trade competitors, and come out from among them and be all that the title "jeweler" implies.

SEPARATE THE MERCHANT AND MAKESHIFT.

The fullness of time has come in the jewelry business when the sheep must be separated from the goats, the intelligent from the ignorant, the merchant from the makeshift, the mechanic from the tinker, the goldsmith from the junk shop, the jewelers' art from the crude of the department store, and the diamond business from the glass industry.

Some so-called jewelry stores have a stock of seven or eight side lines or miscellaneous goods, and one-eighth watches and jewelry, and yet the owners wonder why they are not successful jewelers.

If a jeweler wishes to keep everything in his store from a needle to an anchor, and there is more money to be made in side lines, why let him sell out his jewelry and devote all his energy to his miscellaneous stock, get a good profit, grow rich, raise a large family, buy an automobile, and thank God he is not in the jewelry business.

MODERN MERCHANDIZING.

Gentlemen, if we wish this association to succeed and accomplish its aims, we will have to educate the average jeweler to a higher plane of merchandising.

Some of us jewelers must be born again into the jewelry business. Many of us have drifted into the paths of common, every-day storekeeping, and adopted the grosser methods of the hardware and department store competition, and forgotten the high calling and profession of a jeweler. You cannot run a junk shop and call yourself a jeweler and expect to have the respect and esteem of the people in your community.

There is a rank due the jewelers among merchants which will be withheld if not absolutely lost by the reputation of weakness in following after and accepting the lower standard of inferior trades and merchandising.

Is it not true that many of us have lost our first love or fascination for the jewelry business? Our ambition to be a jeweler in jewels, gold and silver has waned, and we have fallen into the trough of commercialism and a common, every-day business occupation as a means to an end, and accepted a bare bread and butter living? If so, fellow jewelers, do not despair; your star has not yet set. Look forward and hitch your jewelry ambition to the highest goal of success. Get out of the bread line and reach out for every good thing on earth that an ambitious jeweler is entitled to.

MAIL-ORDER AND DEPARTMENT STORES.

The competition of the mail-order and department stores has come to stay, and the question is now, how shall we stop the inroads of these giant monopolies? I believe there is only one real way to reduce the competition of the mail-order and department stores to a minimum, and that is to make the reputation of your store, the superiority of your goods, your advertising and personality of such dominant power that the public will be drawn irresistably to your store to make their purchases in preference.

I have never yet met a man, woman or child who was proud of the fact that they had bought their watch from a mail-order business or department store; they are always reluctant in telling you so, and act as though they had committed or were guilty of some crime in so doing.

We cannot stop this competition. Then the question is how can we circumvent or reduce this competition to a minimum.

Every article of jewelry bought in a mail-order or department store is tainted; tainted because it has reached the consumer through a perverted channel, and there is always in the mind of the purchaser a question of doubt and fear as to quality and value, and this element of distrust lasts as long as the goods.

EDUCATE THE PUBLIC.

We must first educate the public to the fact that there is only one reliable, trustworthy place to buy a diamond, watch or other article of jewelry, and that place is the store of the legitimate retail jeweler. As a rule, the department stores offer a lot of glittering generalities and ambiguous bargains, while the jeweler, open and above board, states quality, guarantees value, and then gives an assurance policy with each sale.

To insure and maintain respect for our craft requires an organized force to vindicate it from insult and aggression.

I believe if we can infuse the personal element in our business and get the confidence of the public, we need fear no such competition. Public confidence is the foundation, cornerstone and cap-sheaf of the whole field of jewelry merchandising, and without it no jeweler can succeed. If we build our business on the rock of confidence, honesty and integrity, the com-

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petition of 1,000 illegitimate stores will not prevail against us.

Along with the prestige of public confidence occurs another important factor, and that is the personal element in business.

A good personality is the most valuable asset a retail jeweler can have in his store, and though brains are essential in business, other things beside pure mental power are apt to count, and the greatest of these is an intense personality.

I believe the personal element and public confidence are the two most successful factors in the entire jewelry business.

Value of Reputation.

As jewelers, we should take a more advanced position as merchants before the public. When a purchaser looks upon the imprint or your name on one of your boxes or packages, he should feel that that name insures the value and quality of the article just as much as a government stamp on a coin.

As far as the east is from the west, so far removed above and beyond is the calling and vocation of a jeweler, compared to any other trade or profession. Gentlemen, let us educate the public mind to the fact that the name "jeweler" is the hall-mark of integrity and honesty. The goods sold in a jewelry store should be significant of the beauty of the place.

Jewelers Have Progressed.

I believe as a whole the jewelers in the cities and towns have made remarkable progress in the manner and method of conducting their business during the past five years, and we do not hear so much of the general complaint that jewelers are not up to date business men.

One of the most salient features about our national association is that it places all of its members on an equality, and makes the jeweler with $5,000 capital as welcome as the jeweler with a million dollars. To my mind the jeweler with $5,000 capital is as much a jewelry merchant as the jeweler with 10 times the capital, if he conducts his store on modern business principles.

Caste Among Jewelers.

Some of the larger jewelers in the cities have held aloof from this organization because we have in our membership many small jewelers. Surely there should be no such thing as caste, class or prejudice among jewelers—every great enterprise or business had its beginning in a small way—even as this organization which, in its incipiency, represented $200,000 capital, and has grown to $30,000,000.

Hundreds of our members have beautiful stores and valuable stocks in a score of cities and States, and as for the average character of our members, let me, as a citizen of no mean city, make known the fact that a more intelligent and honorable body of men does not exist in any organization.

Every small jeweler who is educated in modern business methods and inculcates a desire for the rare and beautiful in his stock and store, raises the character and standing of the entire jewelry trade to a higher plane of merchandising.

The watchmaker of yesterday is the jewelry merchant of to-day. Yesterday in the close vision of his eye-glass loop he poises and adjusts the watch, and is proud of his skill. To-day in the greater vision of the telescope of opportunity, he sees the wheels of commerce revolve, and beholding the science and art of the jewelry industry, feels the throb and pulsation of an active business life, and thus in the process of evolution a jewelry merchant is born.

From my observation in the great cities, I believe there is more urgent need for organization among the larger jewelers than there is among the small dealers.

Gentlemen, this association was founded that it might bring within its fold every legitimate jeweler in the United States, large and small, every man who is worthy of the vocation wherewith he is called.

There is room enough, there is business enough, there is profit and glory enough for every jeweler, large and small, who will unite in making this organization a power for good in the upbuild and progress of the most honorable vocation every delegated to man.

Manufacturers Advertising Direct to Consumers.

An aggravating annoyance and burden to the retail dealer is the present fad among certain manufacturers of advertising some specialty direct to the consumer, stating price at which article can be bought from the dealer, and giving practically an unlimited guarantee.

Many manufacturers have gone "daffy" on the magazine advertising scheme in an endeavor to hold their advertising as a club over the dealer, compel the dealer to buy their goods whether they have any merit or not, and promise guarantees that are impossible to fill and name a very small profit for the dealer. In many instances the dealer buys the goods and places them in his stock, and when the advertising ceases, there is no call for the goods and they become dead or undesirable stock.

I believe it is a great benefit to the retail dealer to have the manufacturer advertise when the article has merit and value and pays the dealer a good profit. The worst feature of the advertising scheme is the great burden of guarantee and constant free-of-charge repair they place on the dealer.

The business or profession of a legitimate jeweler is unique, distinct, separate and apart from that of any other trade or calling, from the fact that there is an implied or tacit belief in the mind of every purchaser of an article in a jewelry store that such article has a perpetual



GEO. H. TUCKER, SECOND VICE-PRESIDENT.

or life-long guarantee, whether the value is $1 or a $1,000.

The ambiguous guarantees or even direct misrepresentations of other merchants are forgotten or passed by in a few days or months, but, with a jeweler, years seemed to add zest or renewed vigor to a purchaser's claim for repairs, adjustment or loss of an article.

More work is done and attention given the customers of a jewelry store gratis than any other business, and for this reason we would stay the avalanche of promises and guarantees made by magazine advertisers.

Considering the capital invested and limited amount of business transacted, the average profit of a retail jeweler is smaller than that of merchants in any other line, and consequently there is no so-called "velvet of profit" on which to maintain a perpetual guarantee.

We are heartily in accord with the advertising campaign of the manufacturing jewelers and silversmiths who advertise their wares direct to the consumer to be purchased through the retail jeweler, provided the goods have merit and value and are sold under a guarantee that can be reasonably fulfilled.

In this connection, let me add that I think it is most unjust to the dealer for a manufacturer to advertise and stock the dealer and then sell, as is done, all the goods possible from his factory direct to the consumers at large.

The Retailing Jobber.

The greatest menace in the pathway to success of the legitimate jeweler to-day is the so-called retailing jobber.

In all equity, decency and fair play to the retail jeweler, the illegitimate occupation of the retail jobber should be wiped off the map of jewelry trade commerce.

I have always contended that the retailing jobber was a pirate, sailing under the false colors of buying from the manufacturers to supply the legitimate dealer, and then after securing the goods, sell them at a cut price direct to the consumer, and by misrepresentation and chicanery, do everything possible to wreck the business of the legitimate dealer. I believe the remedy for this nefarious practice is with the manufacturers. If the manufacturers so desired, they could put every "retailing jobber" out of business in a few months, refusing to give a jobber's discount to any jobber who retails.

By request of the State organization, more than 100 jobbers during the past year have ceased to retail, and are now heartily supporting this association, and I hereby publicly thank them for their worthy act.

We have no grievance against the legitimate jobber; he is a necessary and valuable adjunct to the business; our next best friend; a blessing and mainstay in time of need.

And this association is not going after any manufacturer or dealer with a big stick. All that the A. N. R. J. A. asks is equity, justice, fair play, a square deal, and that every interest of the retail jeweler shall be conserved.

A Manufacturer's Campaign.

The manufacturers are the great captains of industry with their thousands of traveling representatives, and if they were to inaugurate a campaign of profit education among the dealers, it would, in a year's time, change the whole aspect of the profit question and add thousands of dollars to the jewelers' bank account.

Were the manufacturers to instruct their traveling representatives to inform the retail dealer that they desired to have their goods sold at a specified, legitimate profit and insisted that certain prices must be maintained by the retailer in every city, it would create a revolution in the jewelry world that would be hailed with delight by every jeweler.

If the manufacturer would make this move and insist on prices being maintained, it would in a short time entirely eliminate the price cutting policy now so prevalent in the large cities.

The jewelry merchant will gladly hail the day when manufacturers and jobbers enforce the retail dealer to sell his merchandise at a living, legitimate profit that they for their own protection may be secured against slow payment or bankruptcy of the dealer, and such a campaign could be successfully carried to completion without in any manner violating the Sherman act.

A Jewelers' Exchange or Clearing House.

In the natural trend of business what a great aid it would be to the retail jeweler if in each large city there was a jewelers' club, and incorporated in that organization was a so-called "exchange bureau" or clearing house; this bureau to meet once a week where jewelers who had a surplus or overstock of any particular line of goods could have them posted on a bulletin, offering them for sale at cost or in exchange for other goods.

As an illustration of my meaning, say one merchant had a large surplus of half-carat diamonds and needed a lot of quarter or eighth-carat stones, he would simply hand a memorandum of the same to the secretary, who would post this on a bulletin, omitting the name of the dealer. Or say you had 50 movements of a certain make and wanted to exchange 20 for another make, or wanted to exchange a lot of 15 jeweled movements for 21 jeweled movements.

Goods unsaleable in your store are often the most saleable line in your neighbor's store, and such goods could be sold or exchanged at a discount; often the goods you long on, your next-door competitor may be short on, and an exchange would be mutually agreeable.

If your neighbor is financially embarassed and needs ready money, it would be better to have his goods offered for sale at a jewelers' exchange bureau at a small discount on cost, than have him sell to a disreputable broker at a discount of 40 or 50 per cent.; yes, better for the local trade, and infinitely better for the importer and manufacturer.

A jewelers' clearing house in the large cities would prove a great convenience to the average jeweler, a blessing to the jeweler burdened with an overstock in time of financial stress, and a great safeguard to the manufacturer, importer and jobber.

There is always a market price for iron, steel,

Exclusive "French" Silverware



DESIGN PATENTED MAY 18-25, 1909.
Vase, No. 3142—9 in. Tray, No. 3143—15½ in.

The result of most skillful and artistic silversmiths is embodied in the new

"Louis" Decorations

portraying the characteristic piercing and shield, together with the well-known Empire Festoon, making it the most

ORIGINAL AND ARTISTIC

line on the market to-day. *Complete assortment* of dinner pieces, including

Service Plates, Baskets, Bowls, Dishes, Center Pieces, Candlesticks, Vases, Etc.

This design should appeal to anyone who is desirous of securing silver which is *choice*, with a design patent which has been declared valid by court decision.

GRAFF, WASHBOURNE & DUNN

138-146 West 14th Street, New York

THIS IS ASSURED

A scientific pearl that has the beauty and life of the genuine. Gives wearer the continued pleasure of enjoying the display of the real pearl. Necklaces, Brooches, La Vallieres, Bar Pins, Rings, Earrings, Scarf Pins, Studs. Unaffected by wearing abuse, perspiration or boiling water at a temperature of 212° Fahrenheit. Every Pearl securely mounted.

VISITING BUYERS INVITED TO MAKE



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J. D. BOYLE, Chicago and Vicinity

L. B. FREY, New York City and Pacific Coast

glass, dry goods and groceries, but what is the open market price for diamonds, watches, jewelry and silver

What is the trade selling price to-day for the goods you bought yesterday? Where can you get an offer?

Gentlemen, in the years to come, there will grow out of the seed planted by the A. N. R. J. A., a mighty organization of jewelers that will solve and execute these great questions which to-day seem beyond the range of possibility, and place the occupation of the retail jeweler on a higher plane of commercial and business ethics than our minds ever conceived.

Manufacturers Selling to Employes.

Much complaint is made by the retail dealers in the Eastern and New England States of the unjust practice of manufacturers selling their goods to their employes, who in turn sell them to the public at a nominal profit, thus depriving the dealer of his legitimate trade and profit.

I have been told that in some Eastern cities the jewelry workmen have safes in their homes and carry a stock of goods on hand, peddling it from house to house during spare hours.

Many manufacturers, I have also been informed, sell their goods direct to the consumer in their factory offices at wholesale trade prices.

It scarcely seems possible that for a gain of a few thousand dollars a year, a manufacturer with any honor or respect for the trade, would be guilty of such practice.

Many manufacturers say the jewelers in their city or town have no trade worth considering; and pray tell me, how can they ever have any trade worth while if the manufacturers sell to the public at trade-cost price all the goods that are sold to the town?

Manufacturers are disposed to be fair, and I think if their attention was called to the matter by this association, that the practice of selling to the workmen and the public would speedily be abolished.

Fraudulent Advertising Law.

This most excellent measure with which the jewelers are all familiar, was carefully drafted by one of the foremost eastern attorneys, and when once in force, will forever abolish the unscrupulous and misleading advertising of watches and jewelry, now so prevalent in the daily press and magazines.

The law has been enacted in several States, and will be brought before the Legislatures of some 20 States at their next session.

Watchmakers' Technical Schools.

Too much emphasis cannot he placed on the importance of the work now being done by the numerous watchmakers' schools in the east and west, and every encouragement should be given these institutions to increase their attendance and efficiency in giving to the trade graduate watchmakers from a technical school.

There is a marked scarcity of skilled watchmakers in every city, and the question of future supply has been a serious matter to many establishments who make watches a specialty and do a large amount of repairing, especially of high grade and complicated watches.

Several State associations have interested themselves in these schools and the examination of watchmakers, and they are to be highly commended for so doing, and while these schools now have several hundred students, there is a field and employment for several thousand educated watchmakers.

Trade-Mark and Quality Stamp.

Complaint is made that many manufacturers of gold and jewelry still neglect to stamp their trade-mark on their goods in connection with the quality stamp.

The apparent neglect will speedily be corrected, for I have found, as a rule, that each manufacturer thinks his goods are so much superior in style and quality to all others, that he is overelated to have the privilege of placing his trade mark on the best goods ever produced.

Fixed Selling Prices.

The retail jewelers of the country have been much agitated over the recent decision of the United States Supreme Court in regard to fixed selling prices, and are much in fear that the fixed selling prices established on many lines of staple goods will be at the mercy of cut-price dealers, but a careful analysis of the court's ruling does not so imply.

The court intimates the right of manufacturers of patented articles to control prices by contract or in any other way, both as to agents and to purchasers, including the right to prohibit any advertising of such commodities at rates or otherwise, as in line with the recent suits of the Waltham and Rockford watch companies and the Western Clock Mfg. Co.

There remains as to unpatented articles the tremendous trade force represented in the inherent right of any manufacturer to decline orders from any jobber or retailer who fails to observe stipulated selling prices, for to ignore or decline to fill such an order is no "combination in restraint of trade."

There never has or will be any combination on prices of goods among the retail jewelers to which "the rule of reason does not apply."

Jewelers' Art Craft Schools.

Attending a jewelers' banquet some years ago, I recall hearing an address delivered by the late Carl Schurz, in which he complimented the manufacturing jewelers and silversmiths on their skill and economy in producing goods of great commercial merit and value, but lamented the fact that greater advancement had not been made in the artistic development of the craft as compared to England, France or Germany, and advocating the establishing of schools for the education of artist artisans.

These words were spoken more than 20 years ago, and while great progress had been made in the production of articles of artistic merit, with here and there a touch of genius and rare beauty of form, yet we are still to a great extent dependent upon the few foreign-born or trained designers to produce work of true artistic merit.

A number of art craft schools have recently been established in the eastern cities, and from illustrations of their work in the trade journals, display some masterpieces in their artistic conception of jewelry and silver designing, but the small number of students in these schools should be augmented by several thousand employes from the factories and shops.

All things are possible with the American-born artisan, as evinced in the exquisite enamel work and intricate fashioning of platinum and gold produced during the past year, and given an opportunity to attend a technical school and develop his inherent genius and talent, this American-born artisan would in a brief period surpass all other nationalities in his peerless handiwork.

The establishing of art craft schools in the large jewelry manufacturing centres is a most urgent trade necessity, and it behooves the manufacturers to interest themselves in this most worthy object, and educate and upbuild for the present honor and future glory of the craft, an assembly of American-born artist artisans.

Advertising Fashions in Jewelry.

It has been suggested by the president of one of the western State associations that this association inaugurate a campaign of advertising in the leading magazines and weeklies, exploiting the merits of the new fashions in jewelry, silver and art wares as soon as produced, acquainting the public with the fact that these goods can only be purchased in first class and exclusive jewelry stores.

This proposition is a good one, and should bear fruit when the scheme is worked out in detail.

Cost of Doing Business.

Our committee on this important question simply reports progress, having been unable to secure data of sufficient import to offer, on account of many jewelers refusing to give the information desired, and others reporting inability to accurately figure such a cost.

Fortunately we have secured several experts in this line to be present at our convention, who will later address us and give us some correct data on this question which they have gathered from the jewelry trade and kindred lines.

Board of Arbitration.

To settle the many grievances and vexed questions of trade policy that are constantly presented for adjustment, I think there should be a National Board of Arbitration of Jewelers, composed of the retailers, manufacturers and jobbers, which joint board should meet annually or semi-annually, and in conference adjust and regulate the many trade problems that are of such vital import to every branch of the jewelry interest.

Parcels Post.

This all important question to the retail dealers of the country which has been before Congress several times during the past two years and been discussed from many view points by the public press and trade associations, still remains in statu quo. At the Detroit convention, a resolution was passed endorsing a limited Parcels Post, as recently presented to Congress, but from a concensus of opinion among our State associations during the yast year, it was believed that the convention erred in passing this resolution, so that the entire question is still debatable.

Gold and Silver Stamping Law.

This most worthy law which has been foremost in the attention of the jewelry trade during the past year has been passed and made a law in several western States during the past few months. Gold and silver stamping laws are now in force in 12 States, and it is planned to have the law presented for enactment in a number of other States during the spring.

The Jewelers Board of Trade of New York City is entitled to much credit for the fearless prosecution and conviction of violators of the New York stamping law. The thanks of this association is due them for their fealty and devotion to the jewelers' craft in proclaiming to the public by these prosecutions that an article of jewelry stamped 10 or 14 karat, must assay that absolute quality.

Would that we had more Jewelers Boards of Trade that would interest themselves in the welfare and upbuild of the jewelry craft in this country, that the quality of our merchandise and the title of a jeweler might be above reproach.

Change in Date of Convention.

On account of the extreme hot weather prevailing in the month of August, as evident at this and previous conventions of this association, I think it would add greatly to the attendandce and comfort of the delegates and exhibitors if the time of holding the annual convention was changed to the first week in September, and I hope a resolution making this change will be presented and acted upon at this time.

The Trade Journals.

I believe we owe the remarkable progress and success of the A. N. R. J. A., to the loyal support of the trade journals, who, in every city, town and village have exploited the aims and objects of our organization and urged the support and co-operation of every retail jeweler.

Through their columns, the retailer, manufacturer and jobber have been brought in close touch with one another, resultant in a mutual understanding, co-operation and harmony of interest that could have been secured in no other way.

Too much credit cannot be given these journals for the splendid detailed reports of our State conventions, and the great publicity given every local event that would add to the prominence of the craft.

Personally, I wish to congratulate these trade journals on their educational features, their illustrations of modern and antique gems, jewelry, sliver and work of art, and their classical and technical contributions to every phase of the jewelers' art.

To a modern, progressive jeweler, it is just as necessary to be a subscriber to the trade journals as it is to have a stock of goods.

The State Associations.

The State associations have made splendid progress during the past year, both in increased membership and trade advancement, by eliminating in their communities destructive competition, cut prices, harmonizing trade grievances and by organizing jewelers' clubs, have united hundreds of jewelers in the bonds of fraternal fellowship.

It is the province of State associations to deliberate on and discuss trade grievances as they find them in their locality, and present them in concrete form to the National Association for action, and many of these grievances and trade problems which I have not mentioned, will be presented in due form to our resolution commitee.

A National Organizer Needed.

In connection with the large accessions in membership during the past year, I wish to suggest that as the growth and finances of the National Association will permit, I believe it would be good business policy for the association to elect or engage a so-called traveling secretary or organizer to visit all States, organized and unorganized, and present to every jeweler the aims and objects of this association and secure members.

I believe a competent organizer with sufficient

funds, could readily secure 2,000 new members before our next annual meeting.

A Loyal Body of Jewelers.

I take this occasion to thank the officers and members of the National Association for their unswearving loyalty and splendid support given me during my administration, and I shall always treasure the many words of encouragement spoken and profers of assistance in time of need.

I have not found an enemy or laggard in the entire association, and I retire from the office of president, feeling that the privilege of knowing you and working hand in hand with you has repaid in a hundredfold all the energy and labor involved in the duties of my position.

Fellow jewelers, you are a noble lot of men; you have been very kind to me, and I love you all, and some day I want to visit you in each of your States, and take you by the hand and tell you how heartily I appreciate the friendship and good will of a fellow jeweler.

In concluding my address, I desire to briefly call your attention to a matter which has been uppermost in my mind for several years, and that is to see an organization of every branch of the manufacturing jewelry interest.

Manufacturers, Jobbers and Retailers.

I do not believe the jewelry trade of this country will ever be placed on an equitable and true commercial basis as other trades until there is a consolidation and co-operation of interests between the manufacturer, wholesaler and retailer.

When these three branches are united as a "community of interests," then the trade of the jeweler will be made safe, sane and profitable and the manufacturer, wholesaler and retailer will receive recompense for the capital and intelligence employed.

Organized not as a combination or trust in restraint of trade, but as a "community of interest" to which "the rule of reason" would apply, that every man, or body of men in pursuit of life, liberty and happiness, is entitled to adequate reward from the investment and fruits of his toil, and I do not believe the Constitution, Congress or the Supreme Court of the United States ever intended otherwise.

I read in a recent trade journal that the amount expended for jewelry in the United States was $800,000,000, and do you realize Mr. Manufacturer, Jobber and Retailer that you are each a potent factor in the distribution of this wealth of gems, watches, jewelry and silver among the 90,000,000 people of this country, and can you not discern the urgent necessity of organized methods for its distribution?

Manufacturers Should Organize.

I believe in organization and co-operation of all great enterprises. This association, with its approximate 5,000 members and near possibility of 10,000, has set the pace for organization in the jewelry trade, and if this association in its brief history can do so much to adjust the equilibrium of prices, maintain quality and promote higher business ideals among its members, why cannot the manufacturers accomplish like results by organizing for mutual advancement and broader scope of activities.

There should be an organization of the seven important branches of the manufacturing industries; the silversmiths, watch companies, case companies, 14-karat jewelry manufacturers, 10-karat jewelry manufacturers, gold filled jewelry manufacturers and clock companies, that each association might maintain a standard on quality, enforce trade-mark and stamping act, harmonize conflicting interests, eliminate destructive competition and establish an equitable method for the distribution of their product through the legitimate dealers.

I believe such organizations are feasible, and I would like to see this suggestion bear fruit, in that next January in the city of New York, there shall be a gathering of jewelers representing every branch of the industry, manufacturing, wholesale and retail, and together assembled, interchange opinions and frankly discuss all questions relating to the trade and unite in placing the jewelry industry on that high plane of merchandising and commercial integrity which, by virtue of its vast resources and traditional prestige, it commands.

May we all leave this convention bigger, broader and better jewelry merchants than ever before, and resolve that we will be a factor in the upbuild of this association and in the making of the craft of the goldsmith and jeweler, the most honorable of all trades and professions.

A Visit to A Diamond Mine.

Address by Leon De Morchy.

I know that you are all interested in diamonds, so I am going to tell you during these three days by what processes diamonds are extracted from the ground and show you a diamond mine in full operation. But to make my lecture more interesting, we will take together a trip to the Diamond Fields in Kimberley, South Africa. As I lived there for several years, I think I can be your guide.

We leave Southampton, England, and after 25 days' voyage we steam up the Cape Town harbor. We land in Cape Town, admire Table Mountain, the most striking feature of the city, and have a glimpse at an ostrich farm. Finally we take the train for Kimberley, cross the Drakenberg Mountains and enter the central karoo, a vast desert at the northern end of which are situated the diamond mines.

While on our way to Kimberley, let me tell you in a few words how the first diamond was ever discovered. That discovery was due to hazard. It happened in 1867. The children of a Boer farmer, Daniel Jacobs, who had settled on the banks of the Orange River, 30 miles above its junctions with the Vaal River, brought home one night some pebbles, among which was a stone which was particularly brilliant. In fact, it was so brilliant that it attracted the attention of Mrs. Jacobs, who spoke of it on the following day to a neighbor of hers, Mr. Van Niekerck. The latter wanted to buy the stone, but Mrs. Jacobs told him to keep it. Now Mr. Van Niekerick had as his guest a British traveler, Mr. O'Reilly, and showed him the stone. Mr. O'Reilly offered to stop in Colesberg on his way down to Cape Town and ask the jewelers of the place their opinion of this stone. He did so, and all the jewelers of the place pronounced it to be of no value whatever. Finally, he showed it to Mr. Boies, who said he thought it was a diamond. In order to ascertain this statement, the stone was sent to the foremost minerologist of Cape Colony, Dr. Atherstone, of Grahamstown, who answered that it was really a diamond, weighing 21 1-5 carats, and worth £500.

Finally the stone was bought by Sir Philip Woodhouse, the Governor of Cape Colony, for that amount, and was sent to the Paris Exhibition of 1867. Mr. Boies, meanwhile, went with Mr. Van Niekerck to prospect along the banks of the Orange River and try to find more diamonds.

Ten months elapsed before another small diamond was found, and it was on the banks of the Vaal River, 30 miles below its junction with the Orange River.

Meanwhile an expert had come from England to study the ground, but who declared that there was no possibility of more diamonds being found in South Africa. A few days after this statement, a very large diamond was found by a Grigua shepherd. It weighed 83 carats, and was very brilliant. It was the diamond still known as the "Star of South Africa." The news of that discovery brought at once many prospectors on the banks of the Vaal. They had at first very poor luck, but succeeded after a while in finding diamonds in payable quantity. This lasted for a certain time, but the supply was becoming scarce, when it was announced that a diamond mine had been discovered inland. This was the Dutoitspan mine, found in September, 1870. The Bultfontein mine was discovered early in 1871, the DeBeers in May, 1871, and Kimberley mine, known at first as De Beers New Rush or Colesberg Kopje.

The early life in the diamond camps was about the same as the life in our mining camps. People lived under a tent and were too busy picking up diamonds to pay any attention to their comfort. But soon difficulties arose. Those working their claims faster than the others saw the ground of the upper claims fall on their own. However, combinations of claims and companies were formed, who work the different mines in a more scientific and businesslike way, and soon Kimberley was built, and in 1876 presented the aspect you see on this picture.

One of the most characteristics of the early life in the diamond fields was what they called the "Kopje walloppers." They were men who used to visit the prospectors' tent every night and buy for cash the diamonds found by the latter. Barney Barnato, called at one time the Diamond King, and whose real name was Barnetts Isaacs, was one of them, and this was the beginning of his immense fortune. He committed suicide in 1897 by jumping overboard, while on his way from Cape Town to England.

Sneak Thief Shoots and Wounds New York Jeweler Who Caught Him Stealing Watches.

Another New York jeweler was shot and wounded yesterday by a thief who had attempted to rob him, David Silverman, who keeps a jewelry store at 1572 Madison Ave., being the victim. The thief escaped with three watches, one of which he dropped while being pursued by the police. The head of the New York Detective Bureau is much wrought up over the robbery, following, as it does, directly after the murder of Adolphe Stern, and every effort is being made to trace the thief.

Silverman, who is 53 years old, was dressing in the rear of his store yesterday morning when he heard the door open and saw a tall, well-dressed and good-looking man standing near the show cases of his store; a second glance showed that the man was lifting watches out of one of the cases and the jeweler jumped into the store, yelling at the man to desist.

As the jeweler came into the store the thief drew a revolver and fired two shots directly at him. The first shot went wild, but the second struck Mr. Silverman in the left shoulder. Immediately after firing, the thief bolted out of the store, and Silverman, although painfully wounded, rushed in pursuit.

The thief ran toward 106th St., and the jeweler's shouts brought a number of his neighbors, as well as two policemen, who joined in the chase. The man rushed through 106th St. into Fifth Ave. and back through 108th St. toward Madison Ave. He had steadily gained on his pursuers, and the last seen of him was when he rushed into a flat house near 109th St. and Madison Ave. Though the police searched the houses in the vicinity they were unable to find the fugitive.

Deputy Police Commissioner Dougherty, who had been notified of the robbery, rushed to the scene and got the story of the robbery from the jeweler, whom he found to be painfully wounded. He then summoned the reserves and put a cordon of police around the block to prevent the escape of the thief in case he was in hiding.

Commissioner Dougherty also took charge of a watch which the thief had dropped in his flight, and had the finger prints on this photographed, as well as the finger prints which the man had left on the show case. If the thief is a professional, it is expected that the finger prints may lead to his identity and perhaps to his capture.

The Durnham Bros. Optical Co., Atlanta, Ga., has becaome incorporated as the Durnham Co., with a capital stock of $60,000, of which $36,000 is paid in.

Friends of Adam Pringle, a Spokane (Wash.) jeweler, have been notified that he will be married the latter part of this month to Miss I. Dove, of Galashiels, Scotland.

A. Jacobson, for many years at Haverhill, Mass., has opened a first-class jewelry store at Inn and Pleasant Sts., Newburyport, Mass. Mr. Jacobson will continue his store at 9 Merrimac St., Haverhill, Mass.

Providence

Jacob Solinger was registered at the Manisses Hotel at Block Island last week.

The Auto Brass Mfg. Co. has just added a 17-horsepower touring car to its garage.

An engraving plant has been opened at 136 Pine St. by G. Kummer and L. Klentsch.

N. T. Allen has severed his connection with the Paul Shocker Co. after a service of several years.

The George H. Fuller & Son Co. closed its factory at Pawtucket on Thursday and will reopen on Aug. 7.

Among the latest arrivals at the Oak Bluffs Hotel are Mr. and Mrs. William R. Dutemple, of this city.

Joseph W. Heller has just registered with the State Board of Public Roads a 24-horsepower touring car.

The Bassett Jewelry Co. is now running full time after a week's half time following the vacation shutdown.

M. Neuberger, the Chicago representative of the Castiglioni Co. is visiting the company's factory in this city.

The Wolstenholme Mfg. Co. has removed from 144 Pine St. to larger quarters in the new Waite-Thresher building.

Mr. and Mrs. Everett I. Rogers and son are among the guests registered at the Sunset Hill House, Sugar Hill, N. H.

Mr. and Mrs. William A. Scofield are on an automobile trip through the White Mountains for a stay of several weeks.

Mr. and Mrs. A. Dimond and their daughter, Miss L. Dimond, are guests at Portland, Me., for a couple of weeks.

Mr. and Mrs. Meyer Harzberg, who have been visiting in Baltimore, Md., returned this week to their cottage at Longmeadow.

Mr. and Mrs. Frank N. Young and son, Everett Young, are motoring through the Berkshire Mountains in western Massachusetts.

Louis H. Greene, salesman for the Manchester-Smith Co., of this city, is on a two weeks' vacation trip through the Berkshire Hills.

Mr. and Mrs. Charles H. Fuller and Mrs. George H. Fuller, of Pawtucket, were among last week's visitors at Highland Beach.

The Gorham Mfg. Co. resumed operations at its plant in Elmwood on Monday, July 31, after a two weeks' shut down.

Charles E. Westcott, of Snow & Westcott, with his family have opened their cottage at Buttonwoods for the rest of the season.

John J. O'Neill, of O'Neill & Block, 54 Page St., is a candidate on the Democratic ticket for Alderman from the Third Ward this Fall.

Among the contributors to the fund for the excursion of the Boys' Club, of Providence, were Calvin Dean and George H. Cahoone.

Mrs. Adams has opened two places of business in Pawtucket for the employment of pursemakers—9 Dunnell Ave. and 174 York Ave.

Delphio Nadeau, with the S. & B. Lederer Co., of this city, was married last Tuesday to Miss Rosanna Plautier at Woonsocket.

Rudolph G. Schultz returned last week from an eight weeks' European trip in the interests of the Improved Seamless Wire Co., of this city.

L. Williams is on an extended trip through the south and southwest in the interests of the Theodore W. Foster & Bro. Co., of this city.

Mr. and Mrs. William G. Lind were members of an automobile luncheon party at the Mathewson House, at Narragansett Pier, last Sunday.

E. Frank Aldrich, of the Gorham Mfg. Co., and wife have sailed for Europe, where they will be absent for nearly two months, sight-seeing.

Arthur Totten, who has been the eastern representative for Brown & Mills, of this city, has resigned to accept a position with a Newark, N. J., concern.

Frank A. Simmons, the Dorrance St. retailer, is recovering from a severe attack of pneumonia. He will spent the next few weeks with his family on Cape Cod.

Mr. and Mrs. William H. Manchester have returned from a 1,500-mile automobile trip through New York State and the Adirondacks, being absent for three weeks.

The bursting of a water pipe in the Davis block on Aborn St. Friday night caused considerable damage to the place of business of Thomas F. Mullen, 29 Aborn St.

William A. Schofield, of Schofield, Battey & Co., is chairman of the committee on City Council outing and field day, which is to be held at the Pomham Club on Aug. 17.

The plant of Kahn & Adams, 129 Eddy St., was sold at public auction in small lots Wednesday, a fair aggregate being received by the concern, which is closing out its business.

The will of Harvey Huestis was proven in the Municipal Court of this city on Tuesday and the widow, Mrs. Margaret J. Huestis was appointed executrix, with a bond of $500.

The Crescent Novelty Co. has just completed a new line of combs and barrettes with which the company's representative, D. Harris, left the first of the week on an extended trip.

The free exhibition of new and selected books on jewelry designing in the lecture room of the Providence Public Library, which opened last week, will be continued open until Aug. 7.

Brig. Gen. George A. Forsyth, with the Thornton Bros. Co., has taken charge of the rifle range of the Rhode Island National Guard at Rumford again this year for the third season.

The case of Samuel Harrison against the Manchester Mfg. Co. was called in the Superior Court for Providence County before Judge Brown and verdict entered for the plaintiff for $1,400.

The United Jewelry Co. has given a chattel mortgage of $1,800 to David N. Bloom, covering all the stock, fixtures, tools and machinery in the manufacturing jewelry plant at 26 Fountain St.

Joseph E. Aldrich, of this city, was elected fourth vice-president at the 11th annual convention of the International Jewelry Workers' Union of America, held recently at Newark, N. J.

The manufacturing jewelers of this city received calls the past week from M. A. Meller, of Gablonz, Austria, representing the Heinrich, Hoffman Co., of this city, manufacturers of imitation precious stones.

Mr. and Mrs. Eugene Crees and Miss L. Crees, who are spending the Summer at Annawamscutt, on Narragansett Bay, left Monday on an automobile trip of a fortnight through Maine and the White Mountains.

The power in the Ada building, 85 Sprague St., stopped on Wednesday until Aug. 7, in consequence of which the shops of the Cook, Dunbar, Smith Co., the Frank T. Pearce Co. and Henry A. Kirby were closed.

The case of the Jewelers' and Silversmiths' Co. against the Rhode Island Ring Co. was heard before Judge Rueckert in the civil session of the Sixth District Court on Thursday, and decision given for the defendant for costs.

Col. Samuel M. Nicholson, who has been spending July at Narragansett Pier, sailed from New York on Thursday on the *Prinz Friedrich Wilhelm,* of the North German Lloyd line, for Europe where he will join Mrs. Nicholson and children.

Fischer & Pruefer, manufacturers of collar buttons at 100 Stewart St., are removing to the Metcalf building, 144 Pine St., where they will have largely increased facilities, having taken the shop just vacated by R. L. M. Griffith & Son.

Mr. and Mrs. Frank Budlong, who have been visiting the former's parents, Mr. and Mrs. Robert E. Budlong, at East Providence, have returned to their home in New York, where Mr. Budlong is the representative of the S K. Merrill Co., of this city.

A quarterly dividend of 1¾ per cent. on the preferred stock and a quarterly dividend of 1 per cent. on the common stock have been declared by the United Wire and Supply Co. of this city, payable on Aug. 1 to stockholders of record of July 25.

Mr. and Mrs. Walter H. Durfee, of this city, who have been spending a few weeks at Panther Lake, N. J., have arrived at "The Dumes" at Pleasant View on the south shore of Rhode Island overlooking the ocean, where they will spend the rest of the Summer.

Important elevator changes are being made in the building occupied by the Boston Store (Callender, McAuslan & Troup), corner of Westminster, Union and Fulton Sts. New electrical apparatus of a modern pattern is being installed to replace an obsolete control system.

Mr. and Mrs. E. A. Bush have just returned from an automobile tour which included nine States and five mountain ranges. The principal stops were at Manhattan Beach, Delaware Water Gap, Saratoga Springs, Ausable Chasm, Bretton Woods and Poland Springs.

The Crown Hotel is to be doubled in its capacity and the improvement is to be made in the near future. The plans provide for making the hotel building twice as large as at present, which will be done by taking in the whole block bounded by Weybosset, Pine, Garnet and Page Sts.

Frances J. Golden, a 17-year old girl, was arraigned before Judge Gorham in the Sixth District Court on Tuesday on a

charge of shoplifting, the allegation being that she stole a number of finger rings and broaches from the jewelry department of the Outlet Co., She was fined $10 and cost.

George H. Holmes, of George H. Holmes & Co., left here Sunday night for Richmond, Va., where he will deliver an address at the convention of the American National Retail Jewelers' Association as the official delegate from the New England Manufacturing Jewelers' and Silversmiths' Association.

The following are among the manufacturing jewelry plants of this city which closed down last Saturday for a week: William Bens Co., Sulzberger Bros., Parks Bros. & Rogers, P. S. Eddy & Son, Potter & Buffinton Co., Thornton Bros. Co., Tuttle & Stark, Fulford & Hobart Co., W. I. Macomber & Co., the Jewelers' Supply Co.

Watching his opportunity a sneak thief went into the manufacturing jewelry establishment of J. W. Henry & Co., in the Calender building, on Calender St., Thursday, and stole a watch chain and purse belonging to John Williams, a member of the firm. The value of the stolen property was $50.

At the session of the Probate Court of Cranston Thursday afternoon the will of William K. Potter was probated and James L. Jencks appointed administrator, with bonds of $10,000. The appraisers appointed on the estate were Roscoe M. Dexter, Amanda B. Arnold and Frederick A. Church.

Peacock & Co. shipped this last week 5,000 oxidized silver novelty fobs to Mexico for a typewriter concern for general distribution. A similar order is to be shipped in a short time. The firm also furnished recently 2,500 stick pins and an equal number of Summer outing pins for the Shriners at Omaha.

George M. Baker, the refiner, Frederick Curtis, a well known chaser of this city, and a companion, spent several days in the southern part of this State last week and upon their return showed a handsome string of trout, pickerel and black bass. The feature of their catch was a six-pound bass.

The manufacturing jewelry plant, formerly operated by the late Dewey F. Adams and since his death by his son, F. H. Adams at 129 Eddy St., has been sold. Mr. Adams has taken shop room at 206 Weybosset St., corner of Page St., where he will continue the manufacture of pin tongues and similar findings.

Among the early buyers for the summer season who called upon the local manufacturers during the past week were noted the following: H. F. Frick, of the Central Comb Co., Indianapolis, Ind.; Miss M. F. Spellman, of Hayden Bros., Omaha, Nebr.; M. L. Schwab, of Morris, Mann & Reilly, Chicago; S. Schweizer, of Schweizer & Co., Philadelphia.

The corporate name of the George N. Steere Co., Inc., at Pawtucket has been changed, a meeting of the stockholders having been recently held, at which action was taken changing it to the Catlow & Barton Co., Inc. The actual change in the business came several months ago when George N. Steere, now secretary and general manager of Payton & Kelley, disposed of his holdings in the concern to the other stockholders.

The Standard Enameling Mfg. Co. has purchased the plant of the Roberts Mfg. Co., at 50 Bagley St., Pawtucket, where it will continue the business of cloisonne enamel jewelry. The Standard Enameling Mfg. Co. is a new corporation chartered under the laws of South Dakota, with a capital stock of $50,000. Of this $40,000 is common stock and the remainder preferred. The officers are Hampee Arabian, president, and Thomas Chantler, secretary and treasurer.

The trustees of the estate at Turk's Head, junction of Weybosset and Westminster Sts., has notified the tenants of the property that they must vacate on or before Feb. 1. Included among these are two of the oldest located business establishments on Westminster St.—Herbert S. Tanner, retail jeweler at 64, and J. Putney & Co., opticians, 76 Westminster St. Other concerns affected are the Columbian Loan at 23 Weybosset St. and W. C. Gardner at 76 Westminster St.

By the shutting down of the power in the Metcalf building on Pine St. the past week the following concerns were affected: E. F. Rueckert, George Hamilton, A. Schweitzer & Son, Edward N. Cook Co., Calvin Dean, Stafford Ring Co., Oscar E. Place & Son Co. and Schofield, Battey & Co. at 144, and Heimberger & Lind, Ettlinger Mfg. Co., Snow & Westcott, Henry F. Mencke, Claflin & Co., A. Herrick & Co., J. J. White Mfg. Co., Standard Jewelry Co. and Louis Stern & Co. at 158.

The employes of the Vennerbeck & Clase Co. held an outing last Saturday at August Henderson's farm at Conimicut overlooking Narragansett Bay. About 50 men attended and after lunch there was a baseball game between the married and single men, which was won by the single men by a score of 9 to 8. This was followed by other athletic sports. Robert Clark won all the races. Dinner was served at 4 o'clock. It was an old-fashioned Rhode Island clambake to which full justice was done.

Fred B. Thurber, son of William H. Thurber, of the jewelry firm of the Tilden-Thurber Co., with which concern the young man is associated, arrived at Rome on Tuesday last, having made the trip from this city to the Italian capital in the 25-foot yawl, *Sea Bird*. Mr. Thurber, with two companions, left this city June 10 and reached their destination without an accident, the little craft with its crew of three receiving a tremendous ovation from more than 50,000 spectators along the banks of the river Tiber.

Among the foreign importations received through the Providence Custom House during the past week were the following of interest to the manufacturing jewelry industry: From Bremen—Six packages of imitation precious stones, one of manufactures of metal and nine of bristles; from Hamburg—one package of glassware; from Havre—two packages of imitation precious stones, one of manufactures of metal; from Liverpool—one package of manufactures of metal and one of enamel; from London—five packages of bristles; from Southampton—one package of manufactures of metal.

The following concerns whose shops have been closed since July 22 began operations on Monday, the 31st inst.: The George H. Holmes Co., the Metal Products Corporation, the Payton & Kelley Co., Warren & Williams, the N. Barstow Co., Calvin Dean, B. A. Ballou & Co., Inc., the Joseph W. Heller Co., the Fletcher, Burrows Co., the E. A. Potter Co., the Oscar E. Place & Son Co., Goldsmith & Harzberg, the Cory & Reynolds Co., the Warwick Sterling Co., Scofield, Batter & Co., the Wolcott Mfg. Co. and Louis Stern & Co.

A few days ago G. R. S. Killam, of 22 High St., Pawtucket, reported to the police of that city the loss of a tray of rings. How the jewelry could have disappeared from his store was a mystery, as none of the clerks remembered seeing any suspicious persons about the establishment, and it would require a sleight-of-hand performance of no mean sort to inveigle the tray out of its accustomed place. The police got on the track of the solution of the mystery, however, and the next day the tray was returned by mail. Three diamond rings were missing, and a further investigation was made. Friday the missing rings were returned in the same anonymous manner. It is reported that the whereabouts of the stolen property during its several days' sojourn away from Mr. Killam's store was known. The owner, it is said, does not intend to prosecute.

Three suits, aggregating damages of $14,000, have been filed at the office of the clerk of the Superior Court for Providence County, this city, against Ernest J. Qvarnstrom, the manufacturing jeweler of Attleboro, Mass., growing out of the automobile accident which occurred at the corner of Elmwood and Park Aves., this city, on June 18 last. The suits are brought by John L. Gannon in the sum of $5,000 for personal injuries and damages to his automobile, while Annie Gannon and Mary V. Gannon sue for $5,000 and $4,000 respectively for personal injuries. It is set forth in the allegation filed with the complaints, that on that date an automobile belonging to Mr. Gannon and containing Mr. Gannon, his wife and daughter, was proceeding along the highway when it was crashed into by an automobile belong to Mr. Qvarnstrom, badly wrecking the Gannon machine and throwing the occupants out. All were badly cut and bruised and otherwise injured.

The police received a complaint last Thursday that the manufacturing jewelry establishment of Louis Davisburg & Co., in the Champlin building, corner of Chestnut and Clifford Sts., was broken into the previous Sunday and property to the value of nearly $100 stolen. A desk had been pried open in the office and the contents strewn about, the thief evidently searching for cash or valuables. The person who entered the establishment was evidently a cool individual for it is thought that it was he who met a letter carrier and took from him a package addressed to the firm. The letter carrier thought the man to whom he gave the package worked in the shop. The break was not discovered until two or three days afterward as the shop

has been closed. The manager, Jules P. Goldstein, reported the matter to the police of the Fifth Precinct. An investigation disclosed that an entrance was obtained by forcing the door of the place.

After pawning half a dozen gold watches and several rings in various downtown pawnshops Friday evening Levino Petorini, 24 years of age, and his wife, a couple of years younger, were arrested by Inspectors McGann and McGuire, of Police Headquarters, and taken to the Central Station. A long interview resulted in the husband being locked up on three charges of giving the wrong name to pawnbrokers in disposing of watches. Mrs. Petorini was allowed to go home, and Chief Inspector Horton said it was rather doubtful if any prosecution would be made in her case, although she, too, had pawned a couple of the watches. After hearing the story of the Petorinis Inspectors McGann and McGuire went to a house on Piedmont St. and arrested Genni Gellucci, a barber. He, too, was locked up, being booked as a suspicious person. The case is a rather peculiar one, according to the story told by Petorini and his wife. They live at Bristol, they claim, and are related to Gellucci by marriage. Gellucci is said to have received a number of watches and rings to be sold on the instalment plan. The Petorinis claim that he gave them the jewelry, that they pawned it and gave the cash and pawn tickets to him. Later the watches and rings were identified by W. H. Considine, of 76 Darrance St., where he conducts a mail order and instalment business, as ones that he gave out to be sold on the instalment plan. Chief Horton's men succeeded in recovering nine watches, three chains and eight rings, three of the latter being diamonds, the lot being valued at $300.

The police authorities of this city and other places in this section of New England, have been asked by the police of Fall River to assist in the apprehension of the thieves who robbed the Mullen Jewelry Co., of Fall River, at an early hour Tuesday morning of last week. The theft was not reported to the Fall River police until late last Wednesday, because of the absence of the proprietor, James Mullen. As soon as the matter was reported, however, word was at once sent throughout New England to be on the watch for the robbers. An inventory furnished to the police shows that between four and five dozens of rings, valued at $140, are missing. The thieves worked quickly and cleverly, as the police investigation shows. Mr. Mullen left his office, which is in the First National Bank building, shortly after 8 o'clock on the Tuesday morning in question, and 20 minutes later boarded the regular car to New Bedford where he had business. A few minutes past 9 o'clock, the janitor of the building, passing the company's office, noticed that the glass panel was missing. Peering in he could find no one about but later he discovered the glass panel where it had been carefully placed by the thieves. When Mr. Mullen returned the matter was called to his attention. Mr. Mullen's examination of the contents of his show case disclosed that between four and five dozen of rings had been stolen. These are chiefly opals and garnets. Singularly enough, the thieves did not attempt to get away with any watches, and there were a number of more valuable rings in adjoining cases that were not taken.

Attleboro.

Chas. P. Keeler is enjoying a two weeks' stay at Harwichport.

Albert S. Ingraham is enjoying a trip through Nova Scotia.

J. B. Ellis, the engraver, has removed his shop to a new building at 42 Union St.

George Schaefer, salesman for the C. O. Sweet & Son Co., is enjoying a two weeks' vacation.

S. O. Bigney & Co. have opened a Chicago office in the Heyworth building. E. L. Badgley will be in charge.

The nomination papers of Edward A. Sweeney for representative are rapidly being signed by the local manufacturers.

At a meeting of the trustees of the tricentennial fund held last Monday evening, D. E. Makepeace was elected a trustee to fill the vacancy caused by the death of the late Major E. S. Horton. The trustees have charge of the fund invested to celebrate the 300th anniversary of Attleboro when that date arrives.

The following local firms closed this week for their annual vacation period: The J. T. Inman Co., the R. F. Simmons Co., E. D. Gilmore & Co., the Electric Chain Co., the Attleboro Mfg. Co., McRae & Keeler, the W. E. Richards Co., Sykes & Strandberg, A. Bushee & Co., the F. H. Sadler Co., Smith & Richardson, R. B. MacDonald & Co.

A meeting of the committee from the Attleboros and Providence to prepare for the exhibition of jewelry to be given by the Boston Chamber of Commerce was held last Monday evening at Lowney's Tavern in Mansfield. The members of the committee are George H. Holmes, E. I. Spenser, Nathan Barton, Edward A. Sweeney, J. L. Sweet, W. H. Bell and W. M. Lowney. A report concerning the success met with in the different towns was submitted and was very encouraging. It was reported that eight firms in Attleboro have already agreed to send exhibits and that there are other considering the proposition. Another meeting is scheduled to take place in Providence some time during this week.

North Attleboro.

Ira Barrows, of the H. F. Barrows Co., sailed for Europe last week.

W. H. Bell was in New York last week in the interests of his concern.

Clarence W. Fisher, of E. O. Franklin & Co., is enjoying a vacation in Maine.

Oscar Hornig is traveling through Texas in the interests of the Codding & Hielborn Co.

The W. & S. Blackinton Co. closed Wednesday of this week for a 10 days' vacation.

Herbert R. Morse, New York representative of R. Blackington & Co., was in town last week.

The baseball team representing the Webster Co. is now leading in the Jewelers' Baseball League.

E. L. Hixon, of the R. F. Simmons Co., Attleboro, is enjoying a vacation at the Bald Mountains, Me.

Frank P. Kennedy, salesman for the Paye & Baker Mfg. Co., has returned from a trip to England and the Continent.

It has been announced by the members of the Plainville Land Co. that plans for a new structure to take the place of the old one, which was burned down, have all been drawn and that actual work upon the building will be started as soon as the various firms agree to take floor space in the new building. Unless there is such an agreement no building will be erected by the company.

The Webster Co. will close Saturday evening for one week. The H. D. Merritt Co., the T. I. Smith Co., F. S. Gilbert, Riley & French, C. Ray Randall & Co., G. C. Hudson & Co., the Bishop Co., Mandalian & Hawkins, Cheever, Tweedy & Co., Estate of O. M. Draper, the H. D. Merritt Co., F. H. Cutler & Co., T. G. Frothingham & Co., E. Ira Richards & Co., J. H. Peckham & Co., W. G. Clark & Co., Doran, Bagnall & Co., A. H. Bliss & Co., Mason & Lenzen and F. M. Whiting & Co. are among the firms now closed for the annual vacations.

Memphis.

Caught in the act of smashing the plate glass window of Leonard's jewelry store, 81 S. Main St., Charles Williams, aged 22, was seized last week by two citizens and held for the police. Alonzo Webber, who was acting as lookout for Williams, escaped from the citizens, but was arrested later as he was leaving the willows, where he had been hiding. The police say Williams confessed to having done all the window smashing in the city for the past two months, when he came here from Atlanta, Ga. Webber has been his companion for some time. Both are confirmed users of cocaine.

A. F. Baker, an employe of W. C. Graves & Bro., Memphis, Tenn., has been sentenced to three months in the county jail as a result of thefts from his employers. Baker is a young country boy who came to the firm highly recommended and rose to the position of bookkeeper of the jewelry establishment. Being unable to resist the temptations of a large city and the opportunities to steal which he had, he some time ago began taking articles from the trays as they were put in the safe at night. When his thefts were discovered the local papers published exaggerated stories as to the amount of the loss of W. C. Graves & Bro., but Baker admitted his guilt and all the jewelry he took, which amounted to about $1,000, was recovered by his employers, who are now under no loss. Owing to the youth and the previous good reputation borne by the boy, it was decided not to prosecute him on the grand larceny charge, and by an agreement with the Attorney General and the judge of the Criminal Court a minor charge was lodged on which Baker received a sentence of three months in the county jail. After he has served this the boy will be turned over to his father and given an opportunity to start life anew.

Plymouth

The Colonial Pattern of Today

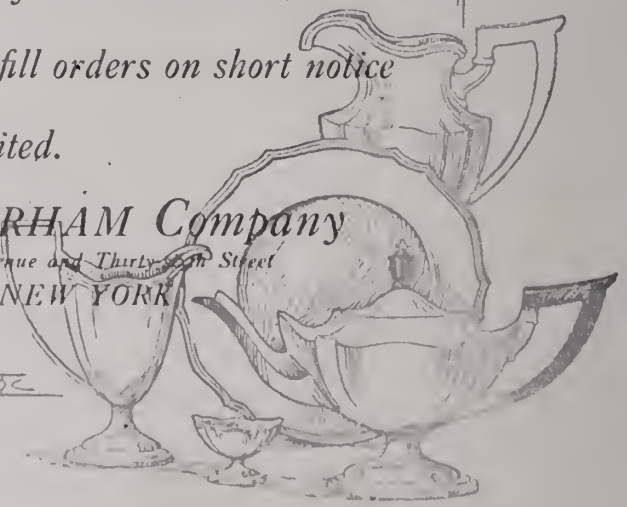
THE *Plymouth design of Hollow Ware, first offered by us a few years ago, met with pronounced success. In response to urgent requests from the trade we have prepared and are now offering a full line of Flatware to meet this popular demand.*

The simplicity of the outline and the refinement of the decoration produce a design in harmony with the Plymouth Service, and equally appropriate for use with other Colonial or Old English bright finish ware. It is made bright finish only.

In addition to the Spoons and Forks, a complete assortment of fancy serving pieces is included. A radical departure has been made in the bowls of fancy pieces, which, while in perfect accord with the general spirit of the design, afford a most attractive novelty in construction and appearance.

We are prepared to fill orders on short notice for Fall Trade.

Correspondence solicited.



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Fifth Avenue and Thirty-Sixth Street

NEW YORK

August, Nineteen hundred eleven.

THE JEWELERS' CIRCULAR
THE HOROLOGICAL REVIEW.
THE JEWELERS' WEEKLY.
THE JEWELERS REVIEW

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LETTERS of complaint which have been received from several jewelers indicate that petty swindlers have been operatng in the trade, canvassing for subscriptions for THE JEWELERS' CIRCULAR-WEEKLY without authority, and collecting money which they have never turned in to us. One of those unauthorized canvassers some time ago was working in the vicinity of central New York and at one time gave an address in Rochester. It should be clearly borne in mind by all jewelers that legitimate solicitors of subscriptions for this publication bear letters of authority from the office, which they will gladly produce on demand; these letters are generally drawn for a period of three months. Any members of the trade who may hear of any one canvassing for the JEWELERS' CIRCULAR-WEEKLY without such letters of authority are requested, as a favor, to notify the publishers at the earliest possible moment.

A. N. R. J. A.'s Convention Begins at Richmond.

THE sixth annual convenion of the American National Retail Jewelers' Association, which is now in session at Richmond, Va., promises to mark an epoch in the history of the association, and it is safe to say that the attention of the entire trade is centered upon the proceedings in Virginia, to an extent that has never before existed at these annual gatherings. In the past year the national association has made great strides, not only in numbers and in influence, but particularly by obtaining the serious consideration from retail jewelers of a class that have heretofore held aloof from organization work and have been averse to joining either the State or the national bodies. There is no doubt that the high ideals as to the jewelry trade expressed by President Roberts in his speeches before conventions and in his letters to the members of the A. N. R. J. A. generally (which have been so favorably commented upon by so many State associations) have done much to make many of the larger and conservative members of the trade realize that the organization, as it now exists, is a body working for the good of the entire trade and particularly for the business, social and moral development of retail jewelers as a class.

The proceedings of the present convention, which will remain in session until Friday afternoon, include discussions and lectures on a wide range of topics, as will be noticed from the program, and there is little doubt that all who travel to Richmond to participate in them will be amply repaid for their time and trouble. When it was first announced that the association had decided upon Richmond as a place of meeting the matter was taken as a joke, because it was believed that the city had been selected more in jest than in earnest as a result of an apostrophe delivered by a famous Richmond orator to the wonderful mint julep made in that town. However, the people and jewelers of Richmond, as well as the officers of the national association, by their work have shown that the decision was not a jest nor was it unwise, even though the convention takes place at a time of the year when the climate of Virginia is not at the most comfortable stage. It is the confident prediction of President Roberts that the meeting will be the most interesting ever held in the jewelry trade and the program an intellectual treat from start to finish. The manufacturers have shown their interest in the convention and their realization of its importance by sending a wonderful array of exhibits.

> To the man who is far behind times as to have no faith in the utility of his trade journal, I wani to ask two question: First, have you given the journal a chance to do anything for you? Second, what have you done for the journal?
>
> —*Frank Farrington, Author of "Store Management Complete," etc., etc.*

Why Are Smugglers Fined.

THE action of the Federal Courts recently in fining several large smugglers and not imposing any jail sentence as well, has called forth considerable comment both by the public and the press, as it seems to many that the imposing of fines alone on prominent smugglers has a tendency to take away from the effect of the good work that has been done by the collector at New York the officers of the department of justice in their warfare on cus oms thieves.

It was recently reported that the Secretary of the Treasury was in favor of fines instead of imprisonment for smuggling and it is now reported, that the Secretary opposes the publication of facts complied by him at the request of the Congress as to the cases to which he permitted smugglers to escape prison by paying back in fines part of the amount of which they have cheated the Government. Speaking of this report and of the rumor that the Secretary will request the Congressional investigators to keep the information to themselves, the New York *Times*, under the head "We Want to Know," said editorially last week:

Without assuming that this report is true—though it seems highly plausible—one can still raise the general questions whether it is really any wiser for the Government to compound felonies than for the private citizens to do it, and whether there is much, if any, need for having any State secrets at all. Of course it is strictly legal for a judge to impose at discretion either one of two penalties provided by statute for a given crime. Legal, too, is it for the Government's representatives to have and express a preference as to which of the two shall be selected. But when the result is so often the sending of poor criminals to jail and the accepting of fines from rich ones that this begins to look like an invariable discrimination, then—well, then it is no wonder that those responsible for the custom grow a little nervous as to the consequences of too much publicity and get extended views as to the number of things more properly done than talked about.

As for State secrets, no doubt there are not a few perfectly innocent businesses and negotiations, diplomatic and other, that are the more conveniently and effectively conducted out of the public's sight and hearing. But the number of businesses and negotiations thought to require secrecy by those engaged in them has been steadily and rather rapidly decreasing, of late years, and benefit, not harm, has resulted. So far, indeed, has the change already gone that now every resort to the policy

CROSS & BEGUELIN

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Latest Jewelry Creations in Staples and Novelties
Vest and Lapel Chains
Necklaces, Bracelets
Brooches, Buckles
Soldered Mesh Bags
Unbreakable Mesh Bags
Tools and Materials

23 Maiden Lane
NEW YORK

of concealment is viewed with dislike, if not with suspicion, by the public. Certainly it will have great difficulty in seeing why action taken in smuggling cases ever should be withheld from its knowledge.

If the report, as to the secretary's attitude, is correct, the *Times* seems to have summed up the situation in a nut shell.

New Enterprises.

H. E. Padway will shortly open a jewelry store at 617 Chestnut St., Milwaukee, Wis.

The Klatorik Optical Co. is the name of a new store opened at Binghamton, N. Y.

S. Jaffe has started in business on his own account at 463 Hastings St., Detroit, Mich.

W. E. Walker has opened a new jewelry store in the Barron block, St. Mary's, W. Va.

Solomon Rubin has opened a new jewelry store at 403 N. Eutaw St., Baltimore, Md.

J. R. Bell has opened a cutlery and silverware shop at 29 Stockton St., San Francisco, Cal.

Hulberg & Arneson is the name of a new store opened in the Lewis building, Farmington, Minn.

Emil Rose & Son have started in business for themselves at 1655 Champa St., Denver, Colo.

A jewelry repair shop has been opened by Spiess Bros. in the Bergman building, Norwood, Minn.

Russell A. Parcell has opened a new jewelry store in the Coughlan building, Pikesville, Baltimore, Md.

A new jewelry store has been opened at Newburyport, Mass., by A. Jacobson, who also has a store in Haverhill, Mass.

Mr. Frech has opened a new jewelry store at the corner of Tenth and Grand Aves., in the Mayer building, Kansas City, Mo.

The International Jewelry Store is the name of a new concern which has been opened on Wahconah St., Pittsfield, Mass., by Solomon Stein.

The Fink Optical Co. has recently been incorporated in Chicago. The incorporators are Edward J. Fink, Hal C. Billig, W. F. Austin, J. J. Roscoe, H. E. Schiele.

The Magenta Clock Co., Ltd., of Canada, has been incorporated with a capital of $10,000 to manufacture and deal in clocks, the head office to be in Toronto, Ont., Canada.

Frank Morgan and Charles Ott, giving their occupations as sign writers and their homes as Dayton, O., were arrested late Sunday afternoon by Detectives Hueftlein and Pflug, as they were boarding an interurban car in Cummingsville, O. The men were locked up at the Tenth District station on suspicion of being part of a trio of "pennyweighters" who worked the S. & H. Gilsey jewelry store on Race St., Cincinnati, and the Oskamp firm on Elm St. two weeks ago. Small articles totaling in value about $300 were stolen from both places. Otto told Lieut. Winters that he was formerly an actor, and he gave the police an impromptu vaudeville performance while he was in his cell last night. The prisoners deny knowing anything of the "pennyweighting" and say they were on their way to Hamilton, O., when arrested.

New York Notes.

George White, of West, White & Co., Pittsburg, has been spending a vacation in this vicinity.

G. A. Vinson, Baltimore, Md., returned to this city last week on the *Olympic* from a trip abroad.

Walter Daboll has severed his connection with G. C. Hudson & Co., for whom he was local representative.

H. W. Freudenheim, of Freudenheim Bros. & Levy, was in Pittsburg last week on business for his concern.

Herman Adelson, a diamond dealer, has moved his offices from 46 Maiden Lane to 501 Fifth Ave., corner 42d St.

Louis Hausmann, of T. Hausmann & Sons, New Orleans, La., is a visitor to the Maiden Lane district this week.

Louis Cohn, of Henry Freund & Bro., is one of the delegates of the wholesalers' association to the A. N. R. J. A. convention at Richmond, Va.

J. F. A. Finn, who was formerly with Loftis Bros. & Co., Chicago, is now a salesman for Meyerowitz Bros., this city. His headquarters are in Chicago.

Horace N. Peck, manager of the Manufacturing Jewelers Board of Trade, Providence, R. I., was in this city last week and visited the local offices of the Board.

Adolph Goldsmith, of Adolph Goldsmith & Sons, 68 Nassau St., accompanied by Mrs. Goldsmith, returned last week on the *Noordaam* after a two months trip abroad.

John W. Charlton has leased a store at 634 Fifth Ave. for a long term of years. The property was leased by Horner & Co. for the estate of Thomas R. A. Hall.

Ira Barrows, of the H. F. Barrows Co., 15 Maiden Lane, accompanied by Mrs. Barrows, sailed for Europe Thursday of last week on the *Kronprinzessin Cecilie*.

Mr. Levison, Sr., of I. Levison & Co., importers of diamonds, 45 John St., returned last Wednesday on the *Coronia* after a visit to the European diamond markets.

Ludwig Nissen, of Ludwig Nissen & Co., 182 Broadway, who has been abroad visiting different parts of Europe, started for this city on his return trip yesterday on the *Amerika*.

Louis Schoenberg, who is in charge of the New York office of the Lyon Mfg. Co., 37 Maiden Lane, has gone to Europe on a business and pleasure trip. He expects to return about Aug. 10.

William S. Pitcairn, 44 Murray St., who was on a visit for several months to the pottery represented by him, is about to start for home on the *Carmiana* which sailed yesterday from Europe.

B. Konijn, of Konijn, Frank & Shire Co., diamond importers, 65 Nassau St., returned from a trip to Europe last week. He made the return voyage on the *Mauretania* after a visit to the diamond markets.

Stern, Burger & Klein have removed their offices from 46 Maiden Lane to 51 Maiden Lane where they have larger facilities for carrying on the business of diamond setting, engraving and watch repairing.

Charles B. McNeff and George W. Miller, buyers for the firm of Brock & Feagans, Los Angeles, Cal., have been in this city during the past week. They made their headquarters at the office of A. Roseman, 9 Maiden Lane.

Samuel Heller, of L. Heller & Son, 68 Nassau St., accompanied by his wife and family, returned this week from an extended trip to Europe. Mr. Heller has been in charge of the European office for over a year. Jack Heller also returns to this city at the same time.

A hearing on the petition of Walter J., Henry M. and David N. Smith, formerly of William Smith & Co., manufacturers of chains, for a discharge from bankruptcy will be held next Wednesday at 10.30 A. M. in the United States District Court in the Post-Office building.

H. S. Michaels, of Schweiger & Michaels, importers of diamonds and manufacturer of jewelry, announces that he has acquired the interest of Mr. Schweiger and that the business will be continued under the style of the H. S. Michaels Co. at the present address, 170 Broadway. Proceedings to change the name are now pending.

The Royal Copenhagen Porcelain Co.'s wholesale office will be moved to 16 W. 33d St. in the near future. Emil C. Bromunn will go to Europe in a few weeks and will care for the American trade from the factory. He will make several trips a year to this country, in order to keep closely in touch with the American customers.

Notice has been published that the personal property belonging to the estate of Barnet Weiner, consisting of a general stock of brass antique ornaments and umbrella stands, jardineres, ink wells and a general assortment of brass ornaments, together with a quantity of office fixtures, will be sold at public auction at 224 Center St. to-day. Mr. Weiner was recently petitioned in bankruptcy.

The Board of United States General Appraisers has rendered a decision which is unfavorable to the claims of M. L. Bruce, regarding the classification of draw plates. The collector returned the merchandise for duty at 45 per cent. ad valorem as manufactures in chief value of metal. The importer claimed a duty at specific rates as forgings of steel. The protest was overruled and the finding of the collector affirmed

A. L. Thoma, Piqua, Ohio, president of the Ohio Retail Jewelers' Association, and J. R. Stebbins, Ashtabula, Ohio, ex-president of the same association, called at the office of THE JEWELERS' CIRCULAR-WEEKLY, Tuesday of last week. They were on their way to the annual convention of the American National Retail Jewelers' Association, which is being held this week in Richmond. They made their trip on the Old Dominion steamship line by way of Norfolk.

A man, 70 years old, with only one arm and defective eyes, who lives in a Bowery lodging house, was arraigned in General Sessions last Wednesday, charged with stealing a pair of spectacles. The complainant was the proprietor of a New York jewelry store. It was said in the old man's defence that he might have stolen rings or watches but that he had taken nothing but the glasses. He was sentenced to the penitentiary for three months.

Notice is given to creditors that Theodore H. Fishel, individually and as a member of Fishel, Nessler & Co., has filed a petition, dated June 16, praying for a discharge from all his debts in bankruptcy and all his creditors ordered to attend the hearing upon the petition before the United States District Court in the Post Office building, on Wednesday, Sept. 6, at 10.30 A. M., and show cause, if any, why the petition should not be granted. Opportunity will also be granted to examine the bankrupt. Nathaniel S. Smith is the referee in bankruptcy.

Within a few days the firm of William Wise & Sons, jewelers, at Flatbush Ave. and Fulton St., Brooklyn, will resume business which was interrupted by the recent fire. The firm has been established for more than 70 years in Brooklyn. The large stock of the firm is practically intact, none of the valuable jewelry and watches, which were kept in fireproof safes, being affected by the fire. The stationery department was most severely damaged, but the fixtures and the silverware were covered by tarpaulins and the loss was not severe. A force of men is at work on the ceilings, and the store will soon be ready for reopening.

A grateful man's plea for the man who once saved his life and later robbed him, brought a suspended sentence recently when a man who had pleaded guilty to a charge of burglary at the jewelry store of Selig Hocheisen, Coney Island, was arraigned for sentence. The man stole 12 watches. According to a statement made by the jeweler in court the man who had pleaded guilty to the theft saved the jeweler's life at Long Branch several years ago. The jeweler was swimming when the undertow took him far from the shore and he would have drowned had it not been for the assistance rendered by the prisoner. Judge Dike, before whom the prisoner was arraigned, suspended sentence.

An exciting foot race along Broadway, Tuesday of last week, preceded in the arrest of one of two men who had visited the jewelry store of Henry C. F. Nockin at Broadway and 85th St. about 5 o'clock that afternoon. After the men entered the store they sauntered about for a time and then left. The daughter of the proprietor who had been watching the pair from a balcony in the rear of the store, called to the clerk that the visitors had stolen something. The salesman at once started after them and one of the men was captured by the salesman, who by that time had attracted two other citizens to his aid. They turned the man over to the police who found in his possession two silver match safes valued at $5. The salesman said more than that was stolen, as the tray in the case which was rifled was almost emptied. When the prisoner was arraigned before Magistrate Freschi he said that he had met his companion only that morning and had been told by his new acquaintance he was going to buy a gold brooch. He explained that when they entered the store his companion slipped the match safes into his pocket and ran. He said he also tried to get away. He pleaded not guilty and

(*New York Notes continued on page 93.*)

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NEW YORK

1850 The Jeweler's Bank for half a century in the same location 1911

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Invites the Accounts of Jewelers

Will extend every facility that good banking will justify

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THE NATIONAL NASSAU BANK OF NEW YORK

Established 1852 Nationalized 1911

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Checks and Cable Transfers upon our own correspondents throughout the world

Resources

Over Fourteen Million Dollars

New York Notes.

(Continued from page 91.)

was held in $500 bail for trial. On Friday the plea was changed to guilty.

Levi Levy, Syracuse, N. Y., was a caller in the Maiden Lane district last week.

The entire force of Gorham travelers will be engaged in active canvass by Aug. 1.

Frank Jeanne, of Wm. S. Hedges & Co., 170 Broadway, will sail for Europe to day on the *Mauretania*.

Henry M. Kohn, of the Stein & Ellbogen Co., Chicago, sailed from this port Saturday on the *Finland*.

Newton H. Rogers, of Hayden W Wheeler & Co., returned from Europe on the *Mauretania*, last week.

Nathan Wolff, of N. Wolff & Co., returned, last week, on the *Mauretania*, from a trip to European diamond markets.

Betz & Vollmer, manufacturing jewelers formerly at 63 Nassau St., are now in their new quarters at 102 and 104 Fulton St.

Emanuel Fuchs has connected himself with the firm of Korones Bros., 16 Maiden Lane, whom he will represent on the road.

S. Korff has recently started in business as manufacturer of solid gold chain trimmings in Philadelphia. He is from this city.

Frank P. Kennedy, of the Paye & Baker Mfg. Co., 13 Maiden Lane, last week returned on the *Mauretania* from a trip to Europe.

H. I. Breidenbach, of R. A. Breidenbach, 51 Maiden Lane, will sail for Europe to-day on the *Mauretania* to visit the diamond markets.

Edward Holbrook, president of the Gorham Co., with Mrs. Holbrook sailed for Europe on the *Olympic* last Wednesday, to be gone until Oct. 1.

Wrenn Field, with W. G. Clark & Co., 7 Maiden Lane, left New York last Thursday for Maine, where he will spend a three weeks' vacation.

Augustus Whitpiitzhausen, with the Wightman & Hough Co., 15 Maiden Lane, is spending a vacation near this city. Much of his time is being given to motor boating.

The offices, salesrooms and stock room of the Whiting Mfg. Co. are being moved from the 10th floor to the fourth floor of the Silversmiths building, 15 Maiden Lane.

A delegation of New York jewelers are in attendance at the annual convention of the American National Retail Jewelers' Association at Richmond, Va., this week.

Leopold Adler, of L. Adler & Son, 142 Fulton St., New York, died yesterday morning after an extended illness. Fuller details will appear in the next issue.

George Frey, of Ford & Carpenter; Robert Curran, representing Arnold & Steere, and Ralph Hoxsie, local salesman for Mason, Howard & Co., started last week for a business trip in the Middle West.

Harry Booth, local representative for Sturtevant & Whiting, and Robert Squire, who represents E. I. Franklin & Co., in this city, left Saturday to spend a two weeks' vacation on an automobile trip.

Robt. H. Ingersoll & Bro., 315 Fourth Ave., have a fine display of Ingersoll-Trenton watches at the American National Retail Jewelers' Convention in Richmond, Va., this week. The concern is represented there by Mr. Roeder and A. S. Hawley.

The chest of silver that is to be presented to retiring President Dobbs, of the Associated Advertising Clubs of America, this week by the Advertising Clubs of the east, of which Richard H. Waldo is secretary, was purchased from the Gorham Co.

D. B. Goetz has been incorporated into a jewelry business in Queens county, with a capital of $2,000. The incorporators are: Henry H. Spitz, 119 Broadway, New York; Dora B. Goetz, 531 Schenck Ave., Brooklyn; Jacob H. Schenck, 302 Broadway (attorney).

The Weintraub Lehrer Co. of New York has been incorporated with a capital of $10,000. The incorporators are: Louis Diamant, 132 Nassau St.; Attorney Herman Sperling, 234 E. 121st St.; Joseph A. Juster, 239 E. 68th St., and Max Weintraub, 960 Kelley St., Bronx.

The July *Bulletin* of the National Association of Credit Men contains a complete report of the proceedings of the 16th annual convention of the association held at Minneapolis, Minn., in June. Several other articles of general business interest are also included in the *Bulletin*.

Among out-of-town buyers in this city during the past week were M. L. Goodman, jewelry buyer for Levy Bros. Dry Goods Co., Houston, Tex.; T. D. Reagan, buyer for the Daniels & Fisher Stores Co., Denver, Colo.; Miss N. King, buyer for the John Taylor Dry Goods Co., Kansas City, Mo.

The firms of Hirson & Silverman, 71 Nassau St., and the Diamond Importing Co., 11 Maiden Lane, have combined and will be known in the future as the Diamond Importing Co., with offices at 71 Nassau St., also at Amsterdam and Antwerp. S. Weinstein, of said firm, sails Saturday next as foreign correspondent.

Deputy State Comptroller Julius Harburger last week filed in the Surrogate's Office the appraiser's report of the estate of Louis Strasburger, who died at his home, 5 W. 73d St., Aug. 21, 1909. The estate is divided among three sons, Alvin L., Byron L. and Mortimer L. Strasburger, and is valued at $738,938.28. Several charitable institutions receive bequests of from $1,000 to $10,000.

N. Anusewitz, 37 Clinton St., New York, reports that a man visited his store July 29 and stole a watch case. He purchased two 14-kt. gold hunting 16-size cases from Mrs. Anusewitz, and asked to have a movement fitted in one of them, and while this was being done he walked out of the store with the other one, leaving in its place a brass case, without paying for either. The missing case was number 562,156.

North Hudson Police Departments have been appealed to by jewelers of that section for extra protection, in view of the recent and daring robberies in New York. They fear that with the advent of the thieves into River Edge and Hackensack recently, the North Hudson section will be next attacked. One of Union Hill's largest jewelers recently had an experience which has made him take extra precautions, and makes him believe that he had a narrow escape from robbery. A man, well dressed and smooth shaven, came in the store while the young woman clerk was there, apparently alone. He said he desired to see some diamonds, and inquired the price of a large stone in the case. He was told that it was valued at $500 and made several successive inquiries regarding its value, apparently desiring to have the well-filled tray upon which it lay, brought within his reach. The young woman, however, noticed another man loitering outside and when the one in the store asked outright to see the stone, she rang the bell for her employer. When the diamond buyer saw that the girl was not alone, he made excuses and said not to bother about bringing the stone out.

Minneapolis and St. Paul.

Thoen Bros. Co., St. Paul, have gone into bankruptcy, with liabilities of $180,000 and assets of $158,000. The company conducted a general store with a jewelry department. A new company is projected to start business at their stand.

C. I. Kelliher, of the tool and material department of Sischo & Beard, St. Paul, has been spending his vacation at his home in Northern Minnesota. Robert Hamp, with the firm, spent his vacation at Alexandria, Minn. Roy Walker went to Fond du Lac, Wis.

A. I. Shapiro & Bro., St. Paul, have moved into a new building at the corner of 7th and Minnesota Sts. During the time of its erection they were in temporary quarters in an adjoining building. The new structure is of white enameled brick front, and presents a very attractive appearance.

W. R. Cooper, of S. H. Clausin & Co., Minneapolis, has returned from an extended eastern trip of three weeks. He went to Montreal, Boston, the Attleboros, Providence, New York, Philadelphia and Chicago. The trip included visits to all the leading factories whose goods this house handles.

Visitors from the country in the Twin Cities during the week included: Wm. Plackner, Benson, Minn.; T. P. Culshaw, Minneota, Minn.; C. G. Blakeslee, Gettysburg, S. Dak.; O. Larson, Bowdle, S. Dak.; J. M. Chalmes, Lake City, Minn.; A. G. Sherf, Red Wing, Minn.; Mrs. A. B. Morrison, Conrad, Mont.; Mrs. H. F. Towne, Okanogan, Wash.

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News Gleanings.

F. F. Vann, Pineville, La., has moved to Alexandria.

Sabino Lujan, El Paso, Tex., has moved to Las Vegas, N. Mex.

John S. Hoover has succeeded A. M. Brandt, Campbelltown, Pa.

C. G. Hodges has succeeded John B. Richardson, Vineland, N. C.

John M. Jenkins, Fort Bayard, N. Mex., has moved to Flatridge, Va.

Chas. Swedberg has succeeded Swedberg & Anderson, Hopkins, Minn.

LaRue & LaRue have succeeded A. J. McCullum & Co., Dexter, Mo.

Ed. J. Youngquist, Centuria, Wis., is closing out his stock of jewelry.

Isaac Chinitz, Pottsville, Pa., has transferred his business to Mahanoy City.

Tom Wilson has become successor to John C. Gunderson, Vienna, S. Dak.

Mark W. Hill, Little Valley, N. Mex., has been succeeded by James B. Brown.

Spiess Bros. have opened a jewelry repair shop in the Bergman building at Norwood, Minn.

Hulberg & Arneson have opened a new jewelry store in the Lewis building at Farmington, Minn.

John E. Campbell, Highmore, S. Dak., has been succeeded in his business by Campbell & Musser.

J. P. Every, of Clarion, Ia., is in Allison, Ia., looking up a location for a new jewelry store, which he expects to open.

Adolph Meier, with Eckert's jewelry store, Marengo, Ia., has returned from a vacation trip through Colorado, Idaho and Utah.

A. Caine, 510 Congress St., Portland, Me., who has been ill for the past year, has gone to Arizona for the benefit of his health.

W. O. Thiery, who represents the Illinois Watch Co., has just finished his trip through Maine and reports very successful business.

L. Gilbert Shryock, Clarendon, Ark., was adjudicated bankrupt July 19. The first meeting of his creditors was held on July 31 at Helena.

Aaron A. Schafer, a jeweler of Grundy Center, Ia., bought the music stock from his brother, and will run it in connection with his jewelry store.

Hugo P. Schmidt, formerly with the Goldschmidt jewelry house of Davenport, Ia., has gone to Richmond, Va., to take charge of the jewelry department in a large store.

Lester D Clark, a jeweler and optician, Springvale, Me., who was married June 28 to Miss Myrtie Garvin, of the same town, has been receiving the congratulations of his friends in the trade since his return from his honeymoon.

J. A. Miner, who for 12 years past has been in charge of the department of elementary watch work in the horological department, Bradley Polytechnic Institute, Peoria, Ill., has resigned and will locate in the business in the near future. Fred C. Brown, who has been his assistant for a number of years, will take charge of the department.

The Kohn Jewelry Co., Missoula, Mont., made the jewel-studded badge which was recently presented to E. D. Weed, of Helena, vice-president of the Montana organization of the Eagles. The presentation was made at Miles City, and the badge is said to be one of the handsomest Eagle jewels that has been made in that section of the country.

I. A. Deisher, Reading, Pa., recently reported to the police that he had been robbed of a $100 ring by a well dressed woman who called at his store, 514 Penn St., and paid $1 deposit on a purchase. The clerk, who noticed the ring was missing, accused the woman, but she denied the charge. He followed her to a business building and notified a detective, but a thorough search of the building was without result. It is believed the woman escaped through the rear.

John Jacob Bausch, the head of the Bausch & Lomb Co. optical factory, Rochester, N. Y., celebrated his 81st birthday, Friday night, by a family dinner at his home, 1053 St. Paul St. There were 18 present. Mr. Bausch is quite active. On his 80th birthday six years ago he gave $10,000 to the Henry Lomb fund for the aid and relief of employes or their families who were in need, and on his 65th birthday he gave his employes an extra week's pay.

A celebration of unusual interest is that of the 60th anniversary of the founding of the business of the H. F. Barrows Co., North Attleboro, which occurred the first part of July. It was on July 1, 1851, that Henry F. Barrows started the manufacture of chains in a small wooden building at Attleboro Falls with six operatives to aid him. In the early days there was associated with him James H. Sturdy, the firm at that time being Barrows & Sturdy. In 1859 Mr. Sturdy withdrew and Louis A. Barrows and E. S. Richards became partners in the concern, and the firm name of H. F. Barrows & Co. was adopted. Louis A. Barrows died in 1860, and Mr. Richards withdrew in 1862. About this time the business was removed to North Attleboro from the Falls and to a building which was occupied continuously by this concern until the completion of the new factory. In 1887 Henry F. Barrows withdrew from active participation in the business, and the ownership and management devolved to his two sons—H. F. Barrows, Jr., and Ira Barrows. May 27, 1904, Henry F. Barrows died. In 1903 the firm name was changed from H. F. Barrows & Co. to the H. F. Barrows Co. and the company was incorporated under the laws of Rhode Island. The personnel of its officers has remained unchanged since its incorporation. The president is Ira Barrows, who has charge of the New York office; the treasurer is Harry F. Barrows, who has charge of the factory; the secretary and assistant treasurer is Louis D. Barrows. After occupying quarters on Broad St., North Attleboro, for more than half a century, the firm moved, Aug. 20, 1907, to its new home on the corner of Washington and Chestnut Sts. Equipped with 25,000 feet of floor space, which would allow 500 operatives if necessary, the firm enjoys a building that has been judged a model shop from every standpoint.

Louisville, Ky.

Parks Avery, of Leonard Huber & Son, W. Jefferson St., near Fourth Ave., is planning a trip through eastern Kentucky to be enjoyed next month.

Edward Krull, of Rodgers & Krull, at 518 S. Fourth Ave., is planning a long vacation trip the early part of next month through the east, accompanied by Mrs. Krull. The couple will visit Atlantic City, New York and Washington.

Brainard Lemon, of James K. Lemon & Son, on Fourth Ave., near Green St., in Louisville, was recently elected a director of the Central Life Insurance Co., one of the newest life companies in the south, formed by W. H. Gregory, of this city, with a tentative capital of $500,000. It plans to operate in Kentucky and Louisiana.

F. M. Bunker opened up a modern jewelry store at 221 Broadway in Ashland, Ky., last week. The store occupied by him was recently remodeled especially for the purpose and is equipped with what is reported to be one of the largest and most up-to-date stocks in that section of the State. Mr. Bunker but recently moved to Ashland, but is now established there with his family as a permanent citizen.

Frank & Merz, manufacturing jewelers, Fourth Ave. and Green St., made one of the handsomest watch-fobs last week that has been seen in Louisville for some time. The fob was an Elk design and contained a handsomely polished elk's tooth in a valuable gold mounting in the form of an elk's head. On the other side of the setting the clock insignia of the B. P. O. E. was worked in rich white and purple enamel. The elk's eyes were formed of handsome rubies.

Horace H. Newmark, proprietor of the Gem Jewelry Shop at 420 S. Fourth Ave., recently announced that on or about Sept. 1 a doubly-enlarged "Gem" will be thrown open to the public. Mr. Newmark has made arrangements to secure the shop next to the present "Gem," and is having the property altered so that approximately double the floor space of the present establishment can be added by the opening of the fall season. He is now conducting a remodeling clearance sale.

William Kendrick's Sons, 460 Fourth Ave., are exhibiting in their window one of the most interesting pieces of bronze ever seen in Louisville. It is a statuette of Nancy Hanks, the famous racing mare belonging to John E. Madden, which was one of the first thoroughbreds from the Bluegrass country to win over all the eastern cracks and establish Kentucky's reputation far and wide as the home of superb horseflesh. The statuette is made of the finest bronze and was modeled by J. L. Roop, the well known Kentucky sculptor, who is now in New York. It is true to life in every detail and will serve as a miniature for Mr. Roop in modeling a life-size statue of the renowned thoroughbred, which is to be placed on the beautiful Madden farm near Lexington, Ky.

George W. Kate has completed improvements on his store at Newton, Kan., and his establishment, which is now opened to the public, is one of the handsomest in its vicinity.

Newark.

Albert Allsopp spent part of last week at Deal, N. J.

Richard H. Veale, Jr., visited the trade in the various New Jersey cities last week.

Mr. and Mrs. Ferdinand J. Herpers are spending the Summer at Ocean Grove, N. J.

G. W. Cureton, of the Newell Mfg. Co., Chicago, was among the recent visitors to Newark.

J. DeWyngeart, of the Wyn Co., 93 Lafayette St., has returned from a trip through New York State.

George D. Merrill, of the Merrill Bros. Co., 22 Green St., is spending his three week's vacation at West Harwich, Mass.

W. B. Michaels, of Garvin Spence, Broad St., has returned from his vacation, which was spent in the Pocono Mountains and at Cornwall-on-the-Hudson.

Arthur H. Moore, of the firm of Moore & Sons, Inc., 22 Green St., is attending the retail jewelers' convention, which is in session at Richmond, Va., this week. He is displaying a line of samples of goods made by his firm.

Fred Felger, of F. & F. Felger, 42 Marshall St., left last week for a weeks' trip through the middle west in the interests of his concern. F. C. D. Bonner left Monday for a trip through New York State for the same company.

W. H. Schwartz, a manufacturing jeweler at 555 Mulberry St., won the first prize for the longest throw at the casting tournament held recently at Belmar, N. J., under the auspices of the Belmar Fishing Club. The prize was a silver loving cup.

Fred T. Long, of Allsopp & Long, 473 Washington St., visited Boston and other New England points last week. William T. Loud, who has just been engaged by Allsopp & Long to represent them on the road, spent last week visiting the trade through New York State.

Charles E. Meek, of New York, formerly secretary of the National Association of Credit Men, was the guest of honor at the noon-day lunch of the Newark Association of Credit Men which was held on the roof of Hotel Navarre on Wednesday of last week. After the luncheon an entertainment was furnished by vaudeville talent from one of the local theaters.

The funeral services of Robert Larter, father of Roland Larter, a manufacturing jeweler of this city, were held at Uncas, Lake George, on Sunday of last week, and interment was at his late home city, Livingston, N. J., on the following Tuesday. Mr. Larter went to Uncas early in June for the summer. He was 79 years old and death was due to the infirmities of old age.

E. M. Childs is on a trip through the South in the interests of Kohn & Co., Camp and Orchard Sts. F. M. Van Houten, another salesman from the same firm, left a few days ago for a trip which will include visits to the smaller places in the South and in the middle west. Edmund P. Kohn, of this concern, has returned with his family from Belgrade Lakes, Me., where they have been spending the month of July.

The factory of Durand & Co., 49 Franklin St., closed last Saturday and will be closed until Monday, Aug. 14. While the factory is closed the machinery will be overhauled and general repairs will be made. The employes of the firm will take their Summer vacation trips during the shutdown. W. J. Anton, a salesman for this concern, has returned from his vacation and is preparing to resume his trips in the interests of his company.

The concern of Browne, Jennings & Lauter, which has been incorporated under the laws of the State of New Jersey with a capital of $100,000, has paid in $56,000. The officers of the company are: James A. Browne, president; C. J. Lauter, vice-president; C. P. Jennings, secretary and treasurer. The offices are at 48 Walnut St., Newark, N. J., and at 49 Maiden Lane, New York. The concern will manufacture platinum and gold jewelry and do special work from designs.

A meeting of the Jewelers' Baseball League was held at the office of the American Oil & Supply Co. on last Friday night and was attended by all members. The game of July 22 between the Shiman-Miller Mfg. Co. and Herpers Bros. was postponed to Saturday, Aug. 5. Mr. Hess, of the Carter-Howe & Co. team, made an appeal on behalf of Mr. Shiman, of the Shiman-Miller Mfg. Co., and Mr. Ferrill, of Carter-Howe & Co., regarding the disputed game of June 24. He asked that this game be left entirely to each team in question for satisfactory settlement, and the board decided that the matter be settled in that way. In case no agreement can be reached, the decision of the board of June 29 will stand. This would give the game to the Shiman-Miller Mfg. Co. by forfeit, because the Carter-Howe & Co. refused to abide by the decision of the board. Arrangements are under way for the outing at the end of the season and a general good time is being planned for all who attend. The time and place will be named later.

The new factory building of Day, Clark & Co., at 449 Washington St., has been completed and the firm is now doing business in its new home. On the eve of the occupancy of the new building a reception to the employes was given by the firm. There was music and dancing until a late hour, after which refreshments were served. On this same evening the employes presented to the firm a huge floral horseshoe across which was the word "Success." The structure cost $15,000. It is made of brick and is three stories high. The floors are of mill construction and the frames and sashes are of metal. The stairway runs up a fireproof tower entirely separate from the main building, connecting on each floor with the building. On the opposite side are the fire escapes. There are no safes and all valuables are gathered each night from the various floors and sent by dummy elevator to the first floor, where they are stored in an immense fireproof vault 10 by 14 feet. A gas engine furnishes the power for the machinery. Fire alarm and telephone systems are soon to be installed. The offices are on the first floor.

D. H. Lesher, Robins, Ia., has moved to Marion.

Washington, D. C.

A. D. Prince, of R. Harris & Co., has been suffering from an attack of stomach trouble.

George W. Spier has received word of the illness of his daughter, who is spending the Summer out of the city.

The Washington Watchmakers' Institute, formerly located at Mt. Vernon Pl., has been moved to 3337 20th St. N. W. Geo. D. Parsons is the principal.

Carl A. Doubet, 1402 14th St., N. W., is having the interior of his store remodeled. A steel ceiling is being put in and up-to-date electric light and other fixtures installed.

G. D. Parsons, president of the Washington School of Watchmaking, has prepared an interesting paper which he will read at the Richmond convention.

The trades interest committee of the Retail Jewelers' Association of the District of Columbia has taken up the question of cut-rate advertising, and a special appeal has been made to all members of the association to establish a uniform price on certain classes of repair work.

Among the Washington jewelers who left on Monday to attend the A. N. R. J. A. convention were M. H. Fearnow, W. J. Kettler, A. O. Hutterly, Ben Greenberg, William H. Oringe, G. D. Parson, A. D. Prince, John Hansen, Carl Doubet, Milton Baer, George W. Spier and Charles Schwartz. All of the delegates to the convention left Washington wearing badges inscribed "R. J. A., Washington, D. C."

Albany, N. Y.

A new factory is being erected by Quayle & Son, manufacturing jewelers, which will be ready for occupancy in about four weeks.

Albert Lawtenslager, a veteran Albany jeweler, whose place of business is 71 N. Pearl St., was a subject of a long article in the Albany *Press* recently, in which it was stated that he had not taken a vacation in over 12 years but had been constantly at work. Mr. Lawtenslager, who is 87 years old, has been a hard worker all his life, but in spite of his advancing years, has attended business every day except Sunday and enjoys the best of health.

There has been an unusual increase in visits to the jewelry stores in this city by people who want to set their watches, which was in great part due to the fact that the clock in the County Building had not been running correctly but has been from an hour and a half to two hours slow. The condition of the clock has been a subject of much comment by the public and the newspapers, as perhaps no timepiece in Albany is looked at as much as is this one.

John Sherratt, Wellman, Ia., has been succeeded by James A. McNeal.

A fire at Seymour, Ind., July 25, resulted in a property loss of over $86,000. Among the sufferers was William Stratton, a jeweler, whose household effects were damaged to the amount of $800.

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Manufacturers of Solid Gold Set Rings



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Canada Notes.

J. M. Jerome, Tillsonburg, Ont., has removed to Wingham, Ont.

E. L. Mitten, Tilbury, Ont., has sold his business to G. H. Hillmer.

J. Bulger, has sold his business at Vancouver, B. C., to V. W. Taylor.

Douglas Mire has registered with Mire Bros., diamond merchants, Montreal.

The store of David Weiner, Cornwall, Ont., has been entirely destroyed by fire.

H. B. Kent, of Kent's, Ltd., Toronto, Ont., is enjoying a vacation at Narragansett Pier.

John S. Gray & Son, of Prince Rupert, B. C., have given a chattel mortgage for $5,000 to R. Hemsley.

A writ has been issued by E. R. Redden (spec. ind) against Samuel Porte, jewelry, Glace Bay, N. S., for $58.

Martin J. Roche and A. E. Mallette, the jewelers burned out by the fire which destroyed the town of Cochrane in Northern Cochrane, will resume business in that town, which is being rapidly built up.

Out-of-town jewelers calling on the Toronto trade last week included: H. L. Jackson, Brussels; C. H. Knowlton, Windsor; J. Park, Bradford; W. H. Smith, Oakville, all Ontario; and W. M. Campbell, Brandon, Man.

The report of failures during the second quarter of 1911 published in *Dun's Bulletin*, shows 55 failures of Canadian dealers in jewelry and clocks, having liabilities aggregating $396,682, as against 50 failures with total liabilities of $533,001 for the second quarter last year.

J. H. G. Sturman, Jr., and W. H. McBeth, New York, who had been charged with conspiracy to defraud Mire Bros., diamond merchants, Montreal, of $8,800 worth of diamonds, were discharged on Monday last by Judge Basin, sitting in the Montreal Police Court.

The Magnet Clock Co., Canada, Ltd., has been incorporated under the laws of Ontario with a capital of $10,000 and head office at Toronto, to manufacture and deal in clocks. John C. M. MacBeth, Cecil R. Anderson and Harold W. Shapley are named as provisional directors.

W. H. McBeth and G. H. Sturman, arrested at Montreal on a charge of conspiring to obtain diamonds of the value of $8,000 from Mire Bros., were acquitted by Judge Basin on Wednesday, July 26. McBeth has brought an action, claiming $10,000 damages for false arrest.

Stanley Jones, aged 25 years, was arrested at Hamilton, Ont., on Monday, July 24, charged with stealing a diamond valued at $150 from the store of J. C. Diggins. When looking at goods he picked up the diamond and putting it in his pocket ran off. He was followed by one of the proprietors and given in charge. He was committed for trial.

H. Pearce, 1667 Notre Dame St., Montreal, has purchased Dominion Sq. Methodist Church and the site upon which it stands, facing Dominion Sq., from the corner of Dorchester and Windsor Sts., Montreal, one of the finest business situations in the city, for the sum of $340,200. The property has been bought by Mr. Pearce as a business investment, but he does not intend to put up any store here before next year.

Buffalo, N. Y.

Mr. and Mrs. Albert Zilliox are attending the national convention at Richmond, Va.

Frank Hammond, 51 Seneca St., this city, celebrated his 42d year in business at that address July 29. Mr. Hammond acts as general watch inspector for most of the roads coming into Buffalo, and is well known in the trade.

Jesse Stubenford, who had been employed for a number of years at William Comerford's store, 14 S. Division St., died on July 28, leaving a widow and two children. He was active in a large number of organizations.

The tourist trade finds a pleasant shopping place at T. C. Tanke's store, 378 Main St., where an attractive display has been made of souvenir spoons, glass and silver novelties and the inexpensive brooches and hair ornaments.

An auction sale of the entire stock and fixtures of the late Julius Clegg, jeweler, at 14 E. Seneca St., took place on Tuesday, Aug. 1, at the store. The sale was by order of the administratrix and under the supervision of John F. Turner.

A demand is being made through the Buffalo *Evening News* by the business men of Bailey Ave. for a new park. Among the prominent men interviewed on the subject by the *News* was Herman Reinhardt, a well-known jeweler, who made a strong argument for the location of the park in that district.

A terrific gale, which lasted for two days in Buffalo, did a great deal of damage, both along the lake shore and in the heart of the city. The jewelry store of Moses Cohen, 201 Main St., was badly damaged, the electric sign being blown down and threatened the lives of passersby. A detail of the fire department was required to make the necessary repairs. The big plate glass window where a special display of jewelry was located in a department store blew out into Main St. and was shattered. Fortunately no one was injured.

The big event of the week was the 11th annual outing of the Buffalo Jewelry Manufactory empioyes, which was held at Cascade Park on Sunday and which was largely attended. Trains left Michigan and Exchange Sts. at 9 A. M. and at 2 P. M. Band music was an enjoyable feature of the day's program and athletic games occupied the afternoon with dancing in the afternoon and evening. The committees in charge were, Jacob W. Strauss, chairman, and George C. Straub, treasurer, and William C. DeWitt, assistant treasurer of the arrangements committee. The refreshment committee was comprised of Adam Schmitt, F. Mary, William Betts, Harry Fink and C. Seib; dancing committee, Leo Fritiche and H. Ruppe; concessions, J. W. Straub, D. Moser and G. Straub; transportation, Charles Reining, Charles Bohn, Charles Bauer, A. Jessel and Joseph Schwegler.

Andrew M. Wesson, Lubbock, Tex., has moved to Slaton.

Connecticut.

The jewelers of Stamford, on Atlantic St., Main St. and Park Row, have entered into an agreement to close their stores at 6 P. M., except Saturday, and except from Dec. 15 to 25. The agreement went into effect July 31.

Friends of Hon. Thomas D. Bradstreet, of the Seth Thomas Clock Co., Thomaston, are booming him for the nomination for governor of the Republican ticket. Mr. Bradstreet was born Aug. 1, 1841, and entered the Seth Thomas Clock Co. in 1873, and worked himself up to vice-president and general manager. He has been prominent in politics and has represented his district both in the House and in the Senate. He was also elected as State Controller in 1898. He was chief of the Thomaston fire department for many years.

In John Malowiejeski, arrested in Meriden, July 25, the police of that city believe they have captured a clever thief. Malowiejeski was one of the foremen in factory "H," of the International Silver Co., from which, it is alleged, he stole several hundred dollars' worth of flat ware, which was sold in Southington. The police claim that they have recovered $100 worth of the goods. They also make an additional charge of bigamy against the man. The factory officials were not aware of the thefts until after the police had developed the facts in the case.

The annual Summer outing of the Connecticut Opticians' Association will be held at Morris Cove, Aug. 4, and it is expected that about 150 members of the association from all parts of the State will be present. The business meeting will be held early in the day and a number of interesting papers and addresses have been arranged on topics of interest to those in this profession. The annual dinner will take place at the Shoreham, and in the afternoon the program provides for a number of pleasure trips. C. M. Parker, of this city, is president of the association.

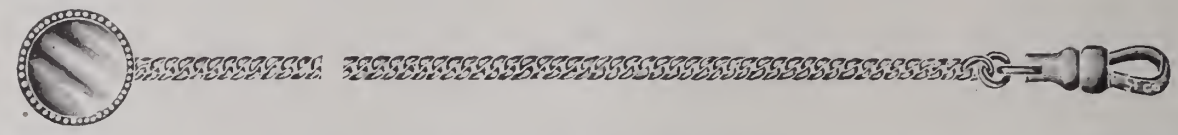
In connection with the legal steps which are being taken to wind up the affairs of the Bannatyne Watch Co., it is stated that a civil action for dissolution is now pending, and is to be heard in the Superior Court at New Haven on the first Tuesday in September. Austin Brown, of Boston, is the complainant in the case. In the complaint he says that he is one of the stockholders and that he holds 110 of the 750 shares issued. The company was organized in this State in 1907. Its business is unprofitable and its assets are in danger of waste by attachment and litigation, and the further continuance of the business of the said company, except for the purpose of winding up its affairs, will result in further loss and irreparable injury to the stockholders. It is prayed that temporary receivers be appointed forthwith to wind up its affairs and that the company be dissolved.

The Klatorik Optical Co. recently opened a new establishment in Binghamton, N. Y. Vernon H. Quick is the local manager. The promoters of the company are said to be Rochester optometrists.

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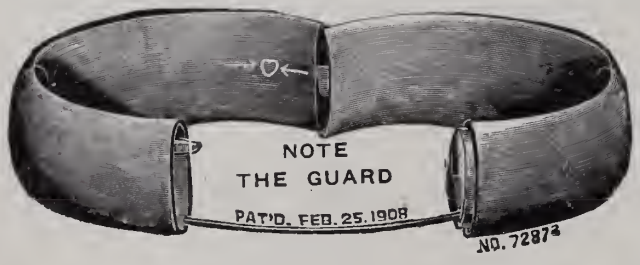
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11 John Street NEW YORK

Pittsburg.

D. F. Walton, of W. W. Wattles & Sons, is at Atlantic City for a few weeks.

George R. Pierce, of the Rodney Pierce Optical Co., is in Ohio spending his vacation.

W. J. Van Essen is spending a few weeks in the Canadian lake regions hunting and fishing.

H. W. Freudenheim, of Freudenheim Bros. & Levy, New York, was in Pittsburg last week in the interest of his firm.

W. S. Bickert and J. S. Bickert, of the I. Ollendorf Co., left last week for an extended western trip in the interest of that concern.

Wilson C. Atkinson, who recently opened in the Jenkins arcade, reports that his business is increasing so rapidly that he coul use much larger quarters.

Joseph Kaiser was in Pittsburg last week for a few hours, on his way to Brownsville, Pa., where he is managing his brother's business while the latter, W. F. Kaiser, is enjoying a vacation.

Murray Means, James Brown and W. Warren Mather, all of the Marsh-Brown-Mather Co., left this week for the west on their Fall trip for that concern. Business is reported as very good.

A. C. Gies has been in Butte, Mont., for several weeks visiting on his brother's ranch. He will also visit Yellowstone Park. His brother, John Gies, has been looking after his business interests here.

The agitation to build the proposed new city hall on the site of the present Market house has been renewed in Pittsburg. All jewelers in the vicinity of the market want the new city hall built on this site.

P. J. Gillespie, of Gillespie Bros., is in New York State on a vacation. Walter A. Seth, of the same concern, is visiting his parents at Lancaster, Pa., while Miss Irene Richards is at Cambridge Springs.

The firm of Feigenbaum & Snider, in the Schmidt building, has been formally dissolved. The members of the firm divided the stock of jewelry on hand and have gone west to seek new locations.

J. Alexander Hardy, of the Hardy & Hayes Co., and his wife and daughter are spending a few weeks in Nova Scotia. H. B. Hayes, of the same concern, and family are at West Yarmouth, Mass., for a few weeks.

Harry Heeren, buyer for Heeren Bros. & Co., left this week for Somerset, Pa., to spend his vacation. William Heeren, of the firm, who has returned to the store after a long illness, continues to grow daily in strength.

Oscar Federbusch, Monongahela, Pa., who has been located on the main street of the town, will shortly move into much larger and more commodious quarters in the best section of that thriving community. His business is increasing.

The marriage of Mrs. Sophia Hautman, Beaver Falls, who is engaged in the jewelry and optical business there, to a prominent physician of that city was announced here last week. Mrs. Hautman has been receiving the congratulations of her friends.

Alfred Earley, of the A. A. Kilton Optical Co., well known to the local jewelry trade, who went to Cugahoga Falls, O., a week or 10 days ago on a vacation, was stricken with appendicitis. He was removed to a hospital, where he submitted to an operation. He is reported to be improving.

August Loch will not be able to attend the American National Jewelers' Association convention this week at Richmond, Va., where he was to have made a speech, as he is in Yellowstone Park enjoying the wonders of that place. He has sent his regrets to President Steele F. Roberts, of Pittsburg.

The E. W. Hill Co., successor to Goddard, Hill & Co., has finally renovated its entire establishment, the painters having left the place last week. The new entrance to the store is completed and the remodeling of the building finished, these alterations having covered a period lasting five or six months.

J. H. Wattles, of W. W. Wattles & Sons, left for a visit to his Summer home, Marigold Lodge, on Bay View, Lake Chautauqua. C. W. Wattles and his nephew have returned from Yellowstone Park, coming from Duluth, Minn., to Cleveland by steamer. D. F. Walton, of the same house, is at Atlantic City.

The State government has changed the spelling of Pittsburg, adding the "h," which is used and always has been as the official way of spelling the name of the city, by the city government. Heretofore the State government dropped the "h" and many in Pittsburg spelling without adding this letter, but the "h" is now largely used.

Charles R. Munhall, the newly elected president of the Jewelers' Duckpin League, who was with Charles Terheyden, Jr., for 19 years, has engaged in the engraving business for himself in room 510 of the Diamond National Bank building. His long association with the trade has caused him to do well since he opened for himself.

W. O. Harrison recently bought a 25-acre farm on the Harmony branch of the Butler Street Railway Co., but now there is a strike on the line and several times he has been compelled to drive 14 miles to reach the nearest railroad. As a result he has been compelled to spend his nights at his Winter home in Avalon, while his family enjoy the cool breezes of the Butler county district.

The J. C. Grogan Co. is showing in its display windows the trophies which will be competed for by the regiments of the Pennsylvania National Guard, which will camp at Mt. Gretna from Aug. 3 to Aug. 12. The trophies are made of silver and copper and are known as the Trexler and Karl trophies. There was much competition on the part of the eastern jewelry houses to land the order, but the Pittsburg house was victorious in the conquest. The trophies are in the nature of tablets.

President Steele F. Roberts, of the American National Retail Jewelers' Association, left Saturday night for Richmond, Va., to preside over the annual session of the convention which opened there yesterday. He carried with him the handsome banner which he will present to the State, which shows the largest gain in membership in the association during the past year. The banner is made of blue silk and trimmed in handsome gold fringe and fastened to a spear head rod of artistic design.

A resolution has been offered in Pittsburg Council calling for the appropriation of $90,000 to buy a plot of property from J. C. Grogan, the well-known jeweler, to be used for park purposes. The measure was offered by Enoch Rauh, president of the Pittsburg Association of Credit Men, who is a member of Pittsburg's new city council of business men. Mr. Grogan's property is opposite Highland Park, and it is understood that it is desired for the purpose of straightening out some lines there.

The following out-of-town buyers were in Pittsburg last week purchasing Fall goods: F. H. Hayes, Washington; Tom Tomlinson, Charleroi; F. A. Heberline, Ambridge; J. S. Barnes, Duquesne; Frank Bloser, New Kensington; C. W. Hoffman, Latrobe; F. B. McKinley, Washington; A. B. Kurtz, Connellsville; L. L. Swan, New Castle; S. S. Snyder, Dayton; A. C. Graul, Sharpsburg; A. Katzenmyer, Burgettstown; Mrs. R. A. Noble, Wellsville; Mr. Hawkins, Snyder & Hawkins, New Castle; Asa Joseph, Donora; W. J. Horton, South Sharon.

J. Longhrey Roberts, of J. M. Roberts & Son Co., left Sunday night for the convention city, as did also C. S. Wiley, secretary of the Pennsylvania Retail Jewelers' Association, W. F. Steinmacher and W. W. Warrick, of Pittsburg, and this city will be ably represented. President John M. Roberts, of the Pennsylvania association, is detained in Pittsburg on account of pressing business engagements. Mr. Roberts believes that the Richmond convention will be one of the largest and most successful ever held anywhere in America. The retail jewelers at the convention will represent watches, diamonds and precious stones valued at at least $25,000,000.

Utica.

All the jewelry and optical stores were closed on Thursday because of the outing at Richfield Springs.

Ellis B. Kingsley has been appointed general superintendent of the Benedict Mfg. Co.'s plant at East Syracuse. He has been in the concern's employ for 15 years, working up from engineer.

Charles T. Evans, ex-president of the State Retail Jewelers' Association, with Mrs. Evans, are attending the national gathering at Richmond, Va., this week. They joined President Sunderlin, of Rochester, and Messrs. Scheer, of Rochester, and Howe, of Syracuse, at Utica.

Richard G. Kummer, of New York, who has conducted a jewelry store at 22 W. Fulton St., Gloversville, for several months, filed a petition in voluntary bankruptcy in the United States District Court here Saturday. His attorney is Arthur L. Graff. Kummer's schedules show that he has 12 creditors with claims of $734, the only secured creditor being the York Safe & Clock Co., of New York, $85. Among the other creditors are: Rosenzweig Bros., $305; W. Green & Co., $45; Emilie Dreyer, $55; Aisenstein & Wordzock, $140; Carrie Burgheiber, $100. The bankrupt's assets are valued at $240, but the actual value will not exceed $100. His petition has been referred to Referee Fish, of Fultonville, who will call the meeting of creditors.

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Vol. LXIII. CHICAGO, WEDNESDAY, AUGUST 2, 1911. No. 1.

Chicago Notes.

I. Schwartz has returned from a western trip.

A. C. Becken is in New York city this week for 10 days.

C. A. Garlick has returned from an extensive western trip.

Henry J. Prins was confined to his home last week by illness.

John Hillinger left last week for a trip to the Pacific Coast.

Louis R. Millar, with J. W. Forsinger & Co., is on a southern trip.

W. A. Fay has returned from a Summer vacation at Kelly Lake, Michigan.

I. J. Rosenthal, of Rothschild Bros. & Co., visited the trade here last week.

Max Kling, of the 10 K. & 14 K. Mfg. Co., visited the trade here last week.

J. J. Burke, of the Brooks Jewelry & Optical Co., was here for a few days last week.

P. Kerns, retail jeweler at 1465 E. 55th St., is refurnishing his store with new fixtures.

Henry Hauk, of Hauk & Gross, left for an eight weeks' northwestern trip last Saturday.

Harry H. Miller, vice-president of Hutchison & Huestis, is on a middle western trip.

A. M. Shepard, with the Rockford Watch Co., is on a trip through Michigan and Wisconsin.

J. C. Manheimer, of Louis Manheimer & Bros., is on an eastern trip, accompanied by his wife.

C. M. Robertson, trunk jobber, formerly in business here, has removed to Minneapolis, Minn.

Frank Whiting is spending the Summer with his family at the Pony Farm, near Kankakee, Ill.

J. A. Limbach, with the Theodore W. Foster & Bro. Co., is touring New England by automobile.

Messrs. Miller and McNeff, with Brock & Feagans, Inc., Los Angeles, Cal., were here last week.

Mrs. Theodore Jacobs and daughter are spending the Summer at the Ottawa Beach Hotel in Michigan.

W. J. Joy, with L. H. Schafer & Co., has added Missouri, Arkansas and New Mexico to his territory.

Mrs. Hugh E. King left for San Antonio, Tex., last week to meet Mr. King, who is on his way home from the coast.

J. H. Cragin, sales manager for the Oneida Community, Ltd., has returned from a month's vacation at Oneida, N. Y.

The Ideal Jewelry Mfg. Co., 5845 S. Halsted St., announces that it will liquidate its affairs and will discontinue business.

George Blakeslee, a retail jeweler of Lewiston, Ill., finished a course of engraving here last week at the Winter school.

Jules Franklin, New York, was here all last week visiting the trade. Mr. Franklin makes a specialty of fancy precious stones.

Anthony S. True, formerly with Geo. E. Marshall, has engaged in the diamond business in room 601, Columbus Memorial building.

Mrs. R. J. Hellinger, with a party of friends, recently made a tour of the great lakes from Chicago to Duluth to Buffalo and back.

Henry M. Kohn, of the Stein & Ellbogen Co., sailed on the steamer *Finland* last Saturday for a two months' European diamond buying trip.

H. Schwartz is on a combined business and pleasure trip east, accompanied by his wife. Mr. and Mrs. Schwartz will return here Aug. 20.

Wm. M. Shernoff has discontinued the retail jewelry business at 351 E. 31st St. and has opened a pawnbroking business at State St. near 29th St.

Edw. L. Chamberlain, jewelry buyer for the Jones Store Co., Kansas City, Mo., stopped over here on his way east last week, accompanied by his wife.

The Enterprise Optical Mfg. Co. has increased its capital stock from $5,000 to $25,000 and has increased the number of directors from three to five.

A young man named Reed has been indicted by the grand jury for forging the name of Chas. E. Graves to two checks, one for $15 and one for $35.

Maurice Brower, the New York pearl dealer, was here last week with an enormous collection of fresh water pearls which he recently bought in the west.

Jacob Fox, of the Fox Mfg. Co., was married last Wednesday to Miss Leah Ferber. The wedding was private. Mr. and Mrs. Fox are on a wedding trip east.

Irvine Sisinger, the optician who, it is charged, "framed up" the robbery of Miss Hazel Hogan in his office at 2011 S. Halsted St., has been held to the grand jury.

T. L. Combs, Omaha, Nebr., first vice-president of the A. N. R. J. A., stopped over here for a few minutes last Saturday on his way to the convention at Richmond, Va.

Ernest M. Lunt, Chicago, of the Towle Mfg. Co., is in Richmond, Va., this week, where he is to deliver an address at the sixth annual convention of the A. N. R. J. A.

Recent advices received here tell of the loss by fire of the stock of Davison & Anderson, retail jewelers and druggists at New Castle, Nebr. The stock was partially covered by insurance.

The new gun sight invented by J. T. Brayton, of the Julius King Optical Co., will receive another test at the annual shoot at Camp Perry, O., Aug. 12. So far it has met with unqualified success.

A. E. Elsner has been engaged by A. Hirsch & Co. to represent them in Illinois and Iowa. Sam Newman and L. Eisenbach left for their respective territories last week. The latter has been with A. Hirsch & Co. for 20 years.

Among the diamond men here last week were: I. Levis, Oppenheim & Strauss; Sig Stern, Stern Bros. & Co.; S. C. Powell; Fred Mayer, Bruhl Bros. & Henius Co.; Otto Sinauer, Oppenheimer Bros. & Veith; Albert Kahn, L. & M. Kahn & Co., and Albert Shire, Konijn, Frank & Shire.

Henry G. Rettig, of the watch house of Rettig, Hess & Madsen, was taken suddenly ill at the office of the concern last Friday morning. A physician was called who diagnosed the case as appendicitis and advised Mr. Rettig's removal to the University Hospital at once for an operation. This was immediately done, the operation being performed at 2 o'clock that afternoon. Mr. Rettig is resting easily in his room at the hospital and expects to be able to resume his duties in a week or 10 days.

Among the out-of-town jewelers here last week were: T. L. Combs, Omaha, Nebr.; A. C. Goulding, Alton, Ill.; Harry White, Litchfield, Ill.; G. M. Blakeslee, Lewiston, Ill.; Mr. Noyes, Paris, Tex.; Benj. Wartell, Ft. Wayne, Ind.; Moltz & Record, Alexis, Ill.; H. M. Kistner, Zion City, Ill.; B. E. Kidd, Corder, Mo.; Charles F. Maurer, Lexington, Ky.; W. J. Graff, Boscobel, Wis.; C. W. Connoran, Indianola, Ia.; Fred Baldwin, Gary, Ind.; H. B. Clark, Rantoul, Ill.; J. Arthur Rovelstad, Elgin, Ill.

In the arrest of William Earl Campbell, 28 years old, the police believe they have captured one of the cleverest check swindlers



The Next Chapter

of this interesting romance will appear shortly. It *should* appear in *your* store. If it doesn't, it may be because you are not alive to the wisdom of aggressive efforts for business at this time, or, perhaps, you are not availing yourself of the many advantages offered you by



The Allen Superior Diamond Service



These advantages—*in Quality, Price, Assortment* and *Speedy Deliveries,* memo, or stock—are pronounced and widely recognized. It will pay *you* to "catch on."

The "Engagement Season"—(which after all is but a part of your diamond business) is by no means over. It is just fairly under way.

From now on, *expect a renewal of active diamond demand*—which will profit you greatly *if you are prepared.* Good stones at August prices (Herbert W. Allen & Co. prices) are a wise investment for both present and later needs.

Just *how* can we serve you *to-day?* Write us!

Herbert W. Allen & Co.

Importers

Diamonds of Character and All Other Precious Stones Loose and Mounted

31 North State Street
Chicago, U. S. A.

P. O. Box 353
Cincinnati, Ohio



"The Seal of Superior Service"

in the country. He tried to pass a bogus certified check on Hyman & Co. for $35, but failed to do so.

The style of the firm of Ruefli & Co. has been changed to Ruefli & Mindo.

The name of the U. S. Loan Bank on Clark St. has been changed to Bernstein Bros.

Mr. Noyes, of Noyes & Huber, Paris, Tex., is spending the Summer at South Haven, Mich., with his young son.

Robert Abt, Fred Allen and E. J. Walther entertained a party of 360 Chicago orphans at their Summer residences at Long Lake last week.

Otto Stumpf, of Otto Stumpf & Co., left yesterday (Aug. 1) for a two months' trip through the northwestern States, combining business with pleasure.

Miss Elsie Pelz, daughter of a jeweler employed at Lockport, Ill., committed suicide last week by pouring gasoline over herself and setting it on fire.

Lon. G. Feagans is closing out the Feagans jewelry store at Joliet by auction and is meeting with success. The fixtures and lease are for sale. Mr. Feagans will go into business at Los Angeles, Cal., with his father, George E. Feagans, who is going to open there one of the finest jewelry stores in the United States.

Bonaparte Moncuse was shot six weeks ago while breaking the window of the Jackson Jewelry Co.'s store at State and Randolph St., and was taken to the hospital in the county jail. He had recovered sufficiently to be taken to court and on his return to jail picked the lock of his handcuffs and tried to escape. He was recaptured.

The creditors of N. W. Shanebrook, Woodstock, Ill., who is offering a settlement of 40 cents on the dollar, through the Jewelers Board of Trade, have made a careful investigation of his affairs. The liabilities are placed at $2,047, against which are book accounts nominally of $1,048, on which it is believed about $350 net can be realized. Shanebrook recently had an auction sale of his stock and after selling out $600 worth he sold the remainder to another jeweler for $1,000. With this he paid $600 to creditors and $400 to a bank.

The largest aviation meet ever held will begin here Aug. 12 and will last till Aug. 20. All the prominent bird men have signed contracts to appear and a program of thrillers has been arranged for each day. Over $80,000 in prizes will be distributed and a stadium has been erected which will seat 70,000 people. The meet will be held at Grant Park on the lake front and the hours of flying are from 3.30 in the afternoon till 7 in the evening. Chicago wholesale jewelers are particularly interested in the meeting and invite the jewelers of the west to come to Chicago to see the men fly. Grant Park is only five minutes' walk from the aviation grounds and jewelers can make their Fall purchases in the morning and witness the flying in the afternoon. August is an ideal month for buying as the Fall stocks here are fresh and unbroken.

The wife of William Fry, Palatka, Fla., who has been dangerously ill, was reported last week as convalescent.

Omaha.

Harry Greenblatt has gone on an extended trip through Nebraska.

Edith Waterman, of the Ryan Jewelry Co., is visiting friends in Iowa.

Wm. Chuda, with Jos. P. Frenzer, is spending his vacation at Lake Manawa.

A. Rips, with S. W. Lindsay, has gone on a two weeks' vacation to Kansas City.

Henry Snyder, with Albert Edholm, has gone on a pleasure trip to North Platte, Nebr.

H. C. Damm, with the Fred Brodegaard & Co., has gone to Blair for a two weeks' vacation.

Harry McDonald, with Albert Edholm, has gone to Lake Andre, S. Dak., on a vacation.

Louis Ketterer, with J. P. Frenzer, has gone on a two weeks' vacation to Blue Lake, Ia.

Louis Borsheim and family have gone on a vacation for a month to the Lakes in Michigan.

A. L. Backlund, of the Albert Edholm Co., is making a trip through Nebraska by automobile.

Mrs. Sophia Schroeder, with Fred Brodegaard & Co., has gone to New York to visit her sister.

P. E. Kitterer, Salina, Kan., is in the city visiting his brother, Wm. Kitterer, watchmaker for J. P. Frinzer.

E. Steere, cashier of the C. B. Brown Co., has announced his candidacy for County Judge on the Socialist ticket.

President T. L. Combs and wife left last Friday for Richmond, Va., where they will attend the National Jewelers' convention.

The wife and family of Herman Grobemann, Albert Edholm, left last Friday for a trip to Germany. They will be gone till next Spring.

E. C. Adams, with Albert Edholm, left last week in what is known in the West as a catboat, for a trip down the Missouri to the extreme south.

B. S. Harding, Glenwood, Ia., was in Omaha, last week, stocking up. He has just completed a new brick building, where he will move about Aug. 1.

The following out-of-town jewelers were in Omaha last week: A. W. Friederich, Hayden, Colo.; M. Sampson, Blair, Nebr.; J. V. Barborka, Dennison, Ia.

Jos. P. Frenzer has returned from Lake Cora, Mich., where he has spent two weeks fishing for bass. He claims he caught 22 small mouth bass one day in less than three hours.

The out of town jewelers last week were: L. S. Robinson, Greenwood, Ia.; Mr. Thompson, of the A. H. Souders Co., Broken Bow, Nebr.; Alfred Hartings, Arcadia, Nebr.; B. S. Harding, Greenwood, Ia.

Abraham Mandelberg furnished the novel gavel which the delegates of the Ad Club took with them to Boston. The gavel is in the shape of one of the Omaha booster sheep bills, is plated with silver and gold and the president's name is engraved on it. It is to be presented to President Dobbs.

The Omaha Retail Jewelers held their business meeting last Thursday in the boat club house on Lake Manawa after the regular dinner. Jos. P. Frenzer, vice-president, presided. A number of matters were discussed for the good of the club, which will come up at a later meeting. The jewelers of Omaha have never worked in such perfect harmony as now.

The first annual picnic and banquet of the Omaha Retail Jewelers' Club, of Omaha, composed of jewelers of Omaha, South Omaha and Council Bluffs, was held on the night of July 20 at the Happy Hollow Club, where over 100 jewelers, their employes and families sat down to dinner. Music was furnished, and Rev. J. M. Kersey gave a short talk on "Loyalty." This is the first affair of this kind that has ever been arranged by the Jewelers' Club, and every one who attended was unanimous in declaring it a pronounced success. It was decided by those in attendance that the picnic be made an annual affair hereafter.

Phil Aarons, for 18 years manager of the jewelry department of J. L. Brandeis & Sons, has formed a partnership with Harry Morris, Jno. P. Mann and C. E. Dennison, Chicago, and have leased the store room at the corner of 16th and Farnam Sts. About Oct. 1 they will open another handsome jewelry store in Omaha. The location is regarded as the best in the city. The room will be entirely remodeled and furnished with mahogany fixtures and French plate glass. The stock carried will be unique in that it will consist exclusively of jewelry, novelties, cut glass, china, silverware, leather goods, imported novelties and souvenirs. Mr. Aarons will be the active manager of the store.

Cleveland.

Ginsberg & Bernstein, 5417 Woodland Ave., have dissolved partnership, and I. Ginsberg is now the proprietor of the business.

The Jackson Jewelry Co., 420 Euclid Ave., suffered a loss by theft when a small plate-glass window was smashed and several bracelets were stolen last week.

Among the out-of-town buyers in Cleveland during the past week were Mrs. Higgins, Shelby; E. H. Haserodt, Elyria; Geo. F. High, Medina, and Benj. Mosley, Willoughby.

A. Bernstein, formerly of Ginsberg & Bernstein, was married last week to Miss Louise Einstein. Immediately after the wedding the couple departed on their honeymoon, and expect to be gone two weeks.

Joseph R. King has announced to the trade that he has associated with him in the business of manufacturing gold and platinum jewelery, his son, Clinton P. King, and C. Miller Versoy, under the firm name of Joseph R. King & Co. The business is located at 253 New Jersey Railroad Ave., Newark, N. J.

An optician and dealer in nautical instruments in Malta informs an American consul that he desires catalogues and price lists from American optical and nautical instrument manufacturers. Correspondence should be in Italian. Manufacturers interested can get full particulars from the Bureau of Manufacturcs by referring to the file number of the inquiry, which is 7053.



Come to Chicago
For the Great

Chicago wants every Jeweler in the North, East, South and West to come to Chicago August 12th to 20th for the Great International Aviation Meet

A program of thrillers has been arranged for each day. $80,000 in prizes will be distributed. The competing birdmen also will be presented with cups and trophies offered by organizations and individuals. The official flying hours will be from 3:30 in the afternoon to 7 o'clock in the evening.

Class contests will be held for monoplanes and biplanes. There is every indication that new records will be made. Following the lead of the Chicago Athletic Association, which will give a $2,500 cup to the aviator who breaks the world's altitude record, Manager W. S. Shafer of the Auditorium Hotel has announced that the Hotel will give a cup to the aviator making a new speed record for twenty miles.

Contracts signed insure the presence at the meet of all the world famed aviators, including Lincoln Beachey, who recently flew from Niagara Falls, "Jimmy" Ward with his famous "Shooting Star" biplane, several Burgess-Wright fliers, and Glenn H. Curtiss' most recent marvel, the hydro-aeroplane.

Hydro-Aeroplane to Appear Daily

The hydro-aeroplane will provide an additional spectacular feature every day of the meet.

Flying from the land, the machine soars through the air, alights in the water, skims along the surface, and then rising again, flies back to land.

Other aviators under contract to appear include: "Tom" Sopwith, J. A. D. McCurdy, John J. Frisbie, Edmond Audemars, Abraham Raygorodsky, Roland Garos, Rene Simon, Rene Barrier, Harry N. Atwood, St. Croix Johnstone, Charles F. Willard, James V. Martin, Charles F. Walsh, Arthur Stone, Howard Le Van, three from the Burgess-Wright camp and three from the Glenn H. Curtiss camp, not yet selected. From the latter will come four Curtiss biplanes. Every aviator signed has won laurels in aviation, and twelve other aviators of wide renown have verbally agreed to come and contracts have been forwarded to them.

LIST OF THE EVENTS

Aug. 12.—Speed contest for monoplanes. Machines required to travel 20 miles in 40 minutes. Speed contest for biplanes; 20 miles in 40 minutes required. Cross country over water contest; machines must travel 24 miles. Altitude contest; prizes to the bird men attaining the greatest altitude and alighting upon the aerdrome before 7 o'clock.

Aug. 13.—Passenger carrying contest in which biplane aviators must carry passenger weighing

The Great Central Market



August 12th to 20th
Aviation Meet

LIST OF THE EVENTS (Continued)

125 pounds 12 miles. Quick climbing contest for all classes. Passenger carrying contest for monoplanes. Altitude contest.

Aug. 14.—Speed contest for monoplanes and another for biplanes. One speed contest open to all classes. Twenty-four mile cross country and over water contest.

Aug. 15.—Bomb throwing contest in which each contestant will be given four missiles, all of which he must drop one at a time from an altitude of 500 feet while passing over a ship marked on the field. Speed contest for biplanes and quick climbing contest for all types. Weight carrying contest in which aviators will be required to carry 400 pounds four miles. Altitude contest.

CROSS COUNTRY AND WATER CONTESTS

Aug. 16.—Quick starting contest. Speed contest for monoplanes, and another 24 mile speed contest for all types. Cross country and over water contest and 12 mile passenger carrying contest for biplanes.

Aug. 17.—Speed contest for biplanes. Quick climbing contest for all types. Passenger carrying contest for monoplanes and altitude contest.

Aug. 18.—Special contest in which prizes will be distributed among aviators carrying passengers and remaining the longest time in the air. Speed contest for monoplanes and cross country and over water event. Quick starting and alighting contests.

Aug. 19. Speed contest for biplanes and a quick climbing contest for all types. Special contest for all types carrying two passengers. Altitude contest.

Aug. 20.—Speed contest for monoplanes. Contests in alighting and bomb throwing. Weight carrying contest for all types.

Buy Your Fall Jewelry in Chicago

The machines will fly from 3:30 in the afternoon till 7 o'clock in the evening. Grant Park, where the meeting will be held, is only five minutes' walk from the Wholesale Jewelry district of Chicago. You will have ample time to buy your goods in the morning and see the machines fly in the afternoon.

Chicago is the largest wholesale jewelry market in the United States. Its stocks now are fresh and unbroken and August is an ideal month to buy in.

Come to the Aviation Meet and Buy in Chicago

St. Louis.

A. Gayou, of the A. R. Brooks Co., has been taking a vacation.

Otto J. Falk and wife, Troy, Mo., spent a few days in St. Louis.

Max Bauman, of the Bauman-Massa Jewelry Co., is at Mt. Clements, Mich.

L. H. Johnson was in St. Louis during the past week purchasing stock for his store.

M. Stiffelman will go out the first Monday in August on a trip through the western territory.

Ulysses Couley, of the Maritz Jewelry Mfg. Co., has returned from a vacation trip to Iowa.

Marvin H. Wexler, formerly of Syracuse, N. Y., has taken a position with Henry Miller.

D. P. Richards, of the Maschmeyer-Richards Silver Co., is away on a two weeks' vacation.

The Brooks Jewelry & Optical Co. has installed new office furniture to take care of increasing business.

The Mermod, Jaccard & King Jewelry Co. furnished medals and trophies for the annual athletic games and contests at Piasa Chautauqua.

Thomas S. Evans, employed by Theo. F. Gerlach, Taylor Ave. and W. Morgan St., has just returned from a vacation trip which lasted two weeks.

Charles Spindler left Monday for the Ozarks, where he will spend a two weeks' vacation. Frank Steffen is spending a month in Texas, and from there will go north.

S. D. Culbertson, vice-president of the Hess & Culbertson Jewelry Co., has gone to the Michigan lakes, accompanied by his family. C. E. Henry, of the same firm, is on a vacation trip.

E. J. Helmerichs, of the Lee-Helmerichs Jewelry Co., has returned from a fishing trip on the Black river, in Missouri. A. J. Lee, of the same company, is now camping near Leasburg, Mo.

Out-of-town jewelers in St. Louis during the week were: C. J. Sinn, La Plata, Mo.; Mr. Pilgrim, of Eagle Pass, Tex.; A. S. Higbee, Roodhouse, Ill.; A. Calverd, Medora, Ill.; J. Berding, Union, Mo.

A. V. Umbrecht, formerly traveling representative of the Brooks Jewelry & Optical Co., who recently went to Arlington, Mo., for his health, has embarked in the camp outfit business at that place and will make his home there until his health is better.

The E. F. Dunker Silver Co. has opened for business on the third floor of the Equitable building with a full jobbing line of silver, cut glass and cutlery, and states that business is starting off well. E. F. Dunker, head of the firm, was for 21 years with the William Barr Dry Goods Co.

Jack Bolland, of the J. Bolland Jewelry Co., will return in a few days from Chicago and the northern resorts. Harry M. Kaye, of the same firm, has been in Cincinnati on business and pleasure. Miss Stella Schmidt has returned from the north and will leave about Aug. 15 on a pleasure trip to New York.

Morris Bauman, of the L. Bauman Jewelry Co., has gone to the Pacific coast on a business trip. F. J. Bross has gone to Arkansas, Clarence Hayman has gone through the Southern States, G. A. Costello is traveling through Kansas and Missouri, and J. M. Boyd is traveling in Texas. O. L. Ross is spending his vacation in the Northwest and will not take to the road until later.

Paul Deguire, Fredericktown, Mo., is in a critical condition at his home there from a bullet wound inflicted by Walter H. Day, a traveling salesman for a St. Louis piano house. The shooting occurred when Day found Deguire in the Day home at the end of a 24-hour vigil. Day believed that he had reason to entertain suspicions, and when he left home he told his wife he was going to Kansas City. Instead he went to St. Louis, returned by another route and took up a vigil in his father's home, adjoining his own. During the evening he saw Mrs. Day entertaining friends in the parlor. At 10 P. M. the others left but Deguire remained. The lights were extinguished and Day ran to the front door and demanded admittance. The door was opened and Deguire ran out. Day fired and the bullet struck him in the left side of the face and ranged downward. It has not been removed. Deguire's condition was not considered serious at first, but it later became worse and fears are entertained for his recovery. Mrs. Day has gone with her mother to Desloge, Mo.

Cincinnati.

Harry Reatherford, of Ashland, Ky., is taking a course of engraving in the shop of Charles Neubauer.

The Oskamp Co. baseball team last week defeated for the second time this season the Oskamp Nolting boys by a score of 26 to 8.

Mr. Phillips, of Richter & Phillips, left the first of the week for the south. Mr. Richter is back from a trip through the east.

Miss Paulin Sediel has been chosen as the hostess of the Entre Nous Club, of the Oskamp-Nolting Co. feminine employes at the August gathering.

Victor Gebhardt, of Gebhardt Bros., has started for a three weeks' vacation with his family in the north. His brother, E. Gebhardt, is back from a long vacation also spent in the north.

William Deters, father of Harry Deters, of Thoma Bros., and himself a well-known watchmaker of Cincinnati, died at his home Tuesday morning. He had been ailing for a long time.

Julius D. K. Jacobs, of the D. Jacobs Sons Co., with Mrs. Jacobs, has left for a vacation tour of the Thousand Islands. A. C. Jacobs is preparing to spend his vacation in Atlantic City. J. Hirschfield, of the same firm, is back from a five weeks' trip through the southwest.

A. Fearnaught, of A. & J. Plaut, has taken a wife unto himself and is spending his honeymoon in the far west. Miss Mary Mond, of this firm, is spending her vacation in West Virginia. Flora Murand and Charles Schneider, of Plauts, were unexpectedly incapacitated for work several days last week. Miss Murand was hit by a foul ball at a ball game near her home in Covington, and Schneider was run over by an ice wagon.

Out-of-town buyers noted in Cincinnati during the week were: H. Reatherford, Ashland, Ky.; Charles D. Smith, Brookhaven, Miss.; E. Miller, Hamilton, O.; F. B. Carey, Lebanon; Q. A. Ellman, Dayton, O.; D. A. Sewall, Wilmington, O.; Adam Bixil, Pandora, Ky.; H. R. Kennedy, Tuscaloosa, Ala., and Louis W. Gery, New Orleans.

E. J. Fox, of Lindenberg & Fox, captain of the Regents, a very successful semi-pro team of Cincinnati, has arranged a vacation which will give him a chance to play baseball. He has organized a group of former college stars for a three weeks' tour of the Summer resorts in Pennsylvania and eastern Ohio, playing a game a day for several weeks. Hugo Lindenberg is back from the southwest, and Lee Kahn has started for the southeast.

San Diego, Cal.

Among the trade representatives who have visited San Diego recently were: E. C. Oehme, for C. W. Jolly; Louis Hartzberg, Henry M. Abrams Co.; Mr. Presbrey, the Basset Jewelry Co.; T. C. Boylan, J. I. Peterson; W. J. Ennis, Meyer, Cahn & Talbott; L. H. Railsbach, Scharling & Co.; Robert R. Kehl, F. H. Noble & Co.; J. E. Johnson, the Dorrance-Battin Co.; Herbert Graham, A. I. Hall & Son; John O. Slemmons, J. B. Bowden & Co.; Arthur Turner, the E. W. Reynolds Co.

During the rush of trade one day the past week at the Ernsting store a stylishly dressed man, about 35 years of age, clean shaven, got away with a $50 pair of diamond cuff buttons. He had asked to see some articles of that sort, and was waited on by one of the women clerks. He finally decided not to make a purchase, and left the store. He had hardly time to reach the street before the theft was discovered, but the man had been lost in the throng by the time the clerk and head salesman could get to the door. No trace of the thief has since been found. It is thought he was a professional.

A most successful celebration of the ground-breaking for the Panama-California Exposition to be held in San Diego, Cal., in 1915 closed in that city July 22. The carnival lasted for four days, and during its progress there were 30,000 visitors to the city from all the coast cities and from many places in the interior. Each day was marked by a different parade, starting with one of Catholics on July 19, to commemorate the 142d anniversary of the founding of San Diego Mission, the first of the chain throughout the State of California. That afternoon the ground was broken for the first building. On July 20 came the floral parade, while a historical parade was given in the evening, delineating the history of San Diego from the coming of Cabrillo, the Spanish explorer, until the present day. An industrial and civic parade was given on July 21, while on July 22 came a parade which included floats representing all of the 21 missions in the State, in the order of their foundation. A masked ball in the evening brought the celebration to a close.

Indianapolis.

Charles W. Lauer, Sr. was in Williamsport, last week.

Donald Patton is spending a few days with friends at Kokomo.

Enrique C. Miller has returned home after spending a week at his farm in Ohio.

After a two weeks' vacation, Charles Cheney has returned from Auburn, N. Y.

Fred Fromme, traveling salesman for the Baldwin-Miller Co., has returned from a vacation spent in Ohio.

L. A. Kiefer has returned from Lake Maxinkuckee. C. J. Kiefer has gone to the same resort for two weeks.

Mr. and Mrs. Charles B. Dyer are home after a visit to New York, Boston, Nantucket and other eastern points.

A large order for medals for the cotton carnival, to be held at Galveston, Tex., has been received by Charles B. Dyer.

F. L. White, traveler for the I. Groh's Jewelry Co., has returned from a trip through northern Indiana and Illinois.

The jewelry auction sale which was conducted at 36 E. Washington St., for several weeks has been discontinued.

Mr. and Mrs. John A. Bernloehr have gone to Colorado Springs, Colo., to remain until the latter part of September.

Joseph E. Reagan has gone to Richmond, Va., to attend the annual convention of the National Retail Jewelers' Association.

Mr. and Mrs. Charles Mayer, Jr., have gone on a motor trip to Kentucky, which will be followed by a visit to northern lakes for several weeks.

The business district of Seymour was swept by fire July 25, causing a loss of about $200,000. William Stratton, a retail jeweler, suffered a loss of $800.

Louis Bauman, salesman for the I. Groh's Jewelry Co., probably will go to St. Louis for several weeks, in place of I. Grohs, who is confined to his home with a broken leg.

The marriage of Miss Bess Grohs, daughter of Mr. and Mrs. Isador Grohs, to Barney Wohlfeld, took place at the home of the bride's parents in North Delaware St., at noon on July 25.

Lon R. Mauzy expects to go to Los Angeles, Cal., in a few days to join Mrs. Mauzy, who has been there for several weeks. Mr. Mauzy will be away about three weeks and Mrs. Mauzy will return with him.

Among retail jewelers in this city last week were: John W. Hudson, Fortville; H. F. Bennett, Lapel; F. Pennington, Knightstown; W. V. Yount, New Market; S. G. Kersey, Darlington, and E. W. Collis, Pendleton.

A peculiar incident happened at Anderson a few days ago when three pigeons roosted on the minute hand of one side of the clock in the court house tower. As a result the hand was moved back 15 minutes and was not noticed for several hours.

Plans are under consideration for merging the board of trade, Indianapolis Trade Association, Commercial Club, Manufacturers' Association, Merchants' Association, Freight Bureau, Transportation Club, and the Adscript Club. The plan is to form one large commercial organization, which will undertake all of the lines of work performed by the individual organizations.

Milwaukee.

Adolph Possin, watchmaker with the Fink-Boszhardt Co., is enjoying his annual vacation.

George W. Fink, of the Fink-Boszhardt Co., jewelers' supplies, is in northern Wisconsin calling upon his trade.

H. E. Padway, Milwaukee, formerly a traveling jewelry salesman, is preparing to open a new store at 617 Chestnut St.

Charles and Arthur Kuesel, of the Kuesel Bros.' Co., are calling on their trade in Wisconsin, Minnesota and Iowa.

Reports have reached Milwaukee that professional clam hunters, representing an eastern jewelry firm, recently found a large pearl at Janesville, Wis., the largest ever found in the Rock river.

Among the out-of-town jewelers who were recent Milwaukee visitors were: Thomas Bufton, Union Grove; R. W. Langdon, Pardeeville, and Mr. Dupont, of W. J. Breese & Sons, Green Bay.

E. H. Warnke, of the E. H. Warnke & Co., was a member of the party of Milwaukeeans which recently enjoyed a lake trip to Manistee, Ludington and other Michigan points under the auspices of the Merchants' and Manufacturers' Association of Milwaukee.

E. H. Warnke & Co. have increased their working forces by several men in order to care for their increased business. Louis Burgemeister, office manager of the E. H. Warnke & Co., has returned from a vacation spent in Chicago, Detroit, Buffalo, Niagara Falls and points in Canada.

As a result of the activity started by the Wisconsin Retail Jewelers' Association subsidiary jewelers' clubs are being organized all over the State. The Lake Shore Jewelers' Club, including counties north of Milwaukee on Lake Michigan, was formed recently, and now preparations are being made to organize four other similar clubs. A Wisconsin River Valley Club will be organized. One is being contemplated in the Superior territory, while counties on the southwestern border of the State will be joined in an association. Secretary A. W. Anderson, Neenah, of the Wisconsin Retail Jewelers' Association, is lending his support to the movement for the organization of subsidiary clubs in the belief that the work of the State association may be greatly facilitated.

A recent fire at Alice, Tex., did considerable damage to a large number of business concerns of that town. The establishment of Joseph Besse was damaged to the extent of $600, with no insurance.

It has been definitely decided by the Auckland (New Zealand) Chamber of Commerce to call a public meeting of citizens to give effect to their proposal of holding an international exhibition in Auckland, to be opened in December, 1912.

Kansas City.

L. Meyer, of the Meyer Jewelry Co., has returned from a trip to Colorado.

John Dougherty, with the Porter & Wiser Jewelry Co., is spending his vacation in Chicago.

J. M. Scott, of the Woodstock-Hoefer Watch & Jewelry Co., is taking a short vacation.

David Pfeffer, with the Porter & Wiser Jewelry Co., has returned from a camping trip in Missouri.

E. L. Donaldson, with the Edwards & Sloane Jewelry Co., started for his Texas territory July 25.

Bert Todd, formerly of Mena, Ark., has accepted a position with the Porter & Wiser Jewelry Co.

J. C. Jones, Tucumcari, N. Mex., who has been here taking medical treatment, has left for his home much improved.

C. A. Kiger has traded a fine residence in this city for an 80-acre farm east of Independence, in the best part of this county.

Jas. H. Woodstock, Clear Lake, Ia., has been in the city most of this week, having been called here by the death of his brother.

Harry Kimber, with S. J. Huey, Excelsior Springs, Mo., passed through Kansas City, last week, on his way to Colorado, on a wedding trip.

F. Winkler, Kansas City, Kans., is putting on the market his recently patented jewel remover and replacer. He visited Kansas City jobbers last week.

Geo. H. Edwards, president of the Edwards & Sloane Jewelry Co., has gone to Richmond, Va., to attend the convention of the American National Retail Jewelers' Association.

A. C. McClurg & Co. will be represented in Kansas City this Fall by E. L. Franklin, and will use the sixth floor of the Boley building for sample rooms, the same as last year.

E. H. Morgan, vice-president of the C. B. Norton Jewelry Co., has just returned from Alexandria, Minn., where he has been spending the month of July in company with his family.

Mr. Frech has opened a new jewelry store at the corner of 10th St. and Grand Ave., in the Meyer building. Mr. Frech comes from St. Louis, where he had been engaged in the jewelry business for many years.

C. B. Norton, president of the C. B. Norton Jewelry Co., and family, and W. M. Lewis, secretary of the same company, accompanied by his family, have left for Northern Minnesota for an August vacation.

Owing to the fact that D. B. Ward, of D. B. Ward & Co., was so long connected with the Woodstock-Hoefer Watch & Jewelry Co., their place of business was closed out of respect to the late S. E. Woodstock, during the time of the funeral services last week.

The following jewelers called on the trade during the past week: John Friggeri, Pittsburg, Kans.; Geo. Killam, Pittsburg, Kans.; J. H. Whiteside, Liberty, Mo.; Chas. Weber, Lexington, Mo.; J. O. Stott, Paola, Kans., and M. L. Bishop, of the Bishop Jewelry Co., Claremore, Okla.

San Francisco.

J. I. Brown, San Leandro, Cal., was in this city recently, selecting stock for the new store.

Henry M. Abrams, of the Henry M. Abrams Co., is out of town on a short business trip.

E. V. Saunders, treasurer of A. I. Hall & Son, is in Los Angeles on a business trip. He will be absent for a couple of weeks.

Ernest Mueller, Eureka, Cal., who has been in San Francisco for several weeks, has returned home after having made large selections of stock.

M. Marshall, San Luis Obispo, was here last week on his way home from a trip to Eureka. He spent a short time in this city looking over stock.

C. P. Prill and wife, Santa Cruz, Cal., were here on their way to British Columbia to spend their Summer vacation. The return trip will be made by steamer.

Ben Fersthand, who lost his store at Maricopa, Cal., by fire, was here recently selecting stock, and announced that he had leased a store in the Krekeler building, at Taft.

George Bond, a young salesman for a local jewelry firm, distinguished himself July 23 by swimming with a companion across the Golden Gate. Remarkable time was made by the swimmers, the former record being greatly reduced.

Shreve & Co. have decided that additional space on the ground floor can be occupied to advantage, especially as it is figured that the holding of the Panama-Pacific International Exposition in this city will greatly stimulate business. They have taken a lease on the adjoining store, which is now being fitted up for their use.

Special counsel have been engaged by a committee of the Board of Trade to aid the district attorney in prosecuting David Lager, 520 Kearny St., indicted by the Grand Jury for fraud. This jeweler is accused of obtaining money from a local bank on the representation that he was worth $16,000, when as a matter of fact he was insolvent.

The Morgen Jewelry Co. has opened its fine new store at 888 Market St., this being one of the handsomest of its kind in this retail district. The cabinet cases, paneling and all woodwork is of mahogany with marble bases for the cases. The stucco ceiling is finished in a delicate cream and is a fine piece of work. M. Morgen, head of this firm, recently returned from an European trip, and while away made large selections of stock for the new store.

The local police are looking for a retailer named Gaston Noel, who until recently operated a store on an upper floor of the Phelan building, and who has defrauded members of the Jewelers Board of Trade of the Pacific Coast. The specific charge against Noel is the embezzlement of a diamond ring valued at $330 from Jacob Birnbaum & Co., of 701 Market St. A committee has been appointed to give this matter close attention, Leon Carran of the firm of Carran & Green, being chairman, and this is rendering the police all possible assistance. Just who have suffered losses and the extent of these will not be divulged, but the list includes Carrau & Green, the California Jewelry Co, Max Abrahams, H. Simon and Jacob Birnbaum & Co. The missing jeweler was formerly in business on Fillmore St. and moved downtown recently. In addition to doing a retail business, he did work for dealers as a diamond setter.

Los Angeles.

A. B. Cohn has returned from an automobile trip to San Diego.

W. A. Blocker, Pico Heights, has been taking a vacation at the beach.

Julius Young, San Francisco, is here for a few days with his wife and son.

Sidney Moise, formerly of Chino, has been engaged as a city salesman by the E. Bastheim Co.

The sales force of the Carl Entenmann Jewelry Co., are busy day and night, taking the inventory.

The E. Fleming Co. opened its new store at 709 S. Broadway, July 25, with Mrs. Meyers in charge.

Herbert Graham and E. B. Saunders, of A. I. Hall & Son, San Francisco, have just been visiting the trade here.

H. P. Adams, representing the Martin Copeland Co., is visiting the Los Angeles trade and taking orders for fall stock.

G. Behrstock, head of the jewelry department of Meyer, Cahn & Talbott, is taking a vacation at Catalina Island with his family.

During the absence of Wm. M. Kinney, 615 S. Broadway, on his vacation with his wife at Lake Tahoe, his father is taking charge of the store.

Paul D. Walsh, of Hambright & Walsh, is gradually recovering his health, and now visits the store daily, coming late and returning rather early.

On account of an attack of erysipelas, A. P. Carter, a S. Spring St. jeweler, was confined to his bed and compelled to close his store for a few days.

J. V. Rounsefell, who has been in the diamond department of S. Nordlinger & Sons for a number of years, is now no longer associated with that firm.

J. G. Donavan, of the Donavan & Seamans Co., is home again after a visit with his family, who are spending some time at Matilija Springs, Ventura County.

E. A. Fano, Bakersfield, has been spending some time here recently, though he has spent the greater part of his vacation in Long Beach, a coast resort 25 miles from this city.

R. S. Maydole is taking the place of Dr. Bruce Blackburn as head of the optical dedepartment in the Whiteley Jewelry Co.'s store during the absence of Dr. Blackburn in the east.

Meyer, Cahn & Talbott now have two salesmen in San Francisco, David Zabrisky and Harry Wolfe, making a specialty of selling Illinois watch cases and Dueber-Hampden watches.

The E. W. Reynolds Co. is suffering considerable inconvenience on account of the confusion incident to their moving into larger quarters. It will be some time yet before the work is completed.

F. D. Newberger, representing Chas. Keller & Co., Newark, N. J., has been in this city, after spending a few days at Coronado Beach. While here he enjoyed the privileges of the Los Angeles Golf Club.

Newton Moore, inspector of watches for the Southern Pacific, has just returned from an inspection trip over the lines of his territory with Superintendent Wayland.

H. A. Allen, of Morgan & Allen, San Francisco, is here looking after business and visiting friends. Mr. Allen is one of the officials of the Panama-Pacific Exposition, to be held in San Francisco in 1915, on the occasion of the opening of the Panama Canal.

George E. Feagans will leave in a few days for Chicago and the jewelry centers of the eastern United States, after which he will visit Europe for the purpose of securing goods for the fine new store which he will open this fall in the Alexandria Hotel building.

Arthur P. Care, head of the material department of the E. W. Reynolds Co., has returned from a pleasant vacation spent with his wife at Catalina Island. F. C. Reeve, salesman in the jewelry department of the same store, has returned from his vacation, which he spent at Redondo Beach.

Luckenbach & Co., who have for years past been located at 141 S. Spring St., have taken a lease of the store at 445 S. Spring St., about to be vacated by Philip Klein. Mr. Klein, who has been having a special sale to close out his stock, will, it is reported, confine himself hereafter to the wholesale business.

Clarence S. Coleman, of the Whitley Jewelry Co.'s sales force, started, Wednesday, with his family, for a three months' tour through the east. He expects to spend most of his time visiting Mrs. Coleman's old home in Boston, but will also include New York, Atlantic City, Philadelphia and Washington in his itinerary.

H. Jehlinger, manager of the jewelry department of Hamburger & Sons, intends to leave for the east on a business trip, Aug. 3. He will visit New York, Providence, Attleboro, and the silver factories generally. Mr. Anderson, formerly with Walker Bros., Salt Lake, now acting as Mr. Jehlinger's assistant, will have charge of the business during Mr. Jehlinger's absence.

H. C. Rogers, who was arrested in San Diego and confessed that he was one of the men who made the brutal assault upon H. T. Reid, of H. T. Reid & Co., in the Grant building, was sentenced to the San Quentin penitentiary for life. In his confession he laid the blame for the crime upon the other man, Pierson, who has not yet been captured, saying that Pierson induced him to go with him to call upon Reid, but that he did not know that any crime was intended. A portion of the goods stolen was found, however, in Roger's possession, and the court was not inclined to show the leniency which Rogers evidently expected.

J. T Harris, formerly with S. S. Schepps in the firm of Schepps-Harris Co., has taken the lease of a new store not yet finished at the northwest corner of 8th St. and Broadway. The store as a whole has an area of 21 feet front on Broadway by

110 feet on 8th St., but Mr. Harris will sublet the rear portion on 8th St., retaining a depth of 40 feet for his own use. Although the location is a little beyond the present center of business on Broadway, trade is rapidly moving in that direction. The fact that it is on a corner gives Mr. Harris an exceptional chance for display windows. In fact, he will have larger room for window display than any other jewelry store in the city. Although the store is not yet completed, Mr. Harris hopes to be able to move in on Aug. 1. The interior will be finished in mahogany.

Denver.

Lloyd E. Gardner, Longmont, Colo., accompanied by his wife, visited the local trade last week.

Frank P. Allen, of the Bohm-Allen Jewelry Co., is spending his vacation in the east. He will return about Aug. 1.

The Deacon Supply & Jewelry Co. has moved from its location in the Jacobson building, 16th and Arapahoe Sts., to 909 17th St.

Edward Lehman, head of the Edward Lehman Jewelry Co., left to-day for Salt Lake City. During his absence of a month he will make a business trip throughout the west.

Fred Price, formerly connected with the Enterprise Jewelry Co., but who recently has been in business for himself at Holly, Colo., has returned to his former position in Denver.

An involuntary petition in bankruptcy has been filed against the Pleus-Miles Mercantile Co. The assets and liabilities and the names of the creditors have not yet been given out.

William Oppenheim, diamond merchant, 1231 16th St., moved Aug. 1 to 921 16th St., the premises vacated by the A. F. Wehrle Jewelry Co. The latter firm moves to the Foster building, across the street.

L. D. Parker, head watchmaker for Syman Bros Jewelry Co., while riding a bicycle Monday evening collided with an automobile at 20th Ave. and Park Boulevard. He was painfully but not seriously injured.

Emil Rose and his son, Louis S. Rose, watchmakers with the A. F. Wehrle Jewelry Co., will move on Saturday to 1655 Champa St., where they will engage in business for themselves under the firm name of Emil Rose & Son.

Charles Yardly, who has been engaged in the jewelry business at Greeley for 25 consecutive years, and for more than 20 years has lettered all the graduation diplomas for the Greeley High School—probably 1,500 of them—has been asked to do the work next year.

Arthur G. Pohndorf has moved from 430 17th St. to 404 17th St., where he occupies handsome quarters. He retains a branch store at the old location, and on Aug. 1 opened another branch at 612 17th St. Mr. Pohndorf makes a specialty of native Colorado gems.

William S. Muckle, manager of the Denver Watch Case Co. at 1620 Champa St., did some clever detective work on Monday night, when he captured a man and woman who, Muckle alleges, tried to swindle him out of a pair of $300 diamond earrings. The couple were caught at the Union station as they were about to leave for Chicago. The man, who gave the name of Edward Lewes, bought the earrings in Mr. Muckle's establishment and gave a check in payment. Mr. Muckle became suspicious shortly after the couple left his store, and learned from the bank on which the check was drawn that it was worthless. The man is described as being about 5 feet 10 inches in height, with dark, curly hair, blue eyes and a Jewish cast of countenance. The woman is a blonde of medium height and dresses very stylishly.

Detroit.

Sam Nosovitzki, 90 Champlain St., has filed a trust mortgage.

S. Jaffe, formerly in business with his brother, has opened a new store at 463 Hastings St.

Harry F. Dorweld, of the Luths, Dorweld, Haller Co., leaves this week on a 10 days' cruise up the lakes.

Jacob Bunn, president of the Illinois Watch Co., spent several days in Detroit last week, where he participated in the tournament of the Western Golf Association. William C. Noack, of Noack & Gorenflo, was active in the entertainment of visitors, who included prominent golfers from all parts of the country.

W. W. Bridges, Marine City, was the treasurer of an entertainment committee of the Marine City Business Men's Association which last week entertained the Wholesalers and Manufacturers' Association of Detroit, on the occasion of the association's visit to Marine City. The Detroiters, about 120 of them, were entertained at dinner and taken for a launch ride on the river. They also visited Mt. Clemens on the same day, where J. C. Stewart, of Chambers & Stewart, assisted in the entertainment at the Lakeside Inn.

A. J. Tulian, Alpena, visited Detroit during the past week. Mr. Tulian reports that business conditions in the northern part of the State are not particularly bright at the present time because of the continued dry weather and the extensive forest fires. The fires reached the outksirts of Alpena and burned several large mills, but the flames were kept out of the business and residential sections of the city.

After an exciting chase through streets and alleys in the dim light of the early morning, the flying squadron gathered in "Paddy" Brogan and a quartet of his pals Wednesday morning in an alley off Clifford St., near Adams Ave. The capture followed a phone message received in police headquarters that burglars had forced an entrance into R. C. Taylor's store at 62 Washington Boulevard. The police found the men hidden in an old rookery, and the capture was made after a lively fight in which revolvers were drawn. The gang captured included "Billy" Sanderson, "Johnny" Kabe and "Red" Crotty. All of the jewelry taken from Mr. Stewart's store was recovered, together with a large quantity of expensive perfumes, toilet soaps, Florida water, cocaine, wines, liquors and cigars.

A sample case containing $500 worth of watches and rings was stolen in broad daylight from in front of Liesemer Bros.' store, at 77 Michigan Ave., Tuesday afternoon. The case was in charge of C. B. Jacobs, a New York traveling man staying at the Hotel Metropole. He had employed Harry Crement, aged 22, no home, to carry the missing case and others around town, a cart being used. While Clement was taking one case into the store one was stolen from the cart. Clement was arrested the next day on suspicion of knowing something of the theft. Later the officers arrested Edward C. Donker, aged 23, who lives in the Michigan Exchange Hotel, on suspicion of being implicated in the theft. The police say Donker worked for Jacobs the day before the theft, and that he got Clement to push the cart on the day the case disappeared. The police are trying to obtain evidence to show that a conspiracy existed. A third man is being looked for. Some of the stolen property has been recovered.

Pacific Northwest.

W. D. Woodrow, Lents, Ore., has moved his stock to Canby, Ore., and has commenced business there under the name of the Canby Jewelry Co.

The store of H. D. Smart, Eugene, Ore., was robbed July 19, and goods to the value of $500 were taken. Entrance to the store was effected through the skylight.

E. Hutchinson, Portland, Ore., has filed a petition of voluntary bankruptcy, his debts amounting to $3,860.18. Most of the creditors are eastern and San Francisco wholesalers.

O. H. Johnson, formerly of Garfield, Wash., has purchased the business of Leslie M. Rose, Ashland, Ore., and will take charge shortly. Mr. Rose has operated the store at Ashland for the past four years.

R. C. Spink, Klamuth Falls, Ore., has moved from his former location to a building of his own opposite the courthouse. This building was purchased by him recently, and has just been remodeled to adapt it to his needs.

One of the two men who robbed the store of Martin J. Reddy, Medford, Ore., recently, has been captured and is now in custody in that city. The man, who gave his name as Tom Howard, attempted to dispose of some of the jewelry in his possession, and was arrested on suspicion. Later about $100 worth of loot was discovered where it had been cached by him. He stated that his partner had left for Portland with the bulk of the jewelry, and, acting on this information, the Portland police have been keeping a close watch on persons offering jewelry for sale outside of the regular stores. A man has been arrested while trying to sell lodge emblems similar to those stolen at Medford.

The store of H. D. Smartt, at Eugene, Ore., was robbed recently of $500 worth of jewelry, including 78 rings, eight watch chains and a number of smaller articles. The thieves entered the store through a skylight.

Philadelphia.

Roy W. Kuhn has opened a repair shop in the Arcade building, Norristown, Pa.

Harry Toplis, watchmaker, formerly of 720 Sansom St., is now located at Wildwood, N. J.

James McMillian, with M. Sickles & Sons, is spending his vacation at Atlantic City with Mrs. McMillian.

Frank Dillon, at one time one of the most prominent jewelers of Wheeling, W. Va., is spending some time at Atlantic City.

Alexander Lyons, who has been with S. J. Lyons, a Front St. jeweler, is on his way to Los Angeles, where he will remain indefinitely.

George Welzel, Jr., son of George Welzel, a local jeweler, is enjoying the Summer at Ocean City, where he recently launched his new motor boat.

T. Moore, head of the watch repair section of the Wanamaker jewelry store, has returned from a pleasant vacation spent at his old home, Bellefonte, Pa.

H. B. Sommers, of H. B. Sommers & Co., 612 Arch St., is registered at the Hotel Westmont, Atlantic City, with his family for the balance of the Summer.

F. W. Rowe, of the firm of L. H. Rowe & Co., Daytona, Fla., is visiting in Lilydale, N. Y., with Mrs. Rowe. Mr. Rowe will spend some time in this city next week.

The following jewelers were visitors to this city during the week: D. H. Krause, North Wales, Pa.; E. K. Bean, Lansdale, Pa.; H. B. McMilan, E. Downington, Pa.; A. H. Landis, Lansdale, Pa.; H. F. Freeman, West Chester, Pa., and M. E. Hunter, Beverly, N. J.

The Association of Wholesale Jewelers of Philapelphia which comprises dealers in jewelry, watches, clocks, silverware, materials, optical goods and kindred trades, has just issued a neat little booklet entitled "Greetings from Philadelphia," giving reasons why jewelers should buy in that city and giving the points of interest in the Pennsylvania metropolis as well as many facts as to the historical places and business interests. The booklet, which is bound in a card printed in two colors, contains an illustration of Independence Hall on the cover and in the interior are such places as Washington's Monument, the William Penn House, Betsy Ross' House and the United States Mint. It also contains a full list of the members of the association.

Harrisburg, Pa.

The United States District Court has refused the petition of former jeweler M. Baturin for a discharge as a bankrupt.

L. Kamsky made business trips to Reading and York this week. Abe Waitnick, diamond setter for Mr. Kamsky, is at Atlantic City.

The cups recently awarded the local Zlenbo Temple Patrol at the Shriners' conclave in Rochester, N. Y., are on exhibition in the window of P. G. Diener's jewelry store, 408 Market St.

Philip H. Caplan, manager of the National Watch & Diamond Co., this city, who is to wed Miss Cohen, of this city, in the near future, tendered a large company of his friends a stag supper at Paxtonia Inn last week.

The new building being erected for William Fluhrer, at 21 W. Market St., York, Pa., is attracting considerable interest in that town, as it is the first complete steel frame building which has been put up in that vicinity.

The old workshop of Daniel Draubaugh, the aged inventor, whose long losing litigation over the patent rights for the telephone is history, is to be torn down. Among Draubaugh's many inventions is an instrument for telling the exact time of day, and which can be manufactured for $1. Draubaugh will have a new workshop near his home in Camp Hill, three miles west of this city.

Mr. and Mrs. P. G. Diener left this city Saturday with Mr. and Mrs. E. J. Faust, of Allentown, on an automobile trip to the American National Retail Jewelers' Association convention at Richmond, Va., to which both gentlemen are delegates. The trip was made via Hagerstown, Luray Caverns, Natural Bridge and Staunton, Va. Returning, the party will travel via Washington and Baltimore. They will be absent about two weeks.

Lancaster, Pa.

Lee B. Speilman, Hagerstown, Md., has been here visiting old friends.

J. J. Bowman, of Ezra F. Bowman's Sons, has recovered from an attack of grippe.

H. E. Musser, proprietor of Musser's silver plating works, has returned from an extended eastern trip.

Aug. Rhoades and H. S. Williamson enjoyed themselves last week fishing a few days on the Susquehanna river at Benton.

Mrs Anna M. Weeber, proprietor of the City Hall Jewelry Store, and her daughter, have gone to Atlantic City for a couple of weeks.

John W. Eimerbrink, York, stopped over in Lancaster to see old friends en route home from a trip to New York and Philadelphia.

S. Kurtz Zook spent a few days recently in Atlantic City. Samuel Hostetter, of his watchmaking department, is on his usual vacation.

Clyde B. Bender, Hagerstown, Md., who was visiting Atlantic City and New York, spent a few days in Lancaster last week, stopping off on his homeward journey.

J. Clark Houghton, of the diamond department of Lonis Weber & Son, has gone to Atlantic City, and Miss Mabel Patterson, of the sales force, will go there this week.

John Peterson has just returned home from Boston, where he has been a jewelry store salesman for several years. After visiting relatives near Marietta he will leave for Seattle, Wash., where he will engage in partnership in the jewelry business with an old friend.

Robert Yates, of Cold Spring, N. Y., a student of the Ezra F. Bowman Technical School, who was successfully operated upon for appendicitis on July 16, is convalescent. Harvey J. Rutherford, Peoria, Ill., has entered the school for a special course in watchmaking. Rodney Pollack, York, also a student, has gone home to take an automobile trip with his brother, the jeweler.

D. R. Vasbinder, of Bloom & Vasbinder, Du Bois, Pa., spent a couple of days in Lancaster last week. Arthur Crillon, who learned the watchmaking trade in this place some years ago, going west afterward and eventually settling in St. Louis, was killed near that city a few days ago in a runaway accident, the teams going over an embankment. He was 33 years old and is survived by a widow and two children.

Baltimore.

William Nicklass, 1137 W. Baltimore St., is recovering from a severe case of blood poisoning.

Benjamin D. Nuitz, 603 N. Eutaw St., with Mrs. Nuitz, is spending a few weeks on Solomon's Island, in the mouth of the Patuxent River.

F. J. Lutz, 936 Frederick Ave., has returned from a vacation spent in Chicago, Miiwaukee, Detroit, Buffalo, Niagara Falls and New York.

Steman & Norwig, 325 W. Eutaw St., will send out drummers next month with a full line of their Baltimore repousse belt pins. The firm has six men employed in its manufactory.

Mrs. Julius Bloom, wife of the jeweler at 620 E. Baltimore St., is convalescing from a three months' siege of typhoid. With Mr. Bloom and their children she will spend August at Atlantic City.

Belle Mulford Heywood, the seven-year-old daughter of Frank A. Heywood, of the Jewelers' Security Alliance, was portrayed in the *Sun* of Sunday in connection with a prize story, which she had written for that publication.

George A. Vinson, 1107 Light St., returned from Europe last week on the *Olympic*. During his seven weeks abroad he visited London, Edinburgh, Paris, Brussels and Antwerp. To round out his vacation Mr. Vinson made a flying trip up the Hudson and to Niagara Falls.

Solomon Rubin, of Sikesville, Md., has opened a retail store at 403 N. Eutaw St. in the room formerly occupied by John Kahn & Co., the instalment dealers. This is the 14th jewelry store on Eutaw St. Mr. Rubin, Jr., states that he intends taking a correspondence course in optometry and adding an optical department to the store.

Russell A. Parcell, for a number of years with J. W. Mealy & Sons Co. and other Baltimore jewelers, has opened a retail store in the new Coughlan building at Pikesville, one of Baltimore's most attractive suburbs. Mr. Parcell will also continue to manufacture a line of his own design, which gave him a decided reputation while with Mealy.

R. Bruce Carson, a jeweler of Hagerstown, Md., on returning from an automobile trip early July 24, discovered a thief in his apartments, where he and his mother reside. The thief had gathered together a lot of silverware, clothing and other articles, and was ready to leave when Mr. Carson arrived. He dropped his booty and fled. Mr. Carson gave an alarm, but the thief had escaped when the officers arrived. The robbery evidently was planned by someone who knew that Mr. Carson was out of town.

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Special Notices.

Situations Wanted.

WANTED, position as foreman on fine platinum work; experienced. Address "F., 4870," care Jewelers' Circular-Weekly.

YOUNG LADY desires position as office assistant, etc. Address "L. F.," care Three Arts Club, 340 W. 85th St., New York.

BOOKKEEPER, typist or office work; experienced, best references. Address "Miss B., Box 4932," care Jewelers' Circular-Weekly.

WANTED, a position as assistant watchmaker and engraver; own tools, good references. "R., 4961," care Jeweles' Circular-Weekly.

WATCHMAKER AND JEWELER, first class; full set of tools; best references. Address "N., 4730," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER and jeweler; can wait on trade; best of references. Address "B., 4902," care Jewelers' Circular-Weekly.

POSITION WANTED by gold and silver plater; all fancy colors; first class references. Address "C., 4901," care Jewelers' Circular-Weekly.

EXPERIENCED platinum jeweler and diamond setter desires position in Chicago, by Sept. 1. "C. H., 4910," care Jewelers' Circular-Weekly.

POSITION WANTED by good all around watchmaker and engraver in Boston, Mass., or near vicinity. A. Mattsson, 37 New St., East Boston, Mass.

SITUATION DESIRED by an experienced saleslady in retail store, or to take charge of office. Address "K., 4781," care Jewelers' Circular-Weekly.

POSITION WANTED by first class jeweler doing repairing, special order work, setting and coloring. Address "Box 4821," care Jewelers' Circular-Weekly.

AMBITIOUS YOUNG MAN wishes to learn jewelry business with wholesale house; salary no object. J. Rosenberg, 411 Ocean Ave., Brooklyn, N. Y.

WANTED, position by young man as watchmaker and engraver; experienced, own tools, best reference. Address "Q., 4958," care Jewelers' Circular-Weekly.

ENGRAVER, can assist watchmaker, clock and jewelry repairer, wants a congenial position south. Address "E. W. J., 4542," care Jewelers' Circular-Weekly.

REFINED YOUNG LADY wishes position with jewelry firm; neat appearance and good penman. Address "N. J. E., 4816," care Jewelers' Circular-Weekly.

AN EXPERIENCED POLISHER, lapper and colorer requires a position; can furnish good references. Address "X., 4935," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER, 28 years, 14 years at the bench, would like position by middle of August or before; salary, $20. R. T. Drumtra, Altenburg, Mo.

FIRST CLASS manufacturing jeweler and diamond setter, desires position south; best of references. Address "B. F., 4681," care Jewelers' Circular-Weekly.

ENGRAVER, all around man, lettering, monogram, enamel cutting, carving, dies, hubs, etc., wishes steady position. Address "4909," care Jewelers' Circular-Weekly.

A POSITION as traveling salesman by man who thoroughly understands jewelry business; central States preferred. Address "Box 4738," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER, jewelry repairer and clockmaker, desires position; six years' reference from last place. Address A. Segal, 92 East End Ave., New York.

PERMANENT POSITION WANTED by thoroughly reliable first class engraver and second watchmaker; five years yith last employer; own all tools. Address "M., 4747," care Jewelers' Circular-Weekly.

SALESMAN, 28, five years' experience in the manufacturing jewelry lines and well acquainted with the department and jobbing trade of New York City and vicinity, wishes to represent a good house; best of credentials. Address "Box 4920," care Jewelers' Circular-Weekly.

DESIRE POSITION with competent house carrying general line of loose and mounted diamond goods; best results and references. "P., 4957," care Jewelers' Circular-Weekly.

NEW YORK REPRESENTATIVE desires position with jobber or manufacturer; has good old established retail trade and best references. "O., 4956," care Jewelers' Circular-Weekly.

MANUFACTURING and jobbing jeweler; do some watch work, engraving, stone setting, etc.; first class retail store, New York only. "Box 4903," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER desires steady position; 14 years' experience, including Swiss watches; best of references. Address "Box 4888," care Jewelers' Circular-Weekly.

OCT. 1, first class watchmaker and engraver; experience in railroad watches, 24 years old; seven years' experience; salary, $22. Address "T., 4938," care Jewelers' Circular-Weekly.

A1 WATCHMAKER and salesman, good appearance, good habits, and best references, wants position with a first-class jewelry house. Address care H. N. Frachtmann, Houston, Tex.

APPRAISER OF DIAMONDS and jewelry, 17 years' experience; expert knowledge of pawnbroking business; A1 references. Address "Box 4762," care Jewelers' Circular-Weekly.

SALESMAN wishes to take out line of jewelry, silverware or any kindred lines; experienced traveling man; any territory. Address "B. G., 4825," care Jewelers' Circular-Weekly.

UP-TO-DATE ENGRAVER and saleslady desires position about Sept. 1; will send samples of engraving to reliable parties. Address "M. A. D.," 7709 Linwood Ave., Cleveland, O.

POSITION as second watch repairer, can do ordinary jewelry and clock repairing, also a good salesman; have had six years' experience. Address 523 7th St., East, Hutchinson, Kans.

JEWELRY and diamond setter, familiar with platinum and all kinds of gold work, desires position out of New York, eastern States preferred. "Box 4954," care Jewelers' Circular-Weekly.

YOUNG MAN, 24, six years' experience in wholesale jewelry business, understands it thoroughly, desires position at once; best references. Address "Hustler, 4942," care Jewelers' Circular-Weekly.

YOUNG MAN of 20 with five years' experience in the retail jewelry line, would like to make change to wholesale business; best of references. Address "H., 4936," care Jewelers' Circular-Weekly.

WATCHMAKER of 25 years' experience wants position in store as manager of watch department; A1 references; state salary in first letter. Address "R. E. X., 4860," care Jewelers' Circular-Weekly.

WANTED, position by first class watchmaker, optician, plain engraver and jeweler, good salesman; good appearance, good reference, sober and reliable. H. S. Bostock, 718 Market St., Beatrice, Nebr.

FIRST-CLASS WATCHMAKER and jewelry repairer, German; can do some engraving also; 14 years' experience with good firms; best of references. Address "Box 4796," care Jewelers' Circular-Weekly.

HIGH CLASS traveling salesman, 10 years traveling south and lower half middle west, desires to connect with manufacturers' lines on commission. Address "I., 4943," care Jewelers' Circular-Weekly.

TRAVELING salesman would like position with good material house, selling watch materials; experienced with all kinds of watch materials; state salary. Address "R., 4926," care Jewelers' Circular-Weekly.

EXPERT WATCHMAKER, accustomed to adjusted and complicated watches; thoroughly understands adjusting and close rating, desires to make a change; best of references; Central states or the southwest preferred; American, single, 22 years of age. Address "American, 4809," care Jewelers' Circular-Weekly.

A JEWELER, thoroughly experienced in every department of the business and capable of taking charge, is open for position as foreman or assistant foreman, also has selling ability and would like to connect with concern in need of a good all around man; splendid references. "M., 4952," care Jewelers' Circular-Weekly.

A YOUNG traveling salesman is anxious to hear from some good eastern jewelry house who wishes a western representative to work with office in St. Louis or Chicago; good reference. Address "Box 4760," care Jewelers' Circular-Weekly.

EXPERIENCED SALESMAN, acquainted with the retail jewelers, New York City and vicinity, open for manufacturer's line on commission basis. Address "Salesman, 4819," care Jewelers' Circular-Weekly.

EXPERIENCED PLATER and colorer on jewelry, also can repair and polish; wishes position with good house out of town; Pennsylvania or Baltimore, Md., preferred. "4906," care Jewelers' Circular-Weekly.

POSITION WANTED by general engraver; all styles of plain and fancy letters, monograms, inscriptions, enamel cutting, card plate, etc.; plain watchmaker; state salary. "D., 4928," care Jewelers' Circular-Weekly.

GENTLEMAN of experience wishes position as salesman or manager of retail jewelry store; familiar with cash or installment business. Address "C., 47," care Jewelers' Circular-Weekly, *Heyworth Bldg., Chicago, Ill.*

WATCHMAKER and A1 jeweler wanted; finish watchmaker's trade, two years' experience under expert watchmaker; all tools, best of references; state wages in first letter. Address "K., 4949," care Jewelers' Circular-Weekly.

HIGH CLASS traveling salesman, commanding trade with best jewelers in south and middle west, wishes position with first class manufacturer; salary or commission. Address "J., 4944," care Jewelers' Circular-Weekly.

ENGRAVER and designer, trade shop experience, good workman, experienced in waiting on high class trade, would appreciate permanent position from Sept. 1; references furnished. "N., 4955," care Jeweles' Circular-Weekly.

WANTED, permanent position with A1 house; clock repairer of large experience on all make of chime, French and complicated clocks; can take charge of department. Address "J. K., 4794," care Jewelers' Circular-Weekly.

YOUNG MAN, 19 years of age, with three years' experience in retail jewelry line, would like to make change to wholesale business; best references can be furnished. Address "G., 4945," care Jewelers' Circular-Weekly.

JEWELRY REPAIRER, first class all around workman, stone setting, platinum work, all kinds of new work, go anywhere, no bad habits, good references, want steady job, now employed. Address "S., 4930," care Jewelers' Circular-Weekly.

POSITION WANTED by first class jeweler, stone setter and good engraver; the same is fully qualified to take charge of the repairing department of any first class store. Address "G.," Birkenhauer & Thomsen Jewelry Co., Minneapolis, Minn.

JEWELER of 10 years' experience, doing anything on new or repair work, stone setting, just graduated from engraving school, desires position in store with opportunity to perfect engraving. Address "P., 4919," care Jewelers' Circular-Weekly.

YOUNG MAN, 22, selling ability, nine years' experience in jewelry business, understands it thoroughly, also knowledge of clocks and silverware, desires position with reliable house; good reference. Address "Box 4725," care Jewelers' Circular-Weekly.

FIRST-CLASS WATCHMAKER, 30 years' experience, age 45, gentleman at all, is open for a first-class position; if you want a man to do good work and keep up your reputation, call on me; if you want a speeder do not. Address "Wheeler, 4815," care Jewelers' Circular-Weekly.

A1 ELECTRO PLATER, thoroughly experienced on all kinds of gold and silver plating, also coloring jewelry, mix solutions, also polish on jewelry, wishes position in Pennsylvania or in Baltimore, Md., best of references. "4905," care Jewelers' Circular-Weekly.

SITUATION WANTED by first class watchmaker and plain engraver, first class on railroad and all Swiss and English complicated watches; best tools and references; those who need first class work need answer; west preferred. R. Caplan, 2123 Crystal St., Chicago, Ill.

ENGRAVER, first class, all styles of lettering and monograms, also cutting for enamel, sealing, crest work, stationery, dies, etc.; just the man for a retail jewelry store in small city; 15 years' experience; best New York City references, permanent position only "4908," care Jewelers' Circular-Weekly.

SITUATIONS WANTED—Continued.

RETAIL DIAMOND SALESMAN, ten years' experience with highest class trade, desires to make change September 1st; best of references. Address "Box 4702," care Jewelers' Circular-Weekly.

SITUATION WANTED by practical jeweler who has sold his 10-year established jewelry business and intends locating in the northwest; wishes a temporary position as engraver and watchmaker with a reliable jeweler; age 35, married, good habits; Oregon or Washington preferred; about Oct 1. Write M. W. Hill, Little Valley, N. Y.

HIGH CLASS retail salesman, capable of managing store, desires to make a change in early fall; west or northwest preferred; age 33; best of references as to character and ability. Address "E., 4885," care Jewelers' Circular-Weekly.

A FIRST CLASS WATCHMAKER, expert on all kinds of American, Swiss, English, railroad watches and complicated work; 14 years' experience; age 31, single, American; have all up-to-date tools; good habits, neat appearance, best references; can take in, estimate and deliver repairs; used to handling high class trade, wants a permanent position as watchmaker with a reliable firm; salary, $25 per week. Address "A., 4894," care Jewelers' Circular-Weekly.

A COMPETENT MAN, who is desirous of changing his position by Sept. 1, 1911, and who understands every branch in the jewelry trade except practical manufacturing and cutting, also able to assort a melange of 3 or 400 carats, as to grades and quality, has also a thorough knowledge of pearls and other precious stones, and can originate his own designs, is anxious to hear from some firm who may need his services. "F., 4932," care Jewelers' Circular-Weekly.

YOUNG MAN, 15 years' experience, knows jewelry business in all its phases, wants position as manager of store or department, now employed in New York; is accustomed to both good and cheap trade, considered an A1 salesman, willing to guarantee to make good or make place for one who can; no objection to leaving city. For further particulars address "L., 4950," care Jewelers' Circular-Weekly.

Side Lines.

WANTED, a first class man to handle a high grade line on commission for the retail trade, preferably one who has other lines; references required; in replying state full particulars regarding territory, lines handled, experience, etc. The Chas. M. Robbins Co., Attleboro, Mass.

Help Wanted.

JEWELER AND ENGRAVER wanting good position will communicate immediately with M. E. Grimes, Statesboro, Ga.

WANTED, first class watchmaker and engraver; to a good man will pay $30 per week; permanent position. O. W. Maynard, Miami, Fla.

WANTED, young man to repair jewelry and clocks, also wait on trade; permanent position, good wages. T. H. Bowen & Co., Bridgeton, N. J.

WANTED, young man, at once, to do jewelry work; send photo, references and state wages expected in first letter. W. R. Hale, Greenville, S. C.

WANTED, a good letter and monogram engraver; only rapid and experienced man need apply; position permanent to right man; state age, experience and references. Artbur A. Everts Co., Dallas, Texas.

WANTED, first class clock repairer, one who can assist the watchmaker when not busy or assist in repairing jewelry or engraving; state age and experience. Humburch Bros., 182 Main St., East, Rochester, N. Y.

TRAVELING MAN WANTED to invest and become partner in established jewelry concern. Address "Box 4774," care Jewelers' Circular-Weekly.

FIRST CLASS jeweler and engraver wanted; short hours and good pay; steady position. Address "Tot, 4947," care Jewelers' Circular-Weekly.

JEWELRY REPAIRER and assistant watchmaker; must furnish good references as to character and do good medium grade work. Gilbert Jewelry Co., LaGrange, Ga.

WANTED, experienced watchmaker, must have reference; state salary expected, experience, etc., in first reply. Address "V., 4937," care Jewelers' Circular-Weekly.

HIGH GRADE traveling man wanted for Middle States to sell general jewelry line; good salary to the right man. Address "C. J., 4448," care Jewelers' Circular-Weekly.

WANTED, a competent watchmaker and optometrist; one holding New York certificate; permanent position to right party. C. F. Chouffet, 379 Main St., Buffalo, N. Y.

WANTED, clock and jewelry repairer with some experience on watches; state salary expected and give references in first letter. Address "N., 4917" care Jewelers' Circular-Weekly.

WANTED, young man, four or five years' experience, to repair clocks and jewelry in a first class store; reference required. Furtwangler & Rhea, 122 S. Main St., Greensburg, Pa.

AT ONCE, first class watchmaker for an Adirondack Summer resort for two to three months; send references and state salary expected in first letter. Fred E. Hull, Saranac Lake, N. Y.

WANTED, WATCHMAKER, one who can engrave and has knowledge of optics; must be a fair salesman; single man preferred. Address "H., 4811," care Jewelers' Circular-Weekly.

WANTED, watchmaker who is a thorough mechanic; must have good set of tools and experience in repairing and rating railroad watches. G. D. Davidson, 163 Newark Ave., Jersey City, N. J.

WATCHMAKER, engraver, and jeweler; first class; permanent position; send engraving sample and reference; $20 per week; no excessive repair trade. A. Seidensticker, Hamilton, O.

JEWELER AND ENGRAVER; permanent position, good salary to right man; refer to this journal as to firm. Address, with full particulars, to "S., 4876," care Jewelers' Circular-Weekly.

YOUNG LADY, with knowledge of double entry bookkeeping and typewriting by wholesale jewelers. Address, stating experience and salary expected, "M., 4913," care Jewelers' Circular-Weekly.

A MAN with jewelry store experience, who can wait on trade, do engraving, jewelry, clock and optical work; permanent position; retail store. Inquire of Swartchild & Co., *Heyworth Bldg., Chicago, Ill.*

WANTED, competent watchmaker who understands railroad work; must have complete set of tools; references required; state age and whether married or single. M. F. Doering, Anniston, Ala.

WANTED, an intelligent young man, reliable, familiar with pawnbroker business and watch repairing; must come well recommended; good salary for the right man. Address Chas. Banov, 1040 Market St., Wheeling, W. Va.

WANTED, at once, A1 experienced clock and jewelry repairer; salary according to ability; must have reference; state salary expected, experience, etc., in first reply. Address A. Krautheim, 93 W. Western Ave., Muskegon, Mich.

ASSISTANT FOREMAN wanted by manufacturer of gold and platinum jewelry; must be a practical man and experienced in taking charge of workmen; excellent opportunity. Address "B., 4931," care Jewelers' Circular-Weekly.

ENGRAVER AND WATCHMAKER wanted by a leading jeweler in a prominent town of North Carolina; only expert workmen need apply; give references and state salary expected in first letter. Address "A., 4800," care Jewelers' Circular-Weekly.

WANTED first class watchmaker, thoroughly versed in high grade clocks; outdoor and indoor work, permanent position; state age, reference and all particulars in first letter. Julius C. Walk & Son, Inc., 10 E. Washington St., Indianapolis, Ind.

WANTED, at once, optometrist with New York State certificate; write full particulars in first letter, stating age, experience, salary required and references; permanent position. Address "O., 4918," care Jewelers' Circular-Weekly.

WANTED, YOUNG MAN, experienced in retailing gold jewelry; only those who can refer to first class houses will be considered; apply, giving full particulars, references, salary expected. Address "A. B. F.," Box 46, Salem, Mass.

WANTED, experienced clock and jewelry repairer; salary according to ability; must have references; state salary expected, experience, etc., in first reply. Address "Central Connecticut, 4508," care Jewelers' Circular-Weekly.

WANTED, a salesman for New York and vicinity to sell a first class line of hat-pins, combs, barrettes, etc., on a commission basis; would pay weekly salary and commission to the right party. Address "B., 4877," care Jewelers' Circular-Weekly.

WANTED, a well established representative for the sale of our product in polished crystal salt cellars, inkstands, paper weights, perfumery bottles, chandeliers, prisms, etc. Address, with references, "R., 4963," care Jewelers' Circular-Weekly.

WANT LIVE YOUNG MAN who has had store experience to finish trade; must be capable of waiting on trade and quick to learn; good place for bright fellow to advance; horological students and idlers don't reply. Walter Dunmore, Sterling, Ill.

WANTED, designer on sterling silver hollow ware and flat ware by a Connecticut manufacturer; a fine position for the right man; applicant will state experience, former employers, age, salary wanted. Address "Box 4881," care Jewelers' Circular-Weekly.

WANTED, by large mail order house, man experienced in catalogue work, capable of taking full charge; must have energy, enthusiasm and ability; apply, giving full particulars, references and salary expected. Address "H. M., 4786," care Jewelers' Circular-Weekly

WANTED, a watchmaker who is competent to do good work for a high grade jewelry store in central Illinois; prefer a man who could also assist otherwise; send references; state salary and all general particulars to "Reliable, 4880," care Jewelers' Circular-Weekly.

WANTED, at once, watchmaker, engraver and optician to take entire charge of well established business in southwest; must be refined, wide-awake, capable man; an excellent opportunity for right party; send references and state age in first letter. Address "D., 4886," care Jewelers' Circular-Weekly.

WANTED, watchmaker and jeweler, also clock repairer; permanent position, no tools needed; state wages wanted with board and lodging; no married man wanted, not enough work to employ him; town has 1,500 inhabitants, 40 miles north of Gulf Mexico, healthy place. F. C. Rivoire, Napoleonville, La.

DIAMOND IMPORTERS want salesman with established trade for middle west; we want a good man and will pay well. "Hustlers, 4951," care Jewelers' Circular-Weekly.

MANUFACTURERS of high grade diamond mountings and diamond jewelry, wish an inside man to act as bookkeeper, general assistant and charge clerk; one who understands bookkeeping and banking thoroughly, and thoroughly experienced with the inside office detail of manufacturing jeweler; state salary and experience. Address "Box 4699," care Jewelers' Circular-Weekly.

WANTED, at once, first class watchmaker, jeweler and engraver, one who can do first class work; no other need apply; permanent position; will pay good salary to right man; must be able to do anything in the line of jewelry repairing and stone setting; if you think you will suit you may wire us collect; send samples of engraving. Tekulski & Freedman, 419 Texas St., Shreveport, La.

WANTED, two A1 salesmen; experienced salesman with acquaintance in the Southern Atlantic Coast States and another with acquaintance in New England States, to call on trade in larger cities, exclusive watch line; must furnish A1 references. Address, "Q., 4924," care Jewelers' Circular-Weekly.

(*Special Notices continued on page* 114.)

Special Notices.

(*Continued from page 113.*)

HELP WANTED—Continued.

WATCHMAKER, engraver and salesman; must be of good appearance, able to take in repairs; will pay $25 per week, and to good optician will give commission on all optical work done by you; send sample of engraving, photo, reference; near Chicago. Address "C., 46," care Jewelers' Circular-Weekly, *Heyworth Bldg., Chicago, Ill.*

FIRST CLASS WATCHMAKER, preferably one who can engrave; steady position and good salary; must have best of references; give full particulars in first letter. H. G. Shupp, Wilkes-Barre, Pa.

Business Opportunities.

FOR SALE, jewelry store in Newark, N. J.; good watch and jewelry repair trade. Address "Box 4872," care Jewelers' Circular-Weekly.

FOR SALE CHEAP, manufacturing jewelry establishment, center of city, low rent. Address C. A. Slinger, 550 Central Trust Bldg., Indianapolis, Ind.

FOR SALE, jewelry and optical business in the best town on Puget Sound; payroll, $35,000 per week, spot cash. Address Sid S. Bettman, Bremerton, Wash.

CASH PAID for surplus stocks of watches, diamonds and jewelry; money sent by return mail best of references. Address Emil Noel, 541 E 46th Pl., Chicago, Ill.

COMPLETE diamond cutting plant, including 15 benches and 12 double saws; all in first class shape, for sale cheap. Address "E., 4925," care Jewelers' Circular-Weekly.

IS IT CASH you must have quick? $200,000 ready cash always on hand will buy your business at once. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

PARTNER WANTED, salesman with small capital; grand opportunity for right man; jewelry manufacturing, gold and platinum. Address "A., 4939," care Jewelers' Circular-Weekly.

DO YOU WISH TO RETIRE? We pay the most cash for entire or surplus stocks of jewelry; communications confidential. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

ONLY EXCLUSIVE JEWELRY STORE, fine location, Illinois town 2,600, clean stock, invoice $3,500, cash discount 20 per cent.; will sell all or part. "C., 4929," care Jewelers' Circular-Weekly.

PARTNER WANTED; grand opportunity for the right man with small capital; established over 20 years; business very profitable. Address "C., 46," care Jewelers' Circular-Weekly, *Heyworth Bldg, Chicago, Ill.*

PARTNER WANTED, with $3,000 to $5,000, to do a good job lot business; I know how and where to buy and how to dispose of the goods; have no money but experience. Write "Success, 4579," care Jewelers' Circular-Weekly.

DO YOU WISH TO SELL part of your entire stock of diamonds, watches, jewelry, etc.? We purchase quick and pay spot cash, no matter how large the quantity may be. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

FOR SALE, quick, jewelry and optical business in good county-seat town of 9,000 in central Ohio; new, clean stock; big opportunity for man with 2,500; investigate; going south. Address "Box 4813," care Jewelers' Circular-Weekly.

PARTNER WANTED in a well established ring factory in Newark, N. J.; excellent opportunity for active man only, with $5,000 to $10,000 capital; money required to extend business. Address "Newark, 4822," care Jewelers' Circular-Weekly.

FOR SALE, well established jewelry business in growing city of 30,000; stock and fixtures will inventory about $20,000; central location; established trade; chiefly 14 karat lines and sterling silver; good run repair work; will answer all legitimate inquiries; good lease; if you have cash and are looking for a good thing communicate with Kendall & Smith, 112 E. Colorado St., Pasadena, Cal.

MANUFACTURER, middle west, established three years, would consider a partner with small capital; first class jeweler, diamond setter or salesman with established trade preferred. Max C. Lang, cor. Illinois and Washington Sts., Indianapolis, Ind.

FOR SALE, one of the oldest and best established jewelry houses in central Texas; invoice $25,000; will take $10,000 worth of income property worth the money, balance cash or good paper; owner wants to retire. Address "Box 4654," care Jewelers' Circular-Weekly.

AT FIFTY CENTS ON THE DOLLAR, corals, cameos and turquoise, a large job I just bought; be quick if you want to come in on this deal; sent on memorandum bill to rated dealers, sold for cash with report. Dan I. Murray, broker, 3 Maiden Lane, New York.

FOR SALE, old established jewelry store in Atlantic City; will sell stock and building or stock alone and rent building; repairs alone will pay all expenses; reasons for selling, present owner is going in another business. Address "W. G., 4826," care Jewelers' Circular-Weekly.

DO YOU WISH TO RETIRE? we pay highest cash value for entire stock, or part of jewelry, diamonds and fixtures; communicate with us, it will be to your advantage; rating and references of the highest order. Van Praag & Co., 11 Lispenard St., New York, established 1889.

I PAY CASH for your surplus stock of diamonds, watches and jewelry; business confidential; National Bank references. H. Schwartz, 903 Heyworth Bldg., Chicago, Ill.

I PAY 20% MORE for your surplus stock of watches, diamonds and jewelry than any other cash buyer; national bank references. Emil Noel, 541 E. 46th Place, Chicago, Ill.

DESIRING to devote all my time to the optical business, will sell my fine jewelry store in Washington town of 5,000; fine farming country adjoining; stock and fixtures about $5,000; competition nominal; rent, $20; employ watchmaker steadily. Address "A. B., 4890," care Jewelers' Circular-Weekly.

IN ORDER to have a man directly interested in the business will sell $5,000 worth of stock to first class watchmaker and engraver; must be young man with energy and push and furnish gilt edge references; old established house in north Texas. Address "Box 4647," care Jewelers' Circular-Weekly.

FOR SALE a wholesale and manufacturing optical business; most complete plant in the south; consisting of automatic machinery, complete stock of lenses, frames and optical instruments; stock inventories about $24,000, machinery, tools and fixtures about $2,500, annual business about $55,000. If interested address "X. X., 4912," care Jewelers' Circular-Weekly.

FOR SALE, jewelry and optical store in a New Jersey city of 8,000 population; stock and fixtures new 18 months ago, everything clean and up to date; lease runs 3½ years longer; excellent place for good watch repairer and practical optician; reason for selling, age, have enough to live on and wish to retire. Address "Wellington, 4873," care Jewelers' Circular-Weekly.

DIAMONDS at great bargain, $33 per carat and up; mounted rings and other diamond jewelry sold at half the regular price; sent on memorandum, billed to rated dealers; sold for cash only; cash paid for stocks. C. L. Daniels, Tiffin, Ohio.

FOR SALE, at a big discount for cash, a good paying and first class jewelry store, including stationery, Eastman kodaks and Columbia phonographs; well selected and worth every cent of the inventory, $7,000; small competition; in a fine town of 1,200 in the center of the fruit and cattle district of Colorado; reason for selling, I am in the wholesale business and cannot continue this. Chas. E. Everett, 1725 Arapahoe St., Denver, Colo.

DIAMONDS at great bargains, $45 per carat and up; mounted rings and other diamond jewelry bought from private people sold at half the regular price; sent on memo. bill to rated dealers; sold for cash only. Dan I. Murray, 3 Maiden Lane, New York.

To Let.

FLOOR TO SUBLET at Maiden Lane, corner William St.; very cheap. Inquire at Mayer & Miller, 12 and 16 John St., New York.

TO LET, part of fine office suitable for diamond setter, watchmaker or engraver; fine light. Inquire Louis Kline, 68 Nassau St., New York.

LOFT TO LET; 1,650 square feet; suitable for manufacturing jeweler; drop press post and cellar for washing barrels on premises; live steam and all improvements. Enquire Engineer, 24 Boudinot St., Newark, N. J.

JEWELER'S STORE for rent, fine store with fine display window in a new and popular neighborhood where there is no competition; location, 158th St. and Broadway, New York, one of the fastest growing sections of the city; this is a splendid opportunity and is worth investigating. L. J. Phillips & Co., 3787 Broadway (157th St.), New York. Telephone, 258 Audubon.

For Sale.

50 FEET of showcases and counters for sale cheap. Runback's, 2232 Third Ave., near 122d St., New York.

FOR SALE, two second hand Crouch & Fitzgerald jeweler trunks, in fair condition. L. H. Schafer & Co., 103 State St., Chicago, Ill.

30 DAY weight street clock in good running order for sale; price, $100 as it stands; send for photograph. C. W. Bixler & Co., Easton, Pa.

LARGE NEW SAFE, fitted up for jewelry business, used one month, want to sell at once; call afternoons. E. T. Hopkins, 15 Maiden Lane, New York.

FOR SALE, 160-acre farm in Oklahoma in German settlement; price, $6,000; one-third cash or jewelry, balance easy payments. Carl Grau, Taylor, Tex.

Lost.

STOLEN, WALTHAM OPEN FACE, 12 size, 21 jewel, bridge movement, No. 9,503,772, Crescent case; if offered for sale or repair notify "R. H., 3149." care Jewelers' Circular-Weekly.

LOST, 12 size, open face, Vacheron & Constantin movement, No. 349,781, in 18K. sun ray case, National Watch Case Co., No. 78,101; liberal reward. "C. V., 3385," care Jewelers' Circular-Weekly.

Wanted to Purchase

DIES WANTED, for cash, of odd signet rings, charms, etc., to work on soft metals; send illustration. "Langford," 988 Amsterdam Ave., New York.

Miscellaneous.

PORTRAIT MINIATURES copied from any photo on watches, dials, brooches and lockets. Goldstein Engraving Co., 45 Maiden Lane, New York.

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PATENT DEPARTMENT

[IN WHICH IS CONTAINED A LIST OF THE LATEST PATENTS GRANTED BY THE UNITED STATES AND GREAT BRITAIN. THE UNITED STATES PATENTS THAT HAVE EXPIRED AND THE REGISTERED TRADE-MARKS.]

UNITED STATES PATENTS.

ISSUE OF JULY 25, 1911.

998,626. EYEGLASSES. Percy Z. McDonald, Chicago, assignor to E. Kirstein Sons' Co., Rochester, N. Y. Filed Feb. 17, 1909. Serial 478,349.

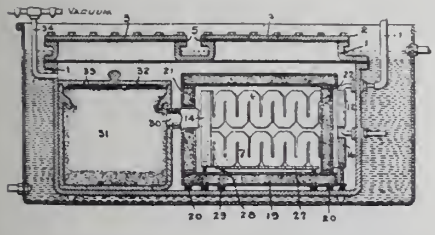
In an eyeglass mounting, the combination with a support having a bridging portion, lens attaching devices, horizontal portions in the plane of the lens attaching devices connecting the latter to the bridging portion, and bearings beyond the ends of the



bridging portion and in the plane of the lens attaching devices, opening laterally toward the bridging portion, of nose guards each carrying a pivot co-operating with a laterally opening bearing, and springs for positioning the guards acting in directions to retain the pivots in engagement with the laterally opening bearings.

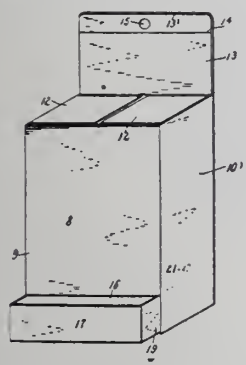
998,665. REFINING METALS. William C. Arsem, Schenectady, N. Y., assignor to General Electric Co. Filed Feb. 9, 1910. Serial 542,933.

The process of separating gold and silver which



consists in heating an alloy of these metals in an attenuated atmosphere to a temperature of about 1300° C. to distil off the silver.

998,702. MATCH BOX. Bernard Lichtig and



Paul P. Adolph, New York; said Lichtig assignor to said Adolph. Filed July 23, 1910. Serial 573,487.

In a match box, the combination with a rectangular receptacle having a bottom, two side walls and two end walls, of a telescoping casing which receives said receptacle and comprises a front wall having an opening in its lower portion, a rear wall two side walls, a bottom, two side flaps adapted to be folded upon one of the end walls of said receptacle, and a cover flap provided with a folding line and a perforation, whereby that portion of said cover flap which extends between said folding line and one of the edges of said flap is adapted to be insterted between said front wall and said receptacle forming thereby a complete inclosure for said receptacle and preventing the latter from sliding out from said casing, and a drawer comprising a front wall, two side walls having upwardly extending projections, and a bottom, the side walls and bottom of said drawer being arranged between the walls of said receptacle and the walls and bottom of said casing when said drawer is inserted into said opening.

998,792. WATCH CASE. Fritz Mink, Philadelphia, Pa., assignor to the Keystone Watch Case Co., Philadelphia, Pa. Filed May 12, 1911. Serial 626,815.

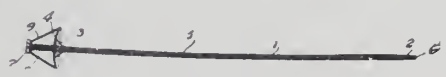
The combination with an antique pendant comprising an oval and neck, of a bow engaging with



the extreme ends of said oval, and a sleeve fitting around the ends of said oval and bow for holding the parts in their proper relative positions.

998,799. HAT PIN. Aibert James Pollitt, Winnipeg, Manitoba, Can. Filed July 18, 1910. Serial 572,495.

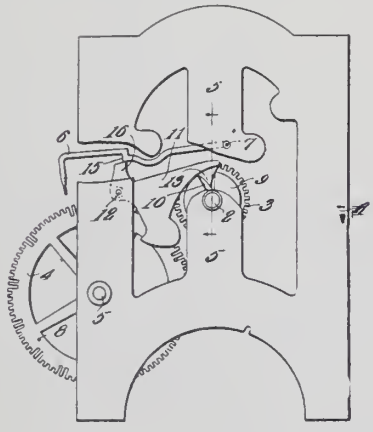
A hat pin comprising a hollow tubular body portion having one end tapered and the opposite end enlarged, a head permanently secured to the enlarged end, a pin slidable within the body portion having one end extending therebeyond and pro-



vided with a knob and the opposite end brought to a point contained within the body portion, a spiral spring encircling the pin and interposed between the head and the knob to draw the pin into the body and a flexible material inclosing the spring and secured to the head and the knob for holding the parts together and permitting the pin to be moved in the body portion.

998,819. SELF-SETTING CLOCK. Harry Watson, Brandon, Miss. Filed April 17, 1911. Serial 621,526.

In a combined time and striking clock, a count



wheel, a locking wire, a detent for the wire, and means controlled by the time train when out of proper relation to the striking train to cause the detent to hold the locking wire inactive relative to the count wheel until the proper relation of the two trains is established.

998,879. SEAL John L. Dinsmoor, Brooklyn, N. Y., assignor of one-half to Hermann M. Hirschberg, New York. Filed July 9, 1906. Serial 325,308. Renewed June 8, 1910. Serial 565,872.

In a seal, a body composed of non-compressible material, and a plurality of members, one of which



is secured permanently within the body, said members being adapted to be twisted to each other wholly within the body, and one member being looped to serve as a shackle.

998,907. CUFF BUTTON. Oscar R. Johnson, Providence, R. I. Filed Sept. 12, 1910. Serial 581,574.

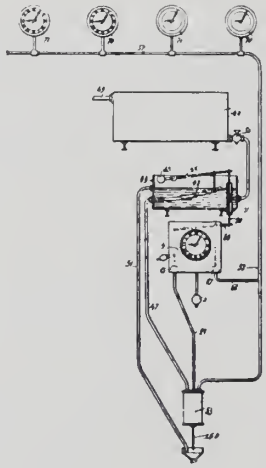
In a cuff button, a shank having a forked end forming two rigid branches, each branch at its outer end and on its inner face being reduced in thickness to form a thin bendable finger of approximately one-half the width of that branch, said reduced portions of the branches forming rigid



shoulders, and a plate received between the fingers and seating on said shoulders, said fingers having their free ends hammered down on said plate to clench the latter in engagement with the shoulders, said shoulders acting as rigid abutments to receive the impact of the hammering during the clenching operation.

998,923. PNEUMATIC CLOCK. Pierre Poetto, Paris, France. Filed March 18, 1909. Serial 484,219.

In pneumatic clocks, two membrane air bags, a water vessel, an air vessel, means whereby the inflow of water forces the air out of the air vessel



and conducts the air pressure to the bags, a pipe within said water vessel, and a multiplying lever mechanism actuated by said membrane air bags for raising the pipe.

999,079. HAT PIN-POINT PROTECTOR. Anton Albert Worzen, South Brownsville, Pa. Filed Feb. 27, 1911. Serial 611,183.

In a hat pin protector, the combination with a hat pin having the pointed end thereof provided with a circumferentially arranged groove, of a guard adapted to be detachably mounted upon the pointed end of said pin, said guard comprising a body having a V-shaped recess formed therein, a V-shaped flat spring mounted in said recess and of a less depth than said recess, the bottom of

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JAMES L. HAND

Telephone 1624 Cortland 14 Maiden Lane NEW YORK

Now closing out the stock and fixtures of the Henricksen Jewelry Co., of Duluth, Minn., valuation over $200,000.00. This sale is but another of the great "Hand" successes! I have for sale the fixtures of this, the most magnificently furnished store in the Northwest, and also a long lease on their store room in the best location in Duluth. Duluth is one of the most prosperous cities in the United States to-day. If interested, write me in care of the above firm immediately.

Read this *genuine* and *unsolicited* testimonial from the George Kapp Co., of Toledo, Ohio, one of the largest and best known jewelry firms in the middle west, whose sale I lately completed:

TO WHOM IT MAY CONCERN: JUNE 24, 1911.

It gives me no little pleasure at this time, the last day of the auction sale for the George Kapp Co., to express to Mr. James L. Hand my appreciation of the manner in which he has conducted this sale for me, and also the sale of the Superior Art Galleries earlier in the Spring. In the latter instance he successfully closed out a $125,000.00 stock of art goods, fine paintings, bronzes, marbles, etc.

For the George Kapp Co. he has sold a large part of our $100,000.00 stock, and has pleased us especially in disposing of *practically all of our old and unsalable goods.*

In moving into a new store and in cleaning up a stock this is, of course, a most essential feature. Mr. Hand has been with me about three months and in all that time I have never heard a word of complaint as to the treatment received at his sales. In fact, many people have come to me personally and to my sons and complimented us upon securing such a man to conduct our sales. It has been gratifying to us all and I can truthfully say that I believe *Mr. Hand has won many new customers for us. He is a thorough gentleman,* and as such is competent to sell to ladies and gentlemen.

I am greatly pleased with his work and am glad to recommend him to any firm contemplating an auction.

Very truly yours,

J. G. KAPP, SR.

The above is but one of the many letters of appreciation received by Hand from satisfied clients. It costs you no more to obtain the services of HAND, the most favorably known auctioneer of high class jewelry in the United States. Correspondence strictly confidential. Write to-day.



JAMES L. HAND.

Some Interesting Figures

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Floor space, **5100 square feet.** Windows facing **4 directions** (fine light and air). School opened **22 years ago;** closed only on Sundays and Legal Holidays. Over **1000 successful graduates;** an average of **50 students** in school at a time; **5 instructors.** Students' school expense and cost of living decidedly lower than anywhere else. Graduates are placed by us in highest-class positions. **Write for Catalogue.**

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Watches and Chronometers

PARIS—"THE GRAND PRIX"—1900

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Hotel SHIRLEY-

DON. S. FRASER.

THE HOUSE OF COMFORTS
DENVER, COLO.

HALL CLOCKS



ELLIOTT'S CELEBRATED TUBULAR CHIMES

Harris & Harrington,
12 BARCLAY ST., NEW YORK

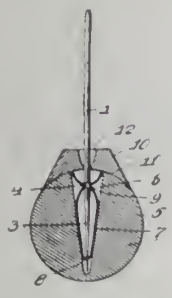
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St. Louis Watchmaking School, St. Louis, Mo

said spring having an opening formed therein for the passage of said pin, each of the arms of said spring bent inwardly at a point removed from its free end to provide a rib, said ribs being oppositely disposed and adapted to engage in the groove of said pin, and a cap mounted upon said body



over the open end of said recess and having a tapering opening extending in the same direction as said recess and of less diameter throughout than the mouth of the recess and adapted to guide said pin centrally of said recess.

999,146. FOB CHAIN, BRACELET, ETC., AND METHOD OF MAKING SAME. George H. Berthold, Attleboro, Mass., assignor to the Metallic Co., Attleboro, Mass. Filed July 31, 1909. Serial 510,679.

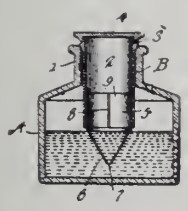
The mode of making links for chains, bracelets, etc., consisting in stamping or otherwise forming from sheet metal blanks each having a plurality of



raised portions representing the beads of a bead chain, cutting away the opposite edges of the blanks to form projecting ears of the adjacent raised portions for pivot bearings and notches between the same, and also one more ear upon one edge than the other, assembling two such blanks side by side and fixedly uniting them to each other.

999,168. GAGEABLE DIP CUP FOR INK WELLS. Albert F. Hurd, Berkeley, Cal. Filed May 25, 1910. Serial 563,331.

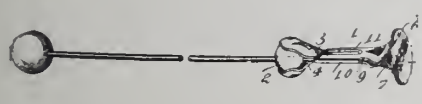
A device of the class described comprising a tubular outer section having a smooth bore of uniform diameter and provided with an external flange to form means for holding the device in an



ink container, a cup section having a cylindrical portion of smooth exterior and frictionally engaged in the holding section and slidable longitudinally thereof, said cup section having a tapered bottom provided with an opening to admit ink, and the cylindrical portion of the cup being longitudinally slit to impart resiliency thereto.

999,171. HAT-PIN SHIELD. John Leu, Montreal, Quebec, Can. Filed June 4, 1910. Serial 565,089.

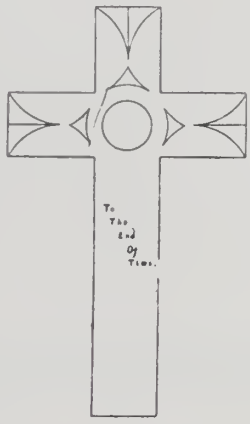
The herein described construction of protectors for hat pins, comprising a member formed from a



single piece of resilient material, said member comprising a back which is bent at an angle to provide a centrally arranged forwardly extending arm, the said arm having one of its longitudinal edges cut away, the opposite edge of the arm being bent to provide a lip, the said arm forward of the lip and cut away portion being bent downwardly and inwardly to provide a bell-shaped mouth, the said mouth being provided with an opening registering with the top wall of the arm, the end of the metal forming the mouth being bent downwardly and continued in a plane parallel with and resiliently engaging the arm to provide a second arm, the meeting faces of both of the arms being formed with longitudinal depressions, the second arm having one of its edges bent to provide a lip adapted to engage within the cut away portion of the first arm, the opposite edge of the second arm being cut away to receive the lip of the first arm and the extremity of the second arm being bent and connected to the back member diametrically opposite the junction of the said back member and the first mentioned arm.

Designs.

41,604. CLOCK CASE. Israel Bogdanoff, Philadelphia, Pa. Filed April 29, 1911. Serial 624,265. Term of patent 7 years.



41,605. MATCH SAFE. Henry C. Dammann, Freeport, Ill. Filed May 5, 1911. Serial 625,417. Term of patent 7 years.



UNITED STATES TRADE-MARKS.

[The following trade-marks have been adjudged entitled to publication and registration under the Act of Feb. 20, 1905, and are published in compliance with Section 6 of said act.]

TRADE-MARK PUBLISHED JULY 25, 1911.

Ser. **52,330.** (CLASS 27. HOROLOGICAL INSTRUMENTS.) Star Watch Case Co., Ludington, Mich. Filed Oct. 19, 1910.



Particular description of goods.—Watch cases.

Claims use since June 9, 1910.

Ser. **49,292.** (CLASS 28. JEWELRY AND PRECIOUS METAL WARE.) Waite, Thresher Co., Providence, R. I. Filed April 25, 1910.

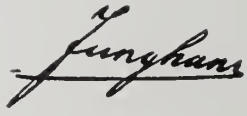


Particular description of goods.—Thimbles made of plated or precious metal.

Claims use since April 1, 1900.

Ser. **54,261.** (CLASS 27. HOROLOGICAL INSTRUMENTS.) Vereinigten Uhrenfabriken von Gebruder Junghans & Thomas Haller, A-G, Schramberg, Germany. Filed Feb. 2, 1911.

Consisting of the facsimile signature of Arthur Junghans, director-general of the aforesaid corporation.



Particular description of goods.—Clock, watches, clock-works and parts thereof.

Claims use since Nov. 5, 1910.

Ser. **56,450.** (CLASS 27. HOROLOGICAL INSTRUMENTS.) Illinois Watch Case Co., Elgin, Ill. Filed May 19, 1911. Under 10-year proviso.

VENUS

Particular description of goods.—Watch cases and watch movements.

Claims use since its adoption in 1890.

TRADE-MARK REGISTERED JULY 25, 1911.

82,743. STEEL AND BRASS BUCKLES FOR PERSONAL WEAR. Alma Mfg. Co. of Baltimore City, Baltimore, Md.

Filed April 1, 1911. Serial 55,449. Published May 23, 1911.

82,796. TABLE AND ORNAMENTAL GLASS WARE. The Jefferson Glass Co., Follansbee, W. Va.

Filed Dec. 27, 1910. Serial 53,480. Published May 23, 1911.

BRITISH PATENTS.

(Abridgments of Specifications, 1910, from *The Illustrated Official Journal.*)

ISSUE OF JULY 12, 1911.

6,627. SPECTACLES. K. Timmel, Dresden, Germany. March 16. (Class 97 [i].)

FIG 1.



Double-armed plaquets have an eye on each arm to receive a cork gripping pad c.

6,695. PENHOLDERS. E. A. Walker, Um-

Hamilton Watch Company

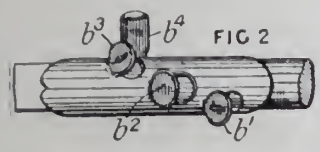
Where absolute precision of time is required, the HAMILTON WATCH is preferred.

Hamilton Watch Co.

Lancaster, Pa.

ston, near Manchester. March 17. (Class 146 [iii].)

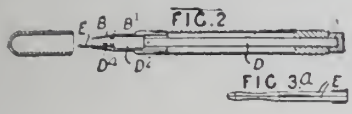
In penholders of the kind provided with projecting spurs for the fingers, certain of the spurs are arranged transversely of the holder The spurs b^1, b^2, b^3 are arranged at various points along the



holder, and a spur b^4, at right-angles to the others, is provided for the second finger. The spur b^2, or the spurs b^2, b^3 may be omitted, and the spur b^4 may extend vertically downward. The spurs are struck from the holder, or from a metal tube which forms an attachment.

6,763. PENS. R. G. Evans, Castle Caereinion, Welshpool. March 17. (Class 146 [iii].)

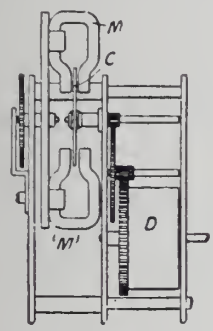
A nib for a fountain pen consists of two juxtaposed thin bars E of metal, or the like, carried by a central rod D which is provided with a projection D^4 to bear upon the bars E when writing,



to cause the bars to move apart slightly. The rod D is provided with an enlarged part D^2, adapted to co-operate with a ring B^1 on the point section B to cut off the ink supply. According to the Provisional Specification, the enlargement adapted to co-operate with the ring B^1 to cut off the ink supply is carried by the bars E.

6,781. CLOCKS, ETC. Compagnie pour la Fabrication des Computeurs et Materiel d'Usines a Gaz, Paris. March 17. (Convention date, July 23, 1909.) (Classes 35 and 139.)

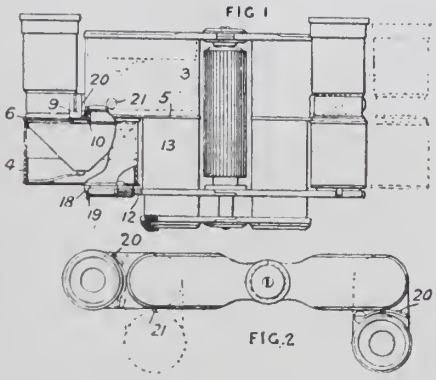
Winding mechanism and apparatus.—In a clockwork movement, the driving spring, arranged within a barrel, is maintained at a uniform tension by subjecting it to a constant torque tending



to wind it up, obtained by the action of a rotating magnetic field of constant strength upon a body having a high coefficient of hysteresis. This body, which is a disk or cylinder of cast-iron, cobalt, or preferably of nickel, is connected by a train of gear-wheels with one end of the spring. The rotating magnetic field may be produced in any suitable manner as, for example, by rotating a permanent or an electro-magnet by means of a spring motor. The figure illustrates diagrammatically an arrangement in which M, M^1 are a pair of magnets rotatable about a disk C of nickel, etc., which is geared up to the spring barrel D.

6,880. OPTICAL APPLIANCES. J. H. Barton, Wandsworth Common, London. March 18. (Class 97 [i].)

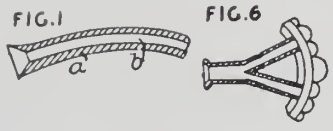
The thickness of prismatic field and theater glasses and telescopes is reduced so that they may be carried in an ordinary coat pocket. This is effected by disposing the two right-angle prisms in separate cases hinged together in order that one of them can be turned through an angle of 90 degrees relatively to the other for the position of use. Figs. 1 and 2 show a binocular field or theatre glass in sectional elevation and plan, respectively. The prism cases 3, 4 have apertures 9 cut in their closed ends 5, 6 for the passage of the image rays, and are connected by a joint formed, for instance, by a spigot 10 of the aperture 9 of the case 4 engaging with the aperture 9 of the case 3. The bar 12, tube 13, and case 3 are rigidly connected.



A stop pin 18 engages a shoulder 19 on the bar 12 to limit the flat position, while a flat spring 20 is fitted with a hole adapted to engage a projection 21 on the case 3, so as to lock the cases in the right-angle position.

6,889. POINT-PROTECTORS FOR PINS. C. H. May, Bridgwater, Somersetshire. March 18. (Period for granting patent not yet expired.) (Class 131.)

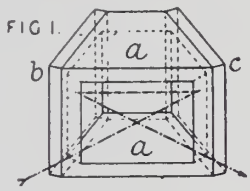
Relates to tubular protectors, and consists in the provision of a bent or curved passage *b*, the



walls *a* of which are adapted to be slightly straigbtened on the insertion of the pin. A double passage may be provided, as shown in Fig. 6.

6,917. OPTICAL SQUARES. C. Zeiss (firm of), Carl Zeiss Strasse, Jena, Germany. March 19. (Convention date, March 22, 1909.) (Class 97 [i].)

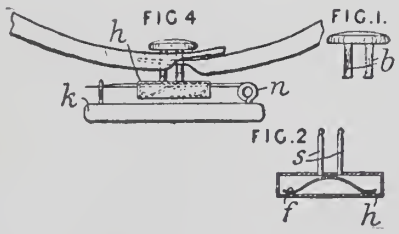
The two silvered glass plates *b*, *c* forming the optical square are secured to an intermediate mem-



ber of about the same thermal conductivity as themselves. If the member *a* is made of glass, it may be formed integral with the plates *b*, *c*.

6,961. STUDS. L. Hartoch, Düsseldorf, Germany. March 19. (Class 43.)

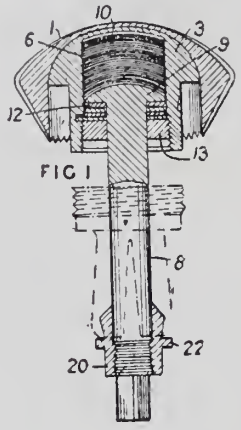
A collar stud of the kind that supports a brooch in position comprises two parts, Figs. 1 and 2, the front part consisting of a casing *h* having two stems *s* adapted to take into tubes *b* on the back part and to be locked therein by spring catches;



these two stems prevent the stud from rotating in the button-hole. The casing *h* has apertures at its ends to receive the pin *n*, Fig. 4, of a brooch *k*, a blade spring *f* being provided in the socket to guide the pin *n* and to hold it firmly in position.

6,982. WATCHES. P. R. J. Willis, Fife House, Kingston, Surrey. (H. Axtell, Berkeley, California, U. S. A.) March 19. (Class 139.)

Keyless mechanism; overwinding, preventing.—In a stem-winding watch, the crown 1 is frictionally connnected to the stem 8 by a number of thin steel disks 10, which are disposed in a recess 6 in the crown, or in a bush 3 secured therein. On the underside of the head 9 of the stem are



provided several washers 12 and a screwed collar 13, which may be adjusted to cause the required friction between the disks and the head 9. On the lower part of the stem is screwed a collar 20, shaped to engage with spring fingers which retain the stem in the withdrawn position for handsetting, and having a flange 22 to limit the upward movement of the stem.

Notes for Exporters.

An item in the Manila (P. I.) *Free Press* states that a Manila concern has brought from Paris two jewelry salesmen and a silversmith to take charge of its manufacturing department.

A business man in Chile has informed an American Consul that he desires to communicate with American manufacturers of jewelry and novelties, with a view to adding a line to his present stock. Further information can be had by applying to the Bureau of Manufacturers and giving the file number, which is 7028.

In a report to the Bureau of Manufactures regarding the industries and trade of Ontario Province, Consul Henry C. A. Damm submits a table showing the imports into Toronto during the fiscal year ending March 31, 1910. This table shows that jewelry was imported into Toronto valued at $372,560 in 1909 and $475,809 in 1910. The exports to the United States invoiced at Toronto show jewelry sweepings to the value of $15,272 in 1909 and $17,729 in 1910.

L. W. Stiles, Springfield, Vt., has presented a beautiful prize trophy to the Springfield-Charleston Baseball Association of the Twin State League. The trophy is made of copper, with pewter trimmings, beautifully engraved, having cross bats on the side. There are three handles of pewter. The cup, which sets upon a wood base, was made by Manning Bowman & Co., Meriden, Conn. It is to be given to the player on the Springfield-Charleston team having the highest batting average for the season. The trophy has been on exhibition in the window of Mr. Stiles' store and has attracted considerable attention.



THE watchmaking experience of these Service Bureau Experts covers a period of three hundred and thirty years. This experience is being used daily in the solution of specific watchmaking problems presented by watch repairers.

EVERY inquiry is thoughtfully weighed and considered and reply is made with a personal letter in which no detail is slighted or overlooked.

ADVICE is given on methods of doing work—suggestions are made about handling some particular watch that has proven difficult of repair.

This is the character of the personal service the Service Bureau renders to each and every watchmaker who asks for help.

The Service Bureau

Also renders a general service — a service of interest to all watch repairers everywhere.

THE Service Bureau publishes and distributes bulletins on watchmaking subjects of general interest. The personal correspondence of the Service Bureau has shown that there is a great demand for definite information on certain subjects — that inquiries about these subjects outnumber all others by a great majority. It was the preponderance of these inquiries that lead to the publication of the Bulletins.

The work of the Service Bureau is therefore two-fold in its character — it gives personal help and general help — we want you to use the Service Bureau in both of its branches, as often as you have occasion. Perhaps you have no reason for writing personally at present but the occasion might arise soon, so send the enrollment coupon in now.

THIS will insure your receiving the first bulletin which we published last month — a most interesting treatise on balance truing — profusely illustrated with pictures made from the hands of an expert balance truer.

King Solomon was a wise man. It was King Solomon who said:

"In Multitude of Counsel There Is Wisdom"

Why not put his theory to the test? In patient anticipation the Service Bureau experts are waiting for your coupon.

ELGIN NATIONAL WATCH CO.

ELGIN, ILLINOIS

....1911

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Dear Sir

Please register my name as entitled to the privileges of consultation with your Service Bureau

It is understood that no charge is to be made for this service.

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City.....

If employed give name of firm

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8—T. J. C



Mental and Mechanical Troubles of the Man at the Bench.

NEW YORK, July 26, 1911.

Editor THE JEWELERS' CIRCULAR-WEEKLY:

THE endeavor of the trade journals to aid the watch repairer in his difficult daily task at the work bench, is well worthy of comment. Surely there is no harder way to earn a sustenance than to work at a trade at which one is not fully proficient. There are various classes of mechanics in every line, and their remuneration is generally in proportion to their ability. The workman who is not proficient in his line must content himself with a cheaper grade of work for small wages and settle down into what is termed in shop lingo, "a back seat." The pecuniary loss, however, is the only detriment that an incapable workman suffers, and if he is wise enough to adapt himself to the circumstances he may derive as much satisfaction from his work as the skilled mechanic, for he is doing his best and accomplishes exactly what he is getting paid for. Not so, however, with the second or third-class watch repairer.

The watch repairer who is not proficient is subject to continuous mental annoyance and worry, both at work and after the completion of the job. No matter how small a watch repairer's salary may be he is expected to turn out some work. The quality of the work that he is entrusted with is naturally very poor, and in fact, requires more skill in order to get good results than does a good watch or clock. The second-class watch repairer receives principally such work, and besides being troublesome, the repairs cause the repairer considerable worry after the completion of the job.

Hence the "come backs." After an incapable repairer has worked on cheap watches at one place for some time he is generally kept so busy working on "come backs" that he is obliged to slight the new jobs more than ever, and therefore new "come backs" are created daily, and the workman is bound to realize, sooner or later, that he has created an endless chain of "come backs" which he is compelled to fight or leave his job. Such states of affairs are not rare among the unproficient workmen in our line, and there is no more pathetic and pitiful existence than to be one of those "come back" fighters.

Whether working for yourself or for an employer, it is a constant wear on one's mind if a job is not done well in the beginning. Any other work, even though it has given the operator trouble in doing the job, be it satisfactory to himself or not, if once delivered and accepted by the customer, the operator may again breathe freely and meet his customer face to face without any fear. The watch repairer who does not work safely may try his best to do what he may call a good job and deliver the watch in good faith, yet there is invariably a shadow of doubt in his mind as to the result of the job, and nine times out of 10, when he is brought face to face with his customer, he will fear that some complaint will be made about the job. In order to overcome all the aforesaid difficulties one should not hesitate to study diligently and make it his whole aim to become proficient in his line of work. It is well to bear in mind that there is a profitable lesson in every article that is printed in the technical press, concerning methods and novel horological devices.

What is the cause of "come backs?" They are mainly the result of bad workmanship of a job that is not thoroughly done. Such difficulties arise mainly in the escapement. Much has already been said on the adjustment of the escapement, but along this line too much can never be said, as this particular branch of the trade is so complex that it requires continuous rehashing and considerable explanation in order to convey to the reader a clear knowledge of how to adjust an escapement properly. We will assume that a watch is to be repaired and we find that the jewel-pin is loose in the roller-table. Right here is where many errors sometimes arise, if the job is not done in the right manner.

We will admit it is a very simple job to tighten a jewel-pin, yet very seldom does it turn out to be as simple as it may appear, unless the operator has acquired dexterity in doing such work.

Some repairers remove the roller from the balance-staff, then insert the jewel-pin into the roller, and after placing a piece of shellac on the roller and jewel-pin, warm the roller until the shellac dissolves. This is what generally occurs after such procedure. The roller is blued from the exposure to the heat too long, some of the shellac has flowed on the jewel-pin and perhaps the face of the jewel-pin is not lined up with the crescent of the roller, and the roller may not be replaced properly on the balance-staff, thus throwing the watch out of beat. Any one of these errors is sufficient to cause a watch to be brought back to the repairer.

Especially troublesome are those errors that arise through neglect to remove the superfluous shellac from the edge of the roller. A small lump often forms on the edge of the roller and causes the guard-pin to catch in certain positions, stopping the watch until some slight concussion arises, and brings the watch in motion again. This error often confuses the uninitiated repairer, as he can never catch the watch at a standstill. The shellac, if not entirely removed from the jewel-pin, also causes trouble, as it forms a sort of a coating on the pin that is hardly noticeable and naturally enlarges the size of the pin, which necessitates the enlargement of the notch in the fork, an operation that is entirely uncalled for and is detrimental to the running of the watch.

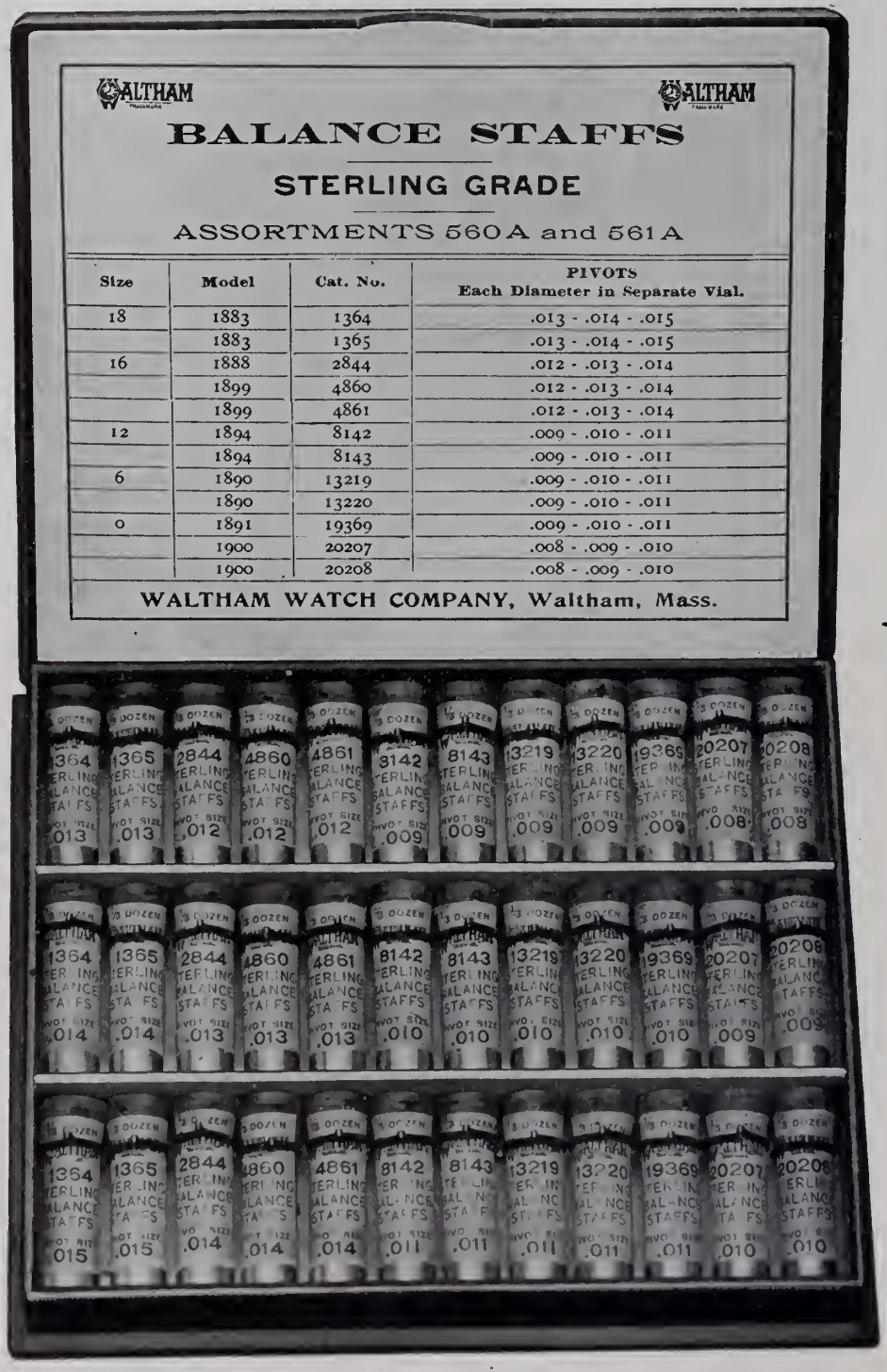
If the flat side of the jewel-pin is not in a parallel line with the crescent of the roller, it will cause a poor motion, and difficulties in timing will arise.

Here is a procedure by which a jewel-pin may be fastened or a new jewel-pin inserted without removing the roller from the staff, and without any danger of getting shellac all over the roller and jewel-pin. If a jewel-pin is found loose, it is advisable to remove it from the roller and clean the same from the old shellac. This is done very easily by placing the jewel-pin in alcohol and then rolling it with the finger on the bench paper until the shellac is thoroughly removed. The hole in the roller may also be cleaned with a piece of pointed peg-wood dipped in alcohol. Now hold the balance close enough to the flame to permit the roller to get warm; then hold a piece of shellac over the hole of the roller until the hole is filled with shellac. Now the balance is held in the left hand between the forefinger and the thumb, while the jewel-pin may be picked up with a pair of tweezers held in the right hand. Warm the roller once more and immediately after the shellac begins to flow insert the jewel-pin, straighten it and let

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561A	1	"	3	"	"	"	"	"	12	"	"	" . . .	10.50
562A	1	"	3	"	"	"	"	"	12	"	"	Riverside " . . .	30.00

WALTHAM WATCH COMPANY, - - WALTHAM, MASS.

cool. This will always make a neat job and no cleaning of the shellac will be required afterward.

To determine whether the jewel-pin is set in the right position the following test may be resorted to. Place the balance in the movement, then rotate the balance slowly until the escape-wheel tooth drops on the pallet-stone; hold the balance still at that point and try the shake between the fork and the jewel-pin; then rotate the balance backward until the escape-wheel tooth drops on the next pallet-stone, and again try the shake between the fork and the jewel-pin.

These shakes must be equal on both sides and should not exceed three degrees play. This play may be regulated by adjusting the jewel-pin toward or away from the fork.

A Report and a Comment on the Synchronization of Clocks.

A REPORT of the committee of the British Science Guild on "The Synchronization of Clocks" was recently submitted to the British Horological Institute. What the Institute thinks of the report is embodied in an article published in the current issue of the *Horological Journal*.

The writer says:

"The members of the horological industry generally are quite in accord with the committee in their desire for accurate timekeeping, but do not entirely agree with their recommendations. The scientific gentlemen constituting the committee do not probably realize the practical details involved, and pass too lightly over the possible cost.

"Some of the opening remarks of the report are interesting: 'The loss in London through inaccurate timekeepers is appalling. The man who keeps twelve others waiting five minutes at a meeting wastes a collective hour.' Do the members of the committee seriously believe that the synchronization of clocks would make any difference in this respect? The man who is usually late does not go by public clocks, he goes by his watch, which, knowing his own weakness, he probably keeps five minutes fast, but as he is quite aware of this, it makes no difference, and he does not allow himself proper time to keep his appointment. On the other hand, we have the overpunctual man who wastes time by arriving long before the appointed hour. It is the man that needs correction not the clock.

"'The time devoured at railway stations soon totals a lifetime, for hundreds of thousands journey by train daily to and from business.' Our experience is that railway time is marvellously accurates, and the punctual departure and arrival of trains is notoriously excellent on most lines. When a train is late it is due to causes which have nothing to do with the accuracy of the clocks, and would occur just the same if the clocks were synchronized.

"The time lost by people who miss their trains has little to do with public clocks. As in the case of the man who is late at a meeting, it is the man who is at fault for not allowing himself proper time, not the clock.

"'Watches and clocks are wonderful machines—but human ingenuity has so far failed to produce two clocks which will go uniformly together for one week.' The accurate performance of good watches and clocks is wonderful. Are there any other machines capable of accurately working continuously night and day for years without even the application of the oil can, or any form of expert attention? They are so good that some people expect impossible perfection. Nothing is perfect, even the astronomical phenomena by which time is determined do not occur at absolutely regular intervals.

"As with all things, a margin must be allowed. The Astronomer Royal's report shows that at no time during the past year was the Westminster clock—an unsynchronized clock—as much as four seconds wrong. The makers of public clocks have no hesitation in guaranteeing the variation not to exceed ten seconds per month so long as the clock is cleaned and kept in order at reasonable intervals. Is there any form of machinery more perfect?

"The report states that during a given week in 1909 some public clocks were inaccurate. Unless the observer was an expert, the report is of little value. A conscientious observer who did not understand the effect of parallax might easily misread half a dozen perfectly correct clocks by viewing them from different positions, or at different times, and come to the conclusion that no two agreed. Standing at the foot of a clock tower, immediately under the center of the dial when the minute hand pointed to the 60 or the 30, the time would be correctly read; at the quarter to the hour the clock would appear to be too fast; at the quarter past it would appear to be as much too slow; and it is quite easy for an observer to determine by 'ocular demonstration' that a clock had lost two minutes in half an hour. When the hand is at the 60 an observer to the right of the clock would see it slow, an observer as much to left would read it as equally fast.

"In striking clocks the rate can be more accurately observed by the strike. In the Westminster clock the first blow of the hour indicates the time shown by the clock, and except that observers at a distance must make due allowance for the velocity of sound, this may be accepted as true time by all Londoners.

"To expect absolute perfection from any system, or worry about a second, or two is waste of time. Clocks synchronized every hour are only certainly right once an hour, and then only if the cynchronizing current is correct. During the interval there is little chance of knowing what errors may occur, as the clock has no real opportunity of showing its capabilities.

"Electric clock systems, admirable as some of them are, growing advisedly in popularity, are not in it when it comes to measuring time by the second. They are only right once every half-minute, or once a minute according to the frequency of the directing current—usually half a minute. If they advance to the right time they are half a minute slow before they advance again. If they advance at the right time they are half a minute fast to begin with. If they advance midway between they are 15 seconds wrong twice during the half minute, because the hands stand absolutely still far half a minute. In spite of these small drawbacks we believe that electric time service will become general in the near future. To endeavor to measure everyday life to the second is an impracticable and unnecessary refinement.

"A great portion of the report is a repetition of the previous one submitted to the general meeting of the guild in January, 1909. This report was commented on in the *Horological Journal* at the time and calls for no special remarks now, except to repeat that we strongly protest against anything in the nature of compulsory synchronization, and that we consider the interference with the mechanism of any good clock unscientific and harmful.

"There are two scientific methods of alteration. In the one as used at the Royal Observatory, a magnetic acceleration, or retardation, of the vibrations of the pendulum is temporarily effected without the pendulum or the mechanism of the clock being touched. In the other method weights are temporarily added or substracted at a point above the pendulum bob to accelerate or retard the vibrations, again without interference with the mechanism of the clock, or with the continued swing of the pendulum.

"The new matter in the report, except for the introductory remarks already referred to, consists mainly of a list of places abroad where time in some form is distributed.

"The list is given in contrast to what is done here. On reading the list, however, we can detect nothing different to what has been done for many years, and is still being done, in this country. In Berlin a private company synchronizes clocks for subscribers. In London at least two firms have been synchronizing clocks for many years. In several other foreign towns there is either an electric time service, or some system of electrically controlled clocks. In London there are many such installations and many more in numerous parts of the country.

"In the list of colonial places mentioned time is mostly distributed by signal. The dropping of a time ball, the firing of a gun, ringing a bell, or some similar method. There are many such installations in this country; they have been in use here as long as grown men can remember. They serve their purpose admirably, interfere with no clock mechanism, give time practically to the second, and enable owners to check their timepieces accurately.

"We believe we are right in asserting that in no one of the foreign or colonial towns mentioned is synchronization compulsory.

"If the owner of a bad timekeeper voluntarily chooses to have it synchronized he will improve matters. Synchronization is good for bad clocks. That the owner of a good clock, capable of keeping as accurate time as the mean solar clocks at the Royal Observatory, should be compelled to have it

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NO jeweler *means* to trifle with the good will of his customer. Yet many a short-sighted jeweler will sell ordinary solid gold watch cases—when he might just as well profit by the reputation and integrity of the Keystone line.

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interfered with and its own rate destroyed would be outrageous.

"If the owner of a public clock will not have it kept in order so that it records accurate time within very narrow limits, he should be compelled to cover up its face.

"Whether the clock is synchronized or not it must be kept in order or it will fail.

"On page 3 of the report it says, 'that the cost of synchronizing small private clocks is only a few shilings, and of large clocks only a few pounds.' We do not quite understand what is meant here by the cost of synchronizing, perhaps it only refers to the cost of the synchronizing apparatus. The actual cost of synchronizing is much more serious. Unless any recent change, of which we are not aware, has been made, the G. P. O. charges London subscribers £15 per annum for a time signal once every hour, or £6 per annum for a time signal once per day at 10 A. M. These charges are for time signals only, and do not include any synchronizing apparatus or upkeep of the clock. Unless a very great reduction can be made in these charges they are absolutely prohibitive for everyday purposes.

"We shall be only too glad to co-operate with the Guild in bringing about a better uniformity in the time shown by public clocks, whether provided by the State, by municipalities, or by private donors."

A Mysterious Clock.

THE illustration herewith represents a mysterious clock which the "Dictionnaire de l'Industrie," by E. O. Lami, attributes, so we read in the *Revue Chronometrique,* to Robert Houdini, the famous magician.

There are in existence, at Bucharest, in the possession of M. Herschkowitz, watchmaker, two specimens of this clock, with plates bearing the numbers and the name of Japy Bros. On one of the plates, the legend, "Gold medal, 1823," enables us to determine, approximately, the date of manufacture.

General Nasturel, of the Roumanian army, made known last year to the astronomical society of France, the existence of these clocks. The accompanying illustration is a reproduction of a photograph received from M. Herschkowitz, by the above named paper.

The supporting column is composed of two concentric cylinders of glass. The outside diameter is 32 millimeters (1¼ inches) and the thickness 7 millimeters 5-32 of an inch). It is 15 centimeters (5⅞ inches) high and stands on a bronze pedestal, which in turn sets on a wooden base, ornamented with velvet.

The interior cylinder has a diameter of only 19 millimeters (¾ inch) and a thickness of 3 millimeters (⅛ inch); it is 16 centimeters (⅝ inch) high.

This interior cylinder moves, below the dial, a horizontal wheel of 20 millimeters (⅞ inch) diameter, which in turn moves a tiny angle wheel, of which the staff, passing through the right-hand dial supporting arm, terminates in an endless screw, which causes to move, in the direction of the figure 5, the moveable glass disc, bearing the hour hand; on a second stationary glass disc the hours are portrayed.

The clock is equipped with striking work and repeater. We requested the house of Japy frères, says the *Revue,* to give us some information on the subject of these clocks, which appear to have been made quite frequently during the first quarter of the 19th century, if we may judge according to the numbers inscribed on the plates. A large portion of the firm's records were, however, destroyed in 1881 by a fire, and it is not possible to obtain a trace of this production at Beaucourt.

In expectation that the mystery of the



A MYSTERIOUS CLOCK.

origin of this type of mysterious clock will be solved, and that we may ascertain the real author of the invention, we should like to remove a slight error of deduction in the article by General Nasturel. Quoting the two numbers of the clocks in the possession of M. Herschkowitz, 16 and 6328, the latter subsequent to the year 1823, the general concludes that the former should date from the 18th century. This conclusion would only be correct if the clocks in question had been specially numbered, which is hardly probable. There may be more to be obtained nowadays.

It would be difficult to base a conclusion on the old factory numbers of a house, which, during the last years of the 18th century, already manufactured 40,000 movements a year.

The Clock Industry of Wurttemberg.

THE United States Consul at Stuttgart, Germany, Edward Higgins, reports in the Daily Consular and Trade Report that the manufacture of clocks is one of the chief industries of Wurttemberg, more than 50 manufactories being located in the district, largely in Schwenningen and Schramberg, in the Black Forest. Many manufacturers complain that prices are unsatisfactory and that there is extensive price cutting. During a few months of 1910 business was so brisk that some of the leading manufacturers enlarged their plants and increased their labor supply. The leading concerns tried to form an association in order to regulate prices, but the manufacturers did not agree and the matter was dropped. Patented novelties found a ready market at good prices. Prices of raw material, with the exception of brass, advanced sharply, wood increasing 12 per cent. and zinc, tin, wire and glass from 5 to 10 per cent. Wages advanced and taxes and labor insurance were higher. Exports to the United States, England, Russia, the Netherlands, Sweden, Canada and South America increased, while business with Spain and Portugal decreased. Japan is a strong competitor in China, selling at prices that no European manufacturer can meet. The quality of the Japanese goods is proportionately inferior; but some of the leading manufacturers believe that this will be remedied and that Japan will become a successful competitor in the world's markets. French competition is also felt. The French tariff on clocks is high, and there is little sale for German clocks in that country; but some of the leading German firms have established branch factories in France. Business with Italy and Austria was poor in 1910 on account of the high tariffs. Exports of clocks from the Stuttgart district to the United States in 1910 were valued at $318,527, against $210,103 in 1909.

A Unique Clock.

A NOVEL time dial, which, without hands, shows at once the railway manner of telling the time and the ordinary method, has been invented by E. C. Strong, jeweler, 14 Walcot St., Bath, England. The dial consists of two parts. On one, which is fixed, the minutes are painted in both the left and right-hand top corners.

According to the London *Horological Journal* the movable part is marked with the hours in such a way that while on one side of the dial is shown the number of minutes past the hour, as is done in railway timetables, on the other is indicated the number of minutes to the hour. For instance, while one side of the dial shows the time to 11.35, the other shows 25 minutes to 12. The dial is fitted to an old turret clock movement, which up to eight years ago did duty in the fine old Norman church of St. John's, Devizes, and is driven by weights weighing exactly one hundred weight.

Otto Jewelry Co., Houston, Tex., is succeeded by Carl Otto, there.

A. J. Brannon has succeeded Brann & Lankford, Tracy City, Tenn.

Of course you will be at the Richmond Convention.

We will be there.

We will show there, for the first time, our new 19 jewel adjusted Ingersoll-Trenton. This watch is going to create a sensation.

Be sure and see it.

It is an adjusted watch of 21 jewel quality at a 15 jewel price.
Sold according to our established "jewelers only" policy.

We have taken our exhibit seriously and have worked hard to make it worthy of your attention. We have filled it full of ideas—business getters. Our Sales Department has some new selling and advertising ideas to explain to you.

Make a mental note now to save enough time to enable you to carefully study the Ingersoll-Trenton exhibit.

Robt. H. Ingersoll & Bro.

New York Chicago San Francisco
London, Eng. Montreal, Can. Mexico City

SUSSFELD, LORSCH & CO.

90-94 Maiden Lane, New York

IMPORTERS OF CLOCKS

CALL ON US AND SEE OUR COMPLETE LINE
OF IMPORTED CLOCKS

Westminster Chime Mantel Clocks....
Quarter-Hour Strike Mantel Clocks ...
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Desk Time and Desk Alarm Clocks ..
Show Window Attractions .....
Cuckoo Clocks .....
Cuckoo and Quail Clocks .....
French Gilt Regulators .....
French Traveling Clocks .....
Leather Folding Clocks .....
Four-Hundred Day Clocks .....
Radium Dial Clocks .....
Automobile Clocks .....
French Clocks, Mahogany Cases ....

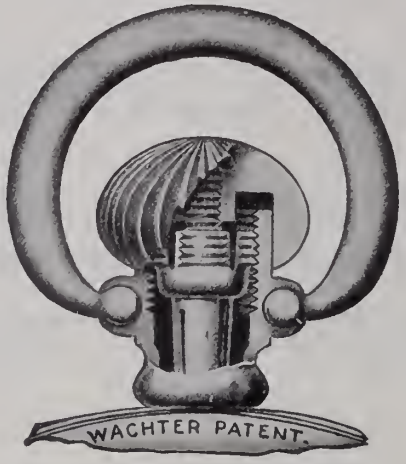
A LARGE STOCK ALWAYS ON HAND



Buy Watches with the Wachter Safety Watch Bow

The Wachter Mfg. Co.

SAFETY WATCH BOW



PATENTED: NO. 795665, JULY 25, 1905
NO. 38576, MAY 21, 1907
NO. 916609, MAR. 30, 1909



Should your Jobber not have them in stock, then write to us

Hartford, Connecticut



IF IT'S A

ROY

TRADE MARK REGISTERED

IT'S STANDARD





ROY WATCH CASE CO

21-23 Maiden Lane, New York

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(Third Edition)

For Jewelers and Watchmakers.

A collection of the latest practical receipts on the manufacture and repairing of watches, clocks and jewelry.

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Inlaid Case 17¼ Inches High
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Chime
Cuckoo
Alarm

CLOCKS

Novelty
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WE ALSO CARRY A FULL LINE OF

Sterling and German Silver Bags
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Bronzes and Electroliers

Theodore Schisgall

116-118 CHAMBERS STREET
NEW YORK

Prepare for Fall Trade Now



Rockford Quality Movements and Complete Watches

The many jewelers who appreciate a good watch, who demand the best, and who are plugging for a fair profit, as well as sales,

SELL ROCKFORDS

ROCKFORD WATCH COMPANY

Manufacturers of High Grade Watches

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STILL SUPREME

Patek, Philippe & Co. Watches

GENEVA, SWITZERLAND

ANNUAL TRIUMPH AGAIN REPEATED

Nearest to Perfection as yet Reached by Portable Timepieces

Latest Achievements

Records of 1910-1911

GENEVA OBSERVATORY TIMING CONTEST

Ending February 21st, 1911

The Very First of the First Prizes between Makers for the Best Average Running

2 First Prizes out of 5 — 10 Second Prizes out of 18 — 15 Third Prizes out of 23

26 Honorable Mentions out of 60

KEW OBSERVATORY TRIAL OF WATCHES AND CHRONOMETERS

The Second Prize, falling short but .4 of a point of the first

Awarded Hors Concours (Beyond Competition): Milan, 1906; St. Louis, 1904; Paris, 1900; Geneva, 1896; Chicago, 1893; Antwerp, 1885; Zurich, 1883. Gold Medal: Nuremburg, 1905; London, 1885; Calcutta, 1883; Groningen, 1880; Melbourne, 1880; Paris, 1878; Philadelphia, 1876; Valparaiso, 1875; Paris, 1867; Paris, 1855; London, 1851; Paris, 1844. Silver Medal: New York, 1853. Diploma of Honor; Amsterdam, 1883. Highest Award: Vienna, 1875.

ALFRED C. STEIN — 68 Nassau Street, NEW YORK

Thirty-Two Years

of

Successful Production

have taught us to make

Watches That Cannot Be Equalled at the Price

and have enabled us to sell them at prices which give

Fifty Per Cent. Profit to the Retail Jeweler

In these days of conservative buying by the public
you will find your best sellers to be

"New England" Levers

"CAVOUR"
15 Ligne

"HALE"
12 Size . 16 Size



Genuine
Lever
Movements
Guaranteed

Accurate
Time-
Keepers







PRICES

To Dealers — $2.90 to $14.50
Subject to Jewelers' Circular Key

To Consumers — $2.50 to $10.25

Our Missionary Salesmen Will Show You a Complete Line

Stock Up Now for Your Fall Trade

The
"New England"
ALDEN
Double Roller Lever
7 Jewels
Accurate to the Second
Extremely Thin Case Models
To Dealers — $6.00 to $14.50
Subject to Jewelers' Circular Key
To Consumers — $5.00 to $11.00

Your order will be promptly filled by

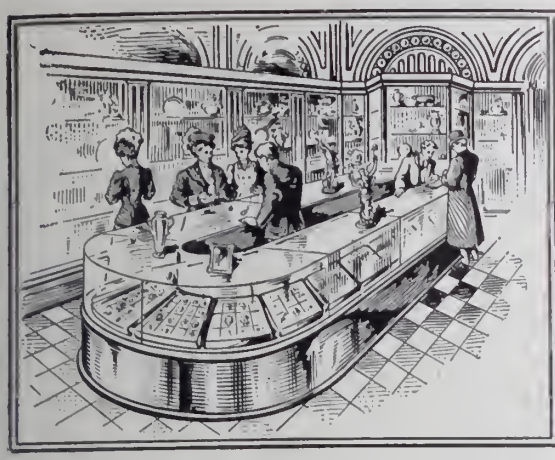
THE NEW ENGLAND WATCH CO.
WATERBURY, CONN.

or

The Leading Jobbers

Pacific Coast Agents: B. W. FREER CO., San Francisco

"New England"
Material
is
Interchangeable
Send for Our
New
Interchangeable
Chart



STORE KEEPING DEPARTMENT

That this department shall prove mutually beneficial to our readers, it is desirable that the members of the trade geneally communicate with THE JEWELERS' CIRCULAR-WEEKLY regarding any advantageous device or plan which they are utilizing in connection with their business.

Selling Methods Used by Retail Jewelers in Different Territories.

AN original window display was made, a short time ago, at the store of H. H. Boyson, Belle Plaine, Ia. The display consisted of conventional designs made of wood, draped with green crepe paper. These wooden decorative pieces are all scroll work and may be made into many different designs. They are fastened together by means of small cleats.

The flat surface of the window was covered with purple velvet. The stock displayed included cut glass, brass and mahogany clocks, solid gold watches, diamond brooches, diamond rings, and a large assortment of shirtwaist rings. The jewelry stock was shown in velvet cases.



A SHOW WINDOW DISPLAY MADE RECENTLY BY H. H. BOYSON, BELLE PLAIN, IA.

Mr. Boyson began business in Belle Plaine only six months ago. When he started he saw no business in sight, but by hard work and enterprising business methods, has succeeded in building up a satisfactory trade so that he now keeps two watchmakers busy as well as himself.

* * *

Jas. P. Frenzer, Omaha, Nebr., has in his show window an electrical contrivance (his own make), which he calls a "wag wag," for the purpose of displaying diamonds. The diamond is placed on the end of a flat piece of copper, and by the piece of mechanism to which it is attached is kept in motion continually. It is attracting crowds daily in front of the store.

* * *

R. R. Smithers, Cameron, Mo., is sending out to a selected list a neatly printed letter, the text of which appeared in a recent issue of THE JEWELERS' CIRCULAR-WEEKLY's Retail Advertising Department, for whose subscribers it was especially prepared. Mr. Smithers' letter is printed so as to imitate old English engraved lettering, and is very presentable.

* * *

Curtis & Son, Greeley, Col., took a new and novel way of advertising their jewelry business. Their advertisement in each newspaper was surrounded by a ring in colored crayon and attracted much attention.

* * *

H. H. Thurlby, Greeley, Colo., not long ago displayed in his jewelry store a remarkable old china plate, which has been in his family for over 100 years, having been handed down from generation to generation. The relic came to America in the Mayflower.

How to Build Up a Jewelry Business on a Limited Capital.

(Address of O. F. ROEWEDDER, of St. Joseph, Mo., before the Wisconsin Retail Jewelers' Association Convention, Milwaukee, July 11, 12 and 13, 1911.)

(*Concluded from issue of July 26.*)

THE one bad feature of the jewelry business is the lasting quality of everything we sell. Clothing stores, millinery stores, shoe stores and every other store outside of our own, don't want their goods to last forever. They change styles purposely and encourage people to discard the old and buy the new.

Now why should we harp on and impress on the minds of the people that they only need to buy jewelry and watches once in a lifetime. If we want to see who is to blame for the conditions of jewelry business to-day all we have to do is to look into a looking-glass.

If you wanted to buy a pair of overalls, where would you go to get them? A clothing store, of course. Would they tell you, "Oh, we don't carry cheap clothing, you will find that at a department store." Not on your life. They have them and will gladly sell them. Why? They are in the clothing business and want to educate the public to buy all their clothing at a clothing store, whether it is cheap or expensive.

Still, there are hundreds of jewelers who send people to a department store to buy cheap jewelry instead of getting that business themselves.

Don't think I do not favor selling the highest quality of jewelry. I do, and we all do all in our power to persuade our patrons to buy the best.

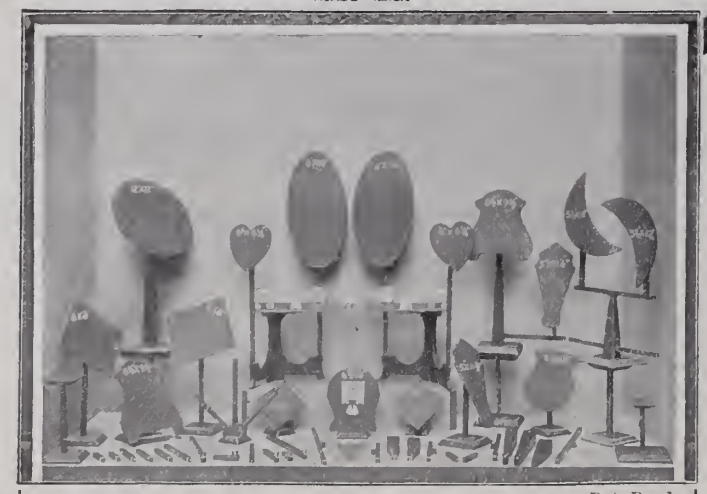
But, gentlemen, you cannot induce the multitudes to throng to your store if you carry nothing but expensive goods, because the masses buy popular-priced jewelry, and it is the multitudes that you want to visit your store. If you get the crowd into your store you have every opportunity to sell them something better, if not, you still get the profit that would otherwise go to the department stores, and in this way add considerable to your sales, and educate the public to come to your store for jewelry, whether it be cheap or expensive.

A gold jewelry salesman told me just recently that we made a mistake in carry-

ONKEN
INTERCHANGEABLE
WOOD WINDOW FIXTURE
YOUNITS
TRADE MARK

YOU NEVER NEED A TOOL

$26.00 NET CASH



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The above illustration shows the entire set

This illustration shows the entire set of No. 11 Jewelry YOUNITS, comprising 100 YOUNITS to the set. There are 18 Designed Display Slabs made of well seasoned lumber and covered with a good quality of ROYAL PURPLE SILK VELVET. These slabs are fitted with metal attachment on back for holding them in different positions and are also fitted with detachable metal stop for holding boxed goods on slab, when same is tilted. The remaining 82 YOUNITS consist of Base Blocks, Uprights, Cross Arms, and extension YOUNITS in assorted lengths and sizes which will enable you to make fixtures to suit your requirements. The set is put up in a HARDWOOD HINGED LID STORAGE CHEST (oiled finish)—a place to keep the unused YOUNITS.

If you will invest $26 NOW for a set of ONKEN Wood Window Fixture YOUNITS, you can attract enough transient trade into your store to more than pay the cost of the fixtures each month.

My set of wood window fixtures, made especially for the retail Jewelry Trade, is without a doubt the best thing that has ever been created.

Think of it, no matter what trim you want to make, the set will DO IT: JEWELRY OR SUNDRIES TRIMS, and every part so complete, so thoroughly thought out and all parts provided, that any clerk can and will take a delight in keeping your windows attractive.

Set No. 11. FOR JEWELERS. Price Per Set, $26.00 NET CASH 30 DAYS F. O. B. Cincinnati Factory

Shipping weight 55 lbs.

Send for a MESSAGE FROM HELL. It has a moral, and tells all about my YOUNITS.
Made of Fine Oak, finished in the popular Weathered Oak (Mission) Finish.
You will do MORE with a set of my YOUNIT FIXTURES than you can with $300.00 worth of METAL or any other WOOD FIXTURES.
You can change your windows every week for the next five years.
You cannot exhaust the possibilities of my YOUNIT Fixtures.
You never use all the YOUNITS. A very liberal quantity of all PARTS.
Strong, simple, practical and absolutely rigid when set up. HUNDREDS and HUNDREDS of beautiful window trims.

A beautiful Book of Designs included with each set (free) showing 18 trims I have made with the YOUNITS.

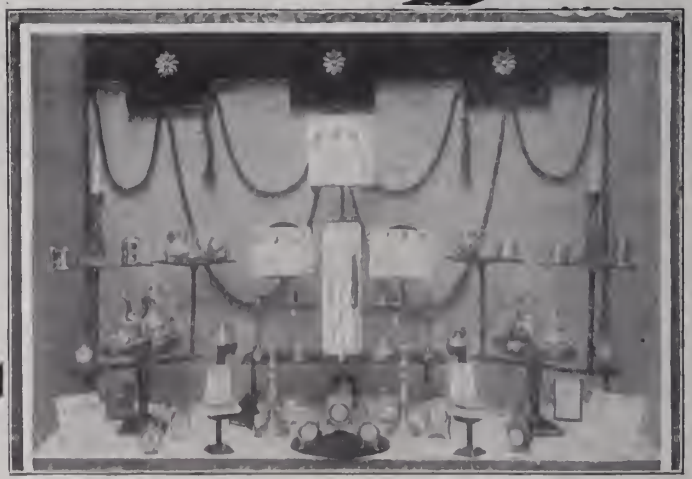
THE OSCAR ONKEN CO.

699 Fourth Ave.

CINCINNATI, OHIO

Established 31 Years

Order through your Jobber or Direct. Shipments made immediately.



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Not a tool required at any time. This is only ONE of the 18 Window Trims shown in our BOOK OF DESIGNS. In making above trim, 53 YOUNITS are used of the 100 in the set, leaving 47 YOUNITS that can be used in making individual display fixtures for inside store use.

Storekeeping Department.

ing such a large line of gold-filled and plated jewelry. He said we should leave that to the department stores. I asked him if he thought we would have the crowd in our store that happened to be there at that time if we sold only gold jewelry. I asked him if he thought the people who got the habit of buying their cheap jewelry at the department store would not buy their gold jewelry there.

How can we force the sale of diamonds? I am going to answer that by asking a few questions for you to answer to yourselves.

How much life insurance would be sold if the insurance man waited for business to come to him? How many pianos would be sold if the piano man would wait for his prospect to come in? In other words, go after it, don't hesitate to talk diamonds to your friends, it is usually very interesting to most people, and if you find a man who intends to buy, don't fail to tell him about that new shipment you just received, some that he would no doubt appreciate seeing, etc. I can imagine some of you saying, "Oh, I don't solicit business." Well, if my business is not worth asking for it is not worth having.

I assure you if I hear of anyone who has spoken of buying a diamond, it don't take me long to get on his track. I have lined up many diamond sales in an evening, unknown to my employers, and sold them the next day or some time after. Of course, it appears on the face of it as if that business just simply comes to us but believe me, I never fail to keep on the job, whether it is night or day or on street cars or any other place.

We have forced our watch business until to-day it is the best in St. Joseph; in three days we sold 11 railroad watches to men who had never been in our store. Simply by meeting the men and getting acquainted, and it will surprise you to know how much you can accomplish in this way.

Did you ever realize what a great opportunity there is in selling sterling silver? How many nice homes have a sterling silver service? Not one in 10. They have beautiful libraries. They have beautiful music rooms and a fine piano, and same is true throughout their house, except their dining room. The only room where the family congregates three times a day, the room where they entertain their best friends and spend the happiest and most pleasant hours of their lives is simply neglected. Why? Because the jeweler does not go after the business and impress the people how important it is to have a silver service in keeping with their other furnishings. It is just as important to have a silver service in your dining room as it is to have a piano in your music room or books in your library.

I am confident that any first-class jeweler who would have a complete sterling silver service fitted up in a trunk, with table, etc., and would take it out to some home he knew could afford it, but did not have one, it would never be returned if he were any kind of a salesman.

Does it seem reasonable to you that people who spend thousands of dollars fitting and furnishing a home, would hesitate on spending a few hundred dollars to have what their home needs most, providing it is put to them in the right way?

I had intended to touch on mail order competition, stores and stock keeping, etc., but having already taken up so much of your time I will close with only a few more remarks.

Why did you and I spend so much time in learning our trade? We felt it was necessary in order to be successful. But to-day we find to be successful we must be competent salesmen as well, in order to beat out the department stores and mail-order houses.

For instance, to impress on you how poorly we are prepared as competent salesmen, I want to illustrate that it is true we know more about trees and animals than we do about our fellowmen. You know pine wood, walnut or oak wood when you see them; you know a trotting horse, a pacer or a draft horse when you see them; but how many here know when you are talking to a mental or a vital or a motive person? How many know when a man is quick tempered, or a quick talker, or the opposite, at sight? A good salesman knows your temperament before he says even one word to you and handles you just the way you want to be handled and if at all possible will gain his point, or in other words, sell you.

Your temperament, your disposition and your character are plainly visible in your face, and just as easily read as A, B, C, if you understand it.

Now, why is it that most of us perfect ourselves in most everything pertaining to our business except the most important—that of salesmanship?

For instance, a customer comes into the store excitable, in a hurry, talks fast, etc. Just imagine the clerk talking slowly, moving slowly, etc. What would it mean? The person would say, "Well, I will call again, I'm in a hurry." The sale would be lost. And so it would be with, too, an opposite temperament, if not handled to their liking.

In order to be a good salesman you must be able to read and handle your people correctly, which, if you are able to do, you are sure to gain their confidence and their trade, and make them permanent and profitable patrons.

If any of you care to know how all this can be mastered, how you can perfect yourselves in salesmanship as you have in watchmaking, engraving, etc., I will be glad to give you all the information I can.

[THE END.]

An Attractive Store of Lorain, O.

SHOWN below is the store of W. C. Fisher, Lorain, O. The store is 100 feet deep and 20 feet wide. The front is entirely of glass. The ceiling, which is of steel, is 14 feet high. The fixtures are of solid mahogany. There are 10 wall cases, 10 floor cases, mirrors being arranged between each wall case.



THE RETAIL JEWELRY STORE OF W. C. FISHER, LORAIN, O.

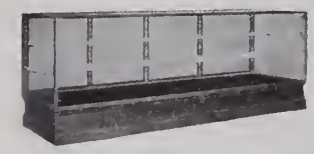
There is a modern vault in the rear of the store with a burglar-proof door. The flooring of the store is of tiling. All the wall cases are wired for electricity. There are six chandeliers in the center of the store, and four newel posts in front with electric lights in a cut glass globe. A neatly designed partition in the rear separates the store from the workshop. The establishment is heated by steam. No up-to-date detail has been neglected to make the establishment first class in every respect.

Sometimes men fail nobly because they have the courage to forego triumph at the cost of character.

A very slight drop of the acid of prosperity will begin the revelation of character in a man—be he not big enough to be simple.

Men of serious effort think too much of their work to think much of themselves.

The man who talks airily of the things he would do if he only had time, unconscious of the golden hours of wasted opportunity, had better wake up.





HOFMAN STORE FIXTURES

are the product of an organization that comprises the most skilled and most intelligent cabinet-makers in this country, working with the most modern, up-to-date facilities and the finest materials that have ever been used in such fixtures.

The name "Hofman," when applied to store equipment, has been synonymous with "highest quality" as long as this business has been established—fifteen years. Specify Hofman Fixtures when buying new equipment, and you'll buy quality insurance.

Catalogues and further information gladly sent upon request.

JOHN HOFMAN CO., 134 Leighton Street ROCHESTER, N. Y.

NEW YORK OFFICE, 806-807, 1 West 34th Street







"Revell Special No. 11 Case"

Jewelers who purchased these cases say they are the

"BEST YET"

FOR A MEDIUM PRICED CASE

Let us quote you prices on this popular style case, which is only one of the many attractive designs illustrated in our new loose leaflet catalogue, which will be mailed you on request.

Alexander H. Revell & Co., DAYTON AND EASTMAN STREETS, Chicago, Ill.

IT IS A GOOD BUSINESS REASON

Why repairing of all kinds pays when you send your special order work and repairing to the JEWELERS HANDY SHOP. We are manufacturers and repairers to the retail trade. Designs in modern gold and platinum jewelry sent cheerfully upon request, GOLD AND SILVER PLATING, gold and silver mesh bags repaired, refinished and relined as new.



Before Repairing



After Repairing

Write for our Price List Pamphlet

JOSEPH LANDSMAN

51-53 Maiden Lane, New York



Before Repairing



After Repairing

The Law and the Retailer.

By Bernhard Raymond, LL.B.,
of the New York Bar.

(*Continued from issue of July 19.*)

Trade Slander or Libel Distinguished From Slander or Libel Defaming One's Character

As stated in a previous issue, courts of equity have persistently refused to lend injunctive aid to restrain a trade slander or libel, whereby it was sought to induce the public to refrain from dealing with a merchant whose wares or merchandise were falsely represented by an unscrupulous rival to be defective in some particular and unworthy of purchase. The court regards a trade slander or trade libel in the same light as a slander or libel tending to impute dishonesty, crime and defamation and holding one up to discredit, ridicule and avoidance by one's neighbors.

The court being without jurisdiction to restrain a personal libel or slander, and viewing a trade slander and trade libel as of the same nature as a personal slander or libel, refuses to take cognizance of same and remains inactive. It is beyond question that before long the distinction between the two will be recognized by a court of equity and that it will grant injunctive relief to restrain a trade libel on the ground of unfair competition, which is ruinous to legitimate trade and upon the further ground that a trade libel, in the majority of cases, in no way involves the slander or libel tending to defame one's character.

In other words, a trade libel or slander necessarily affects one's intrinsic property rights, affecting one in the conduct of his business, tending to divert profits which under ordinary circumstances would necessarily come to him, while in the case of a personal slander or libel, though tending to affect one in his business is chiefly aimed at the person libeled, holding him up to ridicule, hatred, contempt and discredit. The distinction can readily be seen from the following instance:

To slander or libel a person necessarily involves his good name, affecting his standing in the community in which he lives. To call one a rascal, a trickster, a bankrupt, a quack, a knave or a thief, or say that one is afflicted with a loathsome disease or to charge one with the commission of a crime, tends to deprive the one so falsely libeled or slandered of the good fellowship of his neighbors and the respect and confidence of one's acquaintances, resulting in unfavorable and often in bitter criticism of his character and loss of reputation.

In the case of a trade libel or slander, an entirely different situation is presented. To say that a process employed by one to accomplish a certain result is unsatisfactory, or that a mechanical device attached to a sewing machine is defective, or that an automobile tire is readily punctured, which false statements are made for the purpose of getting a rival's trade, and thus deprive him of his profit, necessarily affects one in his trade, as foreign and apart from his reputation.

As equity is chiefly concerned with the preservation of property rights, it seems that there is hardly any reason why equity should not interfere and enjoin trade libel and slanders, which can have no other affect, but to irreparably injure a merchant in his trade or enterprise—which is clearly a violation of a property right. Moreover, a merchant thus slandered in his trade or business has no adequate remedy at law, for, to recover damages at the hands of a jury, it is incumbent upon the complainant to allege and prove special damage resulting from the trade libel or slander, which may be difficult to prove, if not impossible of proof, except after the continuance of the libel for a considerable period.

A court of equity therefore should be prompt to restrain such false and unfounded statements, calculated to injure another in his business or trade, legitimately conducted. In the case of a personal libel or slander a single utterance against one's character is sufficient to warrant a recovery of damages. To charge one as incapable of practising his profession, as being afflicted with a contagious disease, with the commission of a crime, is termed in the law—actionable per se, and no special damage need be proved, as the law presumes one thus libeled to have been injured. Aside from such damages, special damages are recoverable in the same action.

In the case of a trade slander or libel, however, for instance, that a patent right was improperly obtained and worthless, or, that a mechanical attachment is deficient, or that an electrical device is defective, would cause damage and yet could not readily be determined with any approach to accuracy, and would be speculative, and, therefore would make it legally impossible for a jury to ascertain the damages suffered by the false slander or libel of one's merchandise, yet, no sane person could deny that the false statements had been productive of injury and loss to one whose wares and merchandise have been thus slandered and libeled.

The better reason why a court of equity should lend its aid and suppress such practices by injunction, after the falsity of the libelous statements has been established, is that it tends to encourage unfair and unscrupulous competition, unsettle trade and cause endless litigation. In fact, the case of Warren Featherbone Co., vs. Landauer, 151 Fed. Rep. 130, decided in 1903, fairly supports this view, basing its decision upon the consideration that if a circular is issued in bad faith, and the insincerity of the statement contained in such circular is further strengthened by the fact that suit to restrain an alleged infringements of a patent right, violation of a trade-mark right or simulation of the "get up," design or dress of goods is inexcusably delayed, the continuance of such publication should be enjoined.

Of course, if a complainant's bill in equity be true, he has an unquestionable right to apprise and warn the general public against the infringement of his trademark, or patent right, simulation of labels, dress of and "get up," etc., but that question cannot be determined upon mere affidavits, but must rest upon proof subject to cross-examination given in open court. In other words, upon the full hearing of the issues involved, and it was held in the case of A. B. Farquaher & Co. vs. National Harrow Co. 102 Fed. Rep. 714:

"Where notices are given or circulars distributed in good faith to warn against infringement, no wrong whatever is committed; but where, as is here averred, they are not made or issued with such intent, but in bad faith, and solely for the purpose of destroying the business of another, a very different case is presented. In such a case property rights are fraudulently assailed, and a court of chancery, whose interpretation is invoked for their protection, should not refuse to accord it."

It is unquestionably true and founded upon sound reasoning that bad faith, in sending circulars broadcast charging infringement of trade-marks, patent rights, and other well recognized commercial rights, is a necessary element in warranting a court of equity to grant injunctive relief against the continuance of such publication, for it must be conceded that where patent rights, trade-marks, and other well recognized commercial property rights are being infringed upon that a merchant thus injuriously affected should have the right to proclaim the true state of affairs to the world, affording others the opportunity to learn the true state of affairs and refrain from involving themselves in a multiplicity of actions, also to minimize one's loss, and furthermore, such notice is frequently indispensable in order to protect merchants who have contracted with one with reference to the rights which are alleged to be infringed upon, as was well illustrated in the case of Adriance Platt & Co. vs. National Harrow Co., 128 Fed. Rep. 127. The court after a careful consideration of all the facts involved, said:

"The question whether the patent owner is acting in good faith in advertising his claims to the manufacturer's customers by circulars or letters, can seldom be determined from the contents of the communication alone, and, like all questions of intent, must generally be determined by extrinsic facts."

(*To be continued.*)

Walter W. Winton, a diamond merchant at Scranton, Pa., Friday caused the arrest of Isadore Fischer, of Lackawanna Ave., in that town, charging him with embezzlement. At the hearing Mr. Winton claimed he gave Fischer two diamond rings, worth $30 each, last December, which the latter was to sell for him, but he claims that Fischer never returned the proceeds and also failed to account for part of $132, which he had collected on a pair of earrings. Fischer was held in $400 bail.

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THE CONNOISSEUR'S HANDBOOK.

Definitions of Some Technical Terms in Gold and Silver Smithing and Ceramics Alphabetically Arranged for Easy Reference.

By Clement W. Coumbe.

(*Continued from issue of July 19.*)

LABEL (her.), *lambel, lambeaux, or file. A mark of cadency.* It is borne as a bear-



HERALDIC LABEL.

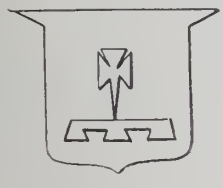
ing by the eldest son in *differencing*. See *cadency*.

LABRET. A lip-jewel. Ancient Mexican adornments fastened to the lips. Worn also by Esquimaux, Central Africans and East Indians, by both male and female. The Tlinkits Alaskan women wear them.

LACHRYMATORY. "Literally a tear bottle. A fanciful use attributed to small glass vessels, in shape like the *alabastron*, but with a long neck, and said to be intended for holding tears consecrated to the dead, but their real use was to hold perfume"—Fairholt. Lee says: "Small vessels of glass or earthenware commonly found with a long and narrow neck, wherein were placed the tears which the surviving relations of a departed person wept on behalf of the same. These, with their contents, were sometimes buried with the ashes of the deceased. Though belonging peculiarly to pagan times, they were frequently found in the monastic collections of ancient curiosities, as they are still in modern cabinets."

LAMBEAUX. Same as *label*, to which refer.

LAMBEAUX, CROSS, (her). This "is the bearing of a cross upon a *lambeaux* or



CROSS PATTÉE LAMBEAUX.

label, but the particular kind of cross should be named."—Berry. Thus, *cross pattée lambeaux*. See cut.

LAMBETH. Van Hamme, a Dutchman, in 1676 started a factory in this part of London, where English tin-glaze ware (delft) was first produced. *Lambeth* stone wine jugs with inscriptions, "Whit." "Sack," "Claret," etc., have dates 1642 to 1659 on them. *Lambeth* "puzzle-jugs" are also extant. The old *Lambeth* pottery thrived till the Staffordshire potteries took away the profits late in the XVIII century. Made by Dutch immigrant potters, the pieces were, of course, of shapes and styles so strictly the same as the wares imported from Holland at the time, it is difficult to distinguish them. "Blue dash chargers" (to which refer) and dated plates of this period are extant. Colors prevailing are blue, brown, orange, green and puce. Decoration consists of paintings of Charles I., Charles II., James II., William and Mary, Queen Anne, the "Old Pretender," the Duke of Marlborough and Duke of Monmouth. Well known to connoisseurs are the "Adam and Eve" dishes—Queen Mary figures as Eve presenting her consort with a kingdom. The kingdom is represented as an orange—the title of his house. *Lambeth* delft ware had in its products drug pots in blue and white decoration. Hayden gives the following characteristics: "Body fairly hard and tin enamel or glaze is often found in the back of the piece. When this is not the case the back has received an application of yellowish lead glaze. The English clay being less spongy than that of Holland, did not take the enamel well, and often shows the color of the body in pink lines through the glaze, which is less lustrous than the Dutch. English delft, owing to the glaze not being incorporated, is crazed on the surface." The Staffordshire potters copied this ware so closely sometimes that it creates doubt as to authenticity of pieces.

LAMERIE, PAUL (sometimes he signs *Paul de Lamerie*). Noted French goldsmith. On the accession of William and Mary (after the revocation of the Edict of Nantes) he came to London (1685). Married the daughter of Pierre Platel, another noted goldsmith refugee. His workshop was in Windmill St., near the Haymarket, London. His first goldsmith's hallmark was LA., the first two initials of the maker being used at that time (1712 to 1732). In the following years he registered P. L., 1733 and *P L* (script), 1739. In 1721 we find P.L. (Pierre Platel's second mark was also PL (1699), but the shield differed. Although gold and silver smithing was of a high degree of excellence before the arrival of these Louis XIV experts, it is certain *Lamerie* and his fellow refugees greatly raised the quality and the style of the craft. A great many examples of *Lamerie* production are extant, as he was a most prolific worker. Among the London "Mansion House" (Lord Mayor's residence) service are no less than 200 plates containing his mark. Even during the height of his great fame he created most of his work with his own hands, never having over two journeymen working under him at a time, it is claimed. He died 1751. His later works, in their outrageous conglomeration of heterogeneous decorative subjects, were but the pandering to the popular desire for the baroque extravagance, and still display, at least, his complete mastery of technique, and his many earlier works in the "Style of la Regence" methods are proof of his love for and power in the truly artistic. Collectors should admire the fact that he never duplicated his pieces. Masks and figures are one of his strong characteristics.

"LAMBREQUIN" (Fr.). This term has been given to the scalloped-pattern borders first used on Rouen ware in the XVII century. It was imitated later in other factories. A. Pottier and Ris-Paquot call this style of decoration "rayonnant" (*radiating*). The former says: "A series of motifs sometimes called *lambrequins*, on account of a certain resemblance to the *lambrequins* cut out of a baldachin, an expression that conduces to a confusion with the veritable *lambrequins* employed by the artists of Moustiers after Bérain."



ROUEN LAMBREQUIN, OR RAYONNANT PATTERN.

LAMP (Lat. *lychnus, lucerna*). The ancient *lamp*, in the style discovered among early Egyptian utensils, retained its form, fundamentally, down to and late into the Roman period. It consisted of a spheroidal body to contain the oil, a funnel into which to pour the oil in refilling, a handle and a spout or lip with the opening for the wick. They were mostly of clay or bronze, rarely of alabaster or glass. An-

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cient *lamps* with openings for several wicks are not unusual as the Greek *dimyscos* (two wicks), *trimyscos* (three wicks). See *bilychnis*. Some have been found with 12 nozzles for wicks. Meyer says: "They hanged from chains or stood



ANTIQUE ROMAN LAMP

on a stand (*candelabrum*). The first Christians took the antique form of *lamp*, but decorated it with Christian emblems (lamb, dove, Good Shepherd) and the monogram. From the Catacomb worship arose the style that now hangs from the



ANCIENT HANGING CHRISTIAN LAMP.

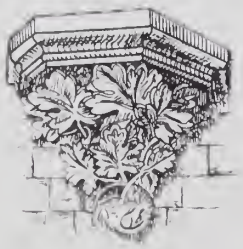
ceiling with chains or is fastened to a bracket, which, during the entire Middle Ages, acted for religious services.



OLD LAMP-CLOCK. (GERMAN—ALBERT SCHLOSS COLLECTION.)

"In Gothic churches a lamp ledge of stone, called *cul-de-lampe*, was constructed to hold *lamps*.

"In Christian art the *lamp* is a symbol of watchfulness. The fuller significance of the accompanying catacomb *lamp*, cut in form of a ship, dawns upon us when we remember that the ship was the emblem



CUL-DE-LAMP AT NOYAN.

of the Church, as it now usually is of the State."

Of Arab Mosque *lamps* Lavoix says: "They hang down by hundreds, suspended from the roof by long silk cords in the mosques of Cairo and Damascus. Passed



ARABIAN MOSQUE LAMP. (SCHEFER COLLECTION.)

through the light handles that spring out from the belly of the vase, these attached cords form a design like the ribs of a polyhedron with one common peak. At this angle an ostrich's egg" (often of or-



ORIENTAL LAMP EGG. PERSIAN WARE. (DAVILLIER COLLECTION.)

dinary blue faience) "is suspended, from which a little *lamp* falls into the center of the vase. The light passes through the clear and brilliant glass, showing the designs of the letters of the text, or the background upon which they project in colored enamel."

"They carry, nearly always, the name and title of the sultans and émirs who gave them to consecrate the temple of Allah. The formula is the same, servility allowing but one form of language: 'Honor to our master, the victorious Sultan! May Allah eternalise his reign.'"—Burty. These *lamps* date back from the XIII century.

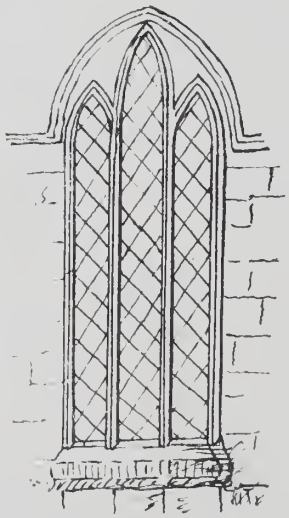
LANCE. St. Lambert, Bishop of Maestricht, is represented in episcopal robes, martyr's palm in hand and a *lance* or *javelin* at his feet. St. Longinus is depicted as holding a long *lance* (with which he, as centurion, pierced Christ's side). "A liturgical instrument in use among the eastern Christians to separate that part of



ECCLESIASTICAL LANCET. (LEE.)

the bread to be consecrated in the Liturgy from that which has been offered. It is symbolical of the *lance* with which our blessed Saviour's side was pierced. The accompanying example, of silver and steel, is from a specimen of the late Very Rev. Eugen Popoff, sometime chaplain to the Russian Embassy."—Lee.

LANCET WINDOWS. "Narrow windows of the First Pointed style of architecture,



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shaped like a *lancet*, and so called. They are found in that Christian style which succeeded the Norman or Romanesque form."—Lee.

(To be continued.)

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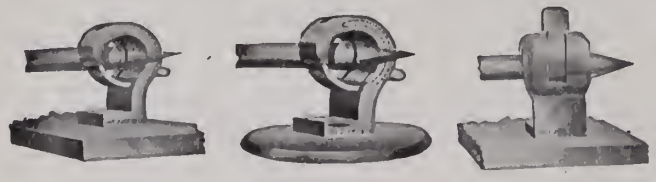
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WORKSHOP NOTES AND QUERIES

[Answers are also solicited from our readers to the questions published on this page.]
No attention paid to communications unless accompanied by full name and address of the writer.

QUESTION No. 2844.—**Sulphur for Brass Moulds.**—*What could I use to make castings come full in a brass mould? The metal is britannia and the articles metal ornaments.* S. B.

ANSWER:—To make soft metal run full and close to the walls in a brass mould you should oxidize the mould with sulphur. This is done by warming the brass moulds enough to melt sulphur, and with a plater's hand brush rub on sulphur. Spread it evenly over the mould. Do not use too much sulphur, otherwise there will be a thick covering of sulphur, which will interfere with the fancy and matted part of the mould. The metal will not run close to new brass, therefore some kind of coating is necessary.

QUESTION No. 2845.—**To Polish White Marble.**—*How can I polish a white marble counter? It has no scratches, but it is beginning to look yellow.* P. W.

ANSWER:—Marble may be polished with a preparation of beeswax, 10 parts; Japan gold size, two parts; spirits of turpentine, 88 parts. Mix the paste together thoroughly, apply in small quantities and rub up with a piece of flannel. If there are spots, remove them with soft soap, 1½ parts; Fuller's earth, three parts; potash, 1½ parts; boiling water, enough to mix. Apply this to the spots and let remain two or three hours.

A New Method of Producing Ornamental Designs on Sterling Silverware.

(By CHARLES E. SWETT, in the *Brass World*.)

IN the early days of the Cobalt mining district, while handling a characteristic piece of ore, which was pure argentite on one end and graduated to pure silver on the other, it occurred to me that we might be able to do what nature had done: i. e., form a design in a plastic compound of silver, and after so forming reduce it to metal.

My first experiment was to make a plastic mixture of powdered silver, powdered silver chloride and oil of lavender. This mixture was applied with a brush in an ornamental design on a piece of spun silverware. After the oil of lavender had evaporated, the heat was increased until the chloride had agglutinated, thereby binding the particles of silver to each other and to the base on which it was applied.

The next step was to reduce the chloride of silver to metal. This being accomplished, the design remained as applied except that it was pure silver. It was, however, too porous to be of any use. I next found that by heating the article and touching the design with a thin pencil of silver chloride, enough of the latter would



FIG. 1.
Sterling silver pitcher before treatment.

melt and be absorbed into the pores so that when the reduction was repeated, the density was greatly increased, and also the adhesion to the base.

This illustrates the principle, though I have greatly improved the technique, I

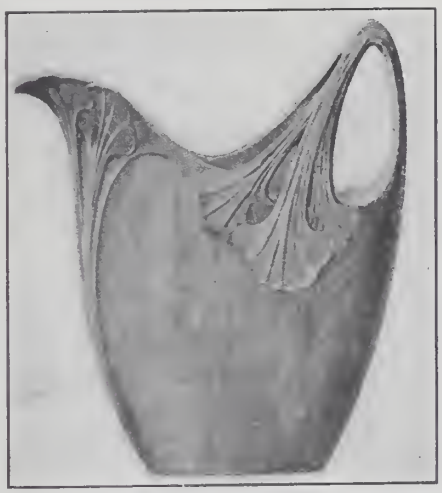


FIG. 2.
Pitcher after ornamenting.

have applied the principle to building up other metals and alloys from both discrete particles and from compounds. The principle of the process therefore, lies in fusing silver chloride on the surface of an article in any desired design, and then reducing it to metallic silver. The reduction may be carried out by heating in hydrogen gas, by means of pyrogallic acid, or any other means known to chemistry.

Silver chloride fuses to a wax-like sub-



FIG. 3.
Fused chloride of silver.

stance. It can be cut or whittled like celluloid. In Fig. 3 is shown such a piece of fused chloride. In Fig. 4 is shown a design that was made by fusing chloride of silver on to a surface of sterling silver, cutting or carving out the design, and then reducing the chloride to silver.

The application of the process may be



FIG. 4.
Chloride of silver applied, fused, carved out and reduced.

seen by reference to Figs. 1 and 2. In Fig. 1 is shown a sterling silver article with a plain surface. In Fig. 2 the same article is illustrated, but with the design produced by means of the chloride of silver as previously described.

It was reported from San Antonio, Tex., that thieves had cut a hole in the show windows of the Michael Loan Co., 111 Soledad St., and escaped with $100 worth of small articles. The local police have been able to obtain no clue to the robbers, although they are working hard on the case, and it is believed that these are the same people who recently robbed the Bell Jewelry Co., the N. Becker Jewelry Co., and the Crown Jewelry Co., in a similar manner, getting from $200 to $400 worth of jewelry in each instance.

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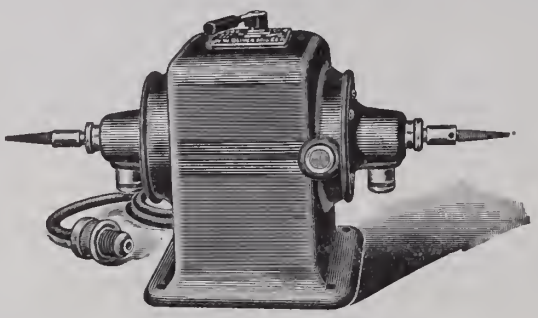
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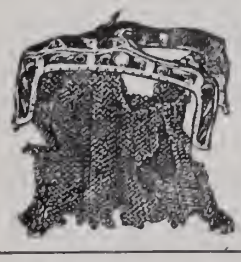
JEWELERS' FIXTURES

Write for our New Catalogue

Our Motto: The Best of Everything

The Pioneer in Jewelry Repairing

SPECIALIZING in work on MESH BAGS and ALL ARTICLES in STERLING





Our force of experts is capable of handling the most intricate job in Gold and Silversmithing. Electro-plating, Oxidizing and Finishing in all its branches. Monograms removed, best workmanship, reasonable charge and quick deliveries. Mail orders get prompt attention.

THOMAS A. WEISS, 47-49 Maiden Lane, N. Y.

TELEPHONE, 1519 JOHN

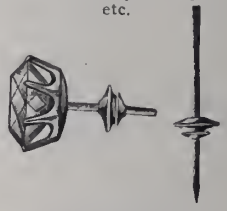
THE WASHBURN

SECURITY
Automatic Holder
for all sizes of scarf-pin wire. Guaranteed.



EAR WIRES
for unpierced ears.

MAGIC NUT
for ear studs, scarf-pins, etc.



SAFETY CATCH
For Brooches, etc.
Can be applied to any work where pin tongues are used.



Open. Closed. Open. Closed.

Descriptive Circular on Application.
Pearl Drilling and Adjusting a Specialty.
Special Order Work and Repairing.

C. IRVING WASHBURN, 45-49 John Street, N.Y.

Practical Course in Adjusting

By THEO. GRIBI

Published Price, $2.50
SPECIAL REDUCED PRICE, $1.50
Post Prepaid

THE JEWELERS' CIRCULAR PUBLISHING COMPANY
11 John Street, corner Broadway, New York

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Importer of **Precious Stones,**

41 Union Square, NEW YORK.

PLATINUM In Sheet or Wire, Any Degree of Hardness
SCRAP REFINED OR PURCHASED

THE ROESSLER & HASSLACHER CHEMICAL CO.

NEW YORK OFFICE, 100 WILLIAM ST. FACTORY, PERTH AMBOY, N. J.

JACOT MUSIC BOX CO.

MIRA MUSIC BOXES AND MIRAPHONES

25 West 35th St. NEW YORK



Abraham Lincoln said: "Let's hear from Dixie"

The following letters are from the largest and most conservative jewelers in Dixie. The first letter below is from a concern I have closed out this year. Their stock invoiced a quarter of million dollars. Not a dollar of extra stock was put in and the stock consisted of nothing under fourteen karat gold and sterling silver. It surely must be conceded that a concern of this size would thoroughly investigate an auctioneer before making their selection. The second letter is from a firm I have just sold. The firm has been in business for fifty-three years and has always been considered the leading jewelers of southern Georgia.

BIRMINGHAM, Ala., March 18, 1911.

MR. H. J. HOOPER, 37 Maiden Lane, New York:

Dear Sir:—We want to express our appreciation of the manner in which you conducted our sale. Our attitude in the beginning, as you will recall, was one of apprehension, as we never before had a sale, and from what we knew and heard about the questionable methods of a good many auctioneers, we were somewhat opposed to this method of selling, owing to our stock being so large.

Your work, however, and the results, were a revelation to us. We were particularly well pleased with the attendance and the pleasant way that you handled the crowds, and it was a source of particular satisfaction to us, and we want to thank you sincerely for what you have accomplished, as we know no other auctioneer could do. Respectively yours, H. C. ABBOTT & BRO.

To Whom It May Concern:

BAINBRIDGE, ALA., July 18, 1911.

Mr. H. J. Hooper has just closed two very successful sales for me in each of my two stores, and it is a pleasure to bear testimony to the energy and skill Mr. Hooper showed in conducting these sales. The writer has never seen any man work harder or more faithfully, and it would be impossible for any one to secure better results or leave customers more pleased. It could be termed a social event, because he made it so pleasant that the finest people of our city were in attendance. Anyone needing the service of a high-grade auctioneer will be justified in securing Mr. Hooper.

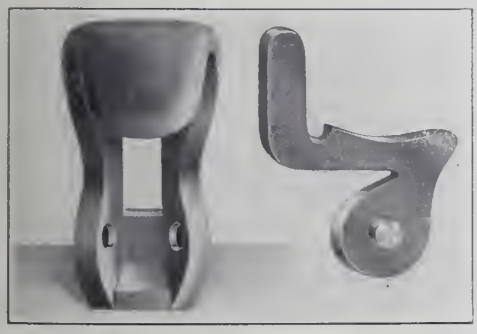
J. I. SUBERS.

New York's Undisputed Leading Jewelry Auctioneer **H. J. HOOPER** 37 Maiden Lane, New York

¶ SEND for my booklet, which I published last year. It tells you whom to follow and whom to avoid. The information it contains is indispensable to the preservation of your credit and reputation. ALSO my folder just issued by me which gives you all the credentials of my last year's successes, they can not be equaled by any Auctioneer in America.

The BLANCARD SAFETY CATCH

Made in a Variety of Sizes



Cuts Show the Catch Before and After Assembling
Obviates the Use of a Rivet

Its Strength
Durability and
Neat Construction

make it desirable for the better grade of jewelry.

Assembling pliers may be obtained from us if you desire.



Patented March 1, 1910.
Other Patents Pending

Write us for further information

Blancard & Company SETTING MAKERS 96-100 Maiden Lane, New York City

W. H. Swenarton
(Ex-Examiner U. S. Patent Office)
Counsel in Patent Causes
2 Rector Street, New York
Patents Trade-Marks

Established 1879
LOUIS W. HRABA
29 East 19th St., New York
Manufacturers of
Fine Leather Goods
Exclusively for the Jewelry Trade

PERFECT-ONE-PIECE

FINISH COLLAR BUTTON QUALITY



STANDS FOR
"GUARANTEED FOR LIFE"
AGAINST BREAKAGE AND WEAR

TRADE B C MARK
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Diamond Cutting Works
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Silver and Gold Thimbles
Cameo Goods
Brooches
Fobs
Crosses
Baby Pins
Ring Mountings
Festoons
Emblem Goods
Pocket Knives
Silver and Gold Match Boxes
Alberts
Vanity Sets in Gold and Silver
Gold and Silver Cigarette Cases
Lockets
Bracelets
Link Buttons
Veil Pins
Tie Clasps
Locket Rings
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POPULAR PRICES

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The Coronation of the New Silverware King

THE JEWELERS' CIRCULAR

WITH WHICH ARE CONSOLIDATED

THE HOROLOGICAL REVIEW,
THE JEWELERS' WEEKLY.
THE JEWELERS REVIEW

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Publishing Company

11 John St., Corner Broadway, New York.

Entered as second-class matter at the New York, N. Y., Post Office.

43rd Year. WEDNESDAY, AUGUST 9, 1911. Vol. LXIII., No. 2.



A Beautiful Trophy Made for a Race That Was Never Held.

(See Text on Page 55.)

ALVIN SILVER

925/1000 FINE

"Marie Antoinette" "Chippendale" "Josephine"



Tea Spoon Sugar Spoon Tea Spoon

THE SUCCESSFUL TRIPLETS!

The "Marie Antoinette," "Chippendale" and "Josephine"

introduced to the Jewelry Trade during the past six months

We do not believe this accomplishment has ever been successfully attempted by any silversmith before—to introduce three new complete patterns of Sterling Silver Flatware within six months. This could only be done by a live, up-to-date firm with a factory equipped with every modern appliance, a large force of skilled workmen and enough enterprise to invest sufficient capital to carry out such an undertaking, coupled with the desire to give the Jewelers every assistance to increase their business.

With these three patterns in stock it would indeed be hard to find a customer that could not be pleased.

The "Marie Antoinette" is in a delicate French gray finish. The "Josephine" is furnished in either all French gray or bright polished with French gray ornamentation at top. The "Chippendale" is bright finish with French gray ornamentations, this is an open work pattern and cannot be produced in plate.

They are all three heavy weight patterns, and made in the full line of ounce goods, fancy pieces and cutlery.

Complete price lists sent on request

ALVIN MFG. CO.

Silversmiths

SAG HARBOR, N. Y.

Wholesale Showrooms

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717 Market St. - San Francisco, Cal.

¶ After all, the best Gold Filled Watch Cases are made by

Fahys

¶ You can't see beneath the surface of a Gold Filled Case, you can judge of the attractiveness of patterns and shapes, and of the quality of finish, but for the quality and quantity of gold on which the durability of the case depends, you must rely on the maker.

¶ A certificate accompanies each Fahys Case, showing the percentage of gold in the backs.

¶ And the name Fahys is stamped in all Fahys gold filled cases, ensuring the certainty of values and protecting a reputation of over 50 years of successful watch case making.

JOSEPH FAHYS & CO.

Established 1857

BOSTON NEW YORK CHICAGO



We cut the diamonds we offer (Cutting Works 1327-1329 Atlantic Ave., Brooklyn), so when buying of us you pay but one modest profit over the actual first cost of the rough, plus the wages of the polishers you see at work in the illustration above.

We have no traveling salesmen. Uncle Sam is our only drummer, and he charges us nothing but postage.

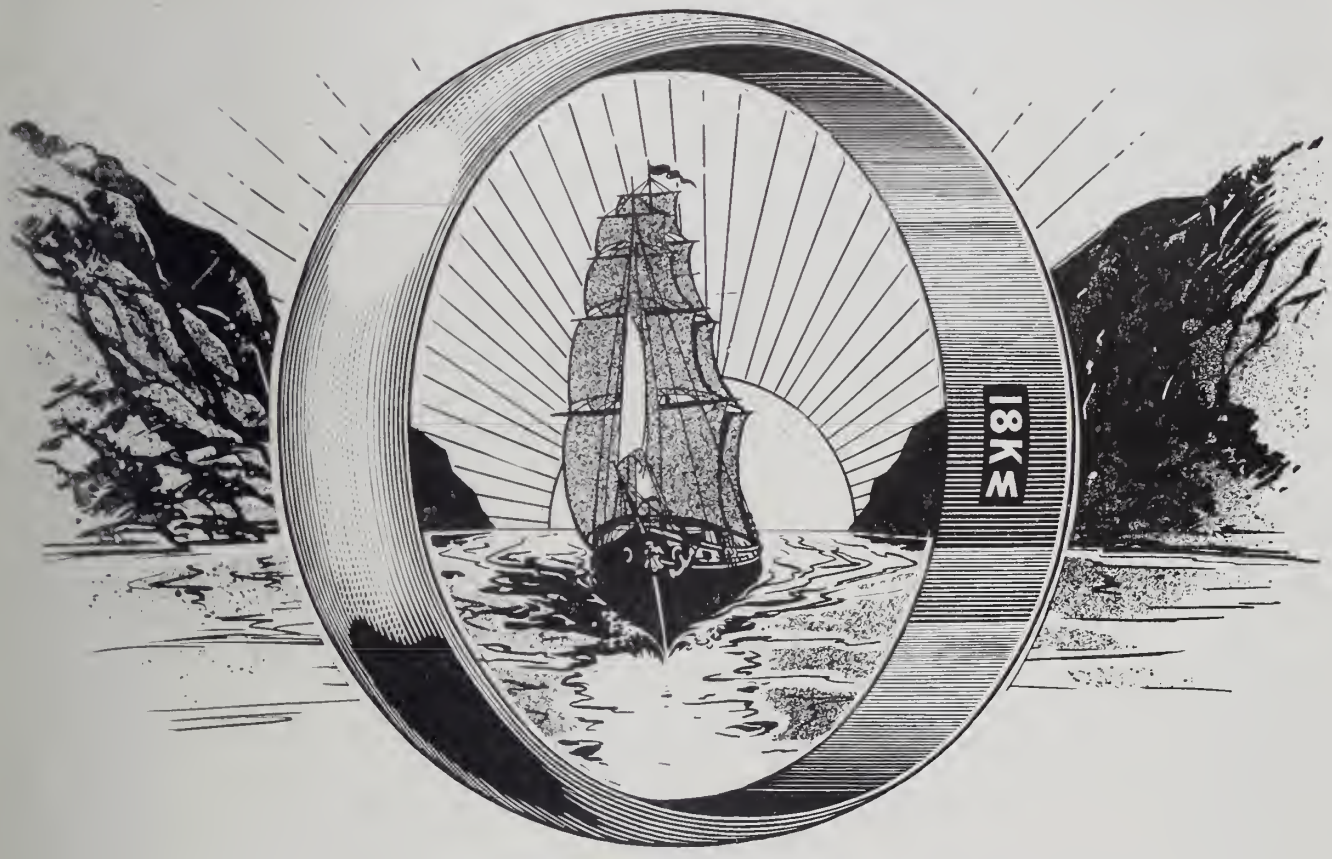
J. R. WOOD & SONS

Diamond Cutters

Importers of Emeralds, Rubies and Sapphires

170 Broadway, Corner of 2 Maiden Lane NEW YORK

V. WARING N.Y.



It's smooth sailing, over sunny seas, with a fair wind, for those who handle our wedding rings. No angry storms from dissatisfied customers, because the rings are made in the best possible manner, from gold that is the quality it is stamped.

J. R. WOOD & SONS

Wedding Ring Makers

170 Broadway, Corner of 2 Maiden Lane **NEW YORK**



WE CAN MAKE THE most elaborate piece of Diamond Jewelry and we can repair a plated tea-pot!

We do one as good as the other and do both as good as they can be done.

We can also do everything in between.



We can make fine gold or platinum watch cases to order. Change English cases to fit American movements, repair and renew cases.

We can make gold or platinum chains to order. Fill links, renew and repair chains.

Make all kinds of jewelry to order. Remodel, match and repair any piece of jewelry.

Repair, color and reline gold, platinum, silver or plated mesh bags.

Set precious and semi-precious stones. Cut stones from the rough. Incrust monograms and initials and engrave crests and monograms on stones.

Repair and renew sterling and plated hollow and flat ware. Gold and silver plate anything in the line.

Engrave letters, monograms and crests. Also enamel same on watch cases, vanity cases, cigarette cases, buttons, lockets, etc.

Cut the finest steel dies and strike up special medals, badges, jewels and class pins in gold, silver and bronze.

Hundreds of Large Retailers, who have been unable to give their shops personal attention or obtain the kind of labor that could turn out satisfactory work, have either given up their shops entirely or reduced their forces and are sending their special order work and difficult repairing to us.

The actual financial loss and injury to their businesses more than offset the prestige of being able to say they had their own shops.

Ours is the only concern in the country that makes a separate and distinct business of doing special order work and repairing of all kinds for the trade.

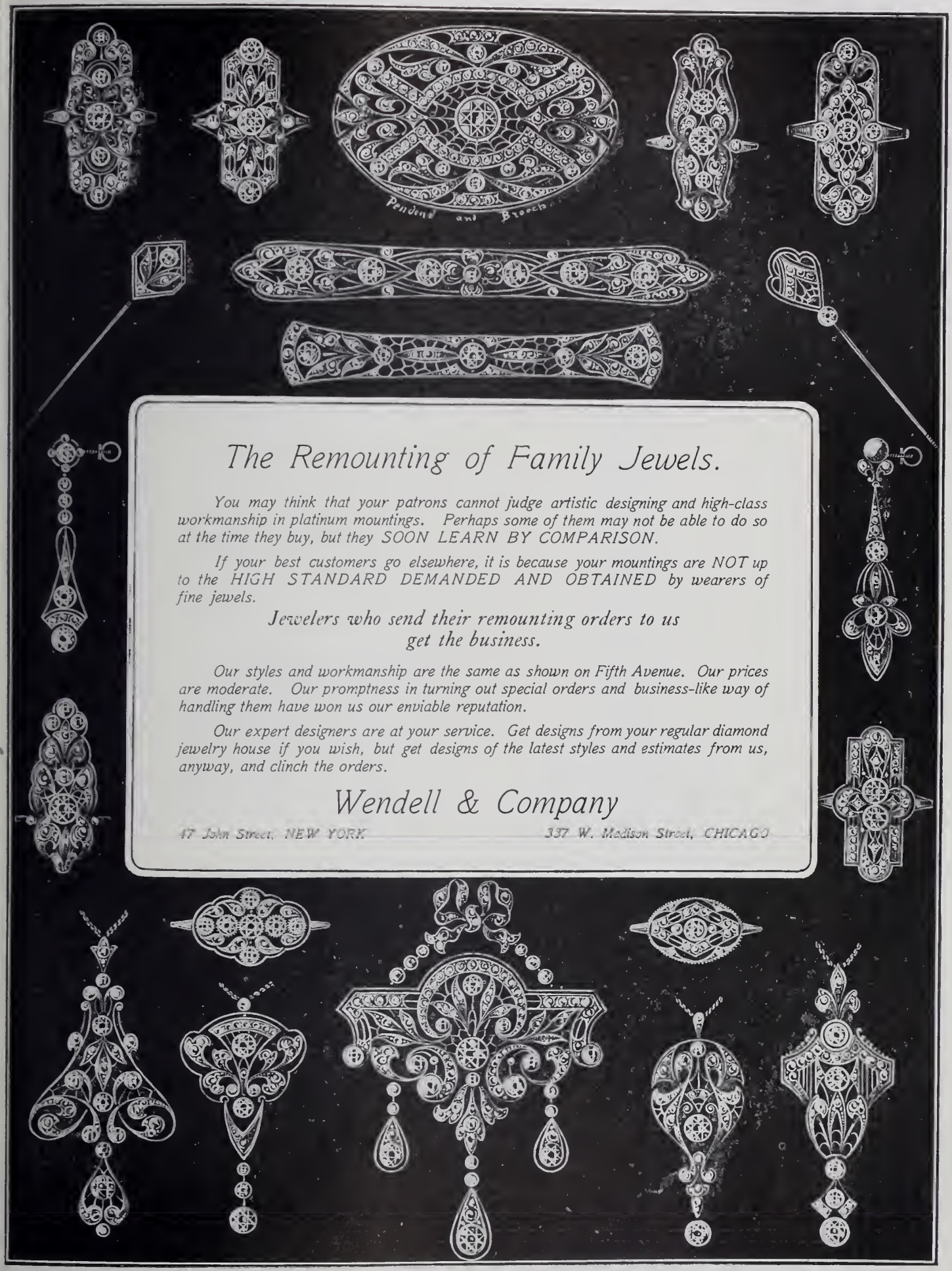
We devote our entire time, energy and an experience of almost 30 years to this important branch of the Jewelry Business. We employ, educate and specialize the best artisans that can be obtained only in the two largest cities. We systematize and inspect the work. We use every modern method to produce the **best work promptly** and at **reasonable prices.**

We are always at your service.

WENDELL & COMPANY

45, 47 & 49 John Street
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337, 339 & 341 W. Madison Street
CHICAGO



The Remounting of Family Jewels.

You may think that your patrons cannot judge artistic designing and high-class workmanship in platinum mountings. Perhaps some of them may not be able to do so at the time they buy, but they SOON LEARN BY COMPARISON.

If your best customers go elsewhere, it is because your mountings are NOT up to the HIGH STANDARD DEMANDED AND OBTAINED by wearers of fine jewels.

Jewelers who send their remounting orders to us get the business.

Our styles and workmanship are the same as shown on Fifth Avenue. Our prices are moderate. Our promptness in turning out special orders and business-like way of handling them have won us our enviable reputation.

Our expert designers are at your service. Get designs from your regular diamond jewelry house if you wish, but get designs of the latest styles and estimates from us, anyway, and clinch the orders.

Wendell & Company

47 John Street, NEW YORK 337 W. Madison Street, CHICAGO

R. WA

Washington





The Washington Pattern—the newe
production in R. WALLACE Sterling,
now offered in a complete service—hollow
ware and flatware.

The simplicity of design and unusu
strength of this pattern are bound to make
strong impression on the silver-buying publi
and it will be brought to their attention th
Fall in a very thorough advertising campaig

TRADE MARK
R W & S
STERLING

LLACE

pattern





Owing to the present popularity of olonial designs, the "Washington" is particularly seasonable. Aside from that, it is a pattern that will endure—forever retaining original charm and evidences of careful, expert workmanship.

Write for information and prices, also the of dealers' helps.

WALLACE & SONS MFG. CO.

BOX 25, WALLINGFORD, CONNECTICUT

South Wabash Avenue.....CHICAGO.
West 32d Street.....NEW YORK.
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Bunhall Street.....LONDON, E. C.

The consideration of quality is paramount in

Dueber Cases

and its memory lasts long after the price has been forgotten.










The Locket House of America

CRITICAL TASTE would decree that there should be Lockets suitable for every occasion and, indeed, for every age. Certainly it would be difficult to name a social affair, a style of dress or a period of life for which the right Merrill Lockets have not been appropriately provided.

¶ For the opera and similar dress occasions there are many dazzling productions. For the usual routine of life or for those of modest tastes are provided Lockets of more subdued but no less charming effect. There are Lockets for the younger and older generations. And Lockets in harmony with the religious and other festivals of the year.

S. K. Merrill Company

Earliest Makers of Lockets — TRADE SKM CO. MARK — in the United States

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MAIN OFFICE AND FACTORY
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Everything in Lockets








F&B TRADE MARK REGISTERED

Our Fall Blue Book, Catalogue P.,

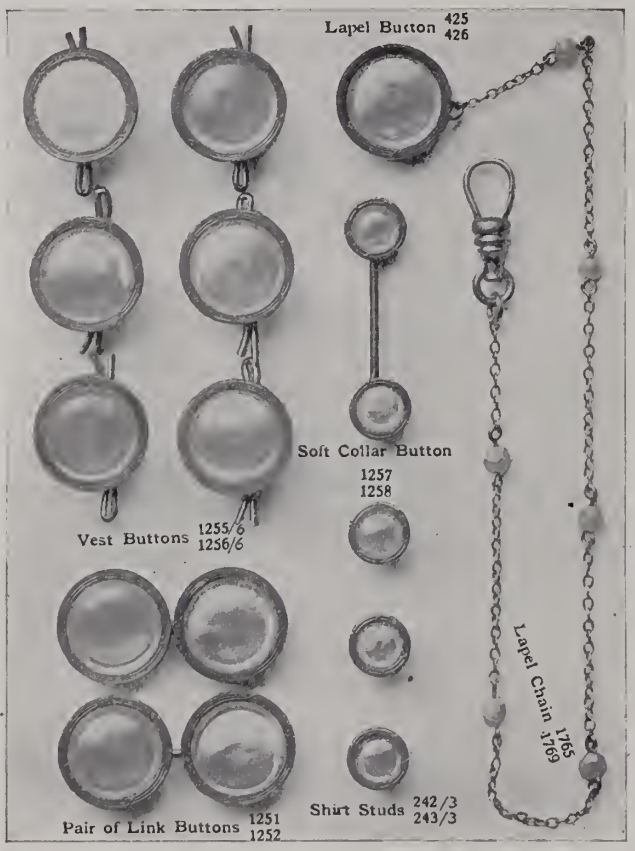
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Sterling Silver Toilet and Manicure Goods and Rolled Gold Plated Jewelry

We Make
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Toilet Sets
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Manicure Goods
Cigarette Cases
Match Boxes
Eye Glass Cases
Novelties, etc.



We Make
Rolled
Gold
Plated

Crosses & Pendants
Lockets & Charms
Hat and Scarf Pins
Collar Buttons and
Link Buttons
Tie Clasps
Chains
Lapel Buttons
Lapel Chains and
Necklaces

Lapel Chain	1769	Rolled gold plated, Old English, Baroque Pearl
Lapel Chain	1765	Sterling, Platinum finish, Baroque Pearl
Lapel Button	425	Rolled gold plated, Old English, Fresh Water Pearl
Lapel Button	426	Sterling, Platinum finish, Fresh Water Pearl
Soft Collar Button	1257	Rolled gold plated, Old English, Fresh Water Pearl
Soft Collar Button	1258	Sterling, Platinum finish, Fresh Water Pearl
Vest Button	1255/6	Rol ed gold plated, Old English, Fresh Water Pearl, set of six
Vest Button	1256/6	Sterling, Platinum finish, Fresh Water Pearl, set of six
Stud	242/3	Rolled gold plated, Old English, Fresh Water Pearl, set of three
Stud	243/3	Sterling, Platinum finish, Fresh Water Pearl, set of three
Link Button	1251	Rolled gold plated, Old English, Fresh Water Pearl
Link Button	1252	Sterling, Platinum finish, Fresh Water Pearl

Theodore W. Foster & Bro. Co.

Manufacturing Jewelers and Silversmiths

100 Richmond St. :: Providence, R. I.

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The Wadsworth "Permanent"

"Worthy of Its Name"

A case that equals solid gold in appearance and closely approximates it in durability, a case that yields abundant satisfaction to the consumer and a full measure of profit to the dealer, a case that makes strong claims and backs them up with the manufacturer's guarantee, such a case is the Wadsworth "Permanent." Dealers are proud of it.

The Wadsworth Watch Case Co.

NEW YORK
17 Maiden Lane

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Columbus Building

SAN FRANCISCO
717 Market Street

FACTORY: DAYTON, KY.



STAR WATCH CASE CO.
LUDINGTON, MICH.



THE HOME OF STAR WATCH CASES

Cut down your Expenses and pull in Bigger Profits with STAR WATCH CASES, the Solid Gold Ball-bearing Bow line, which gives absolute Security to the Wearer of Watches. (Wachter Patent No. 916809).

For the sake of more Business and more Satisfied Customers, take the time and send us your order. Take it on our SAY-SO that you will not find it necessary to "shop around" for your watches once you have given STAR WATCH CASES a trial.

You will find facts about STAR WATCH CASE Quality and Service that are worthy of your very careful consideration.

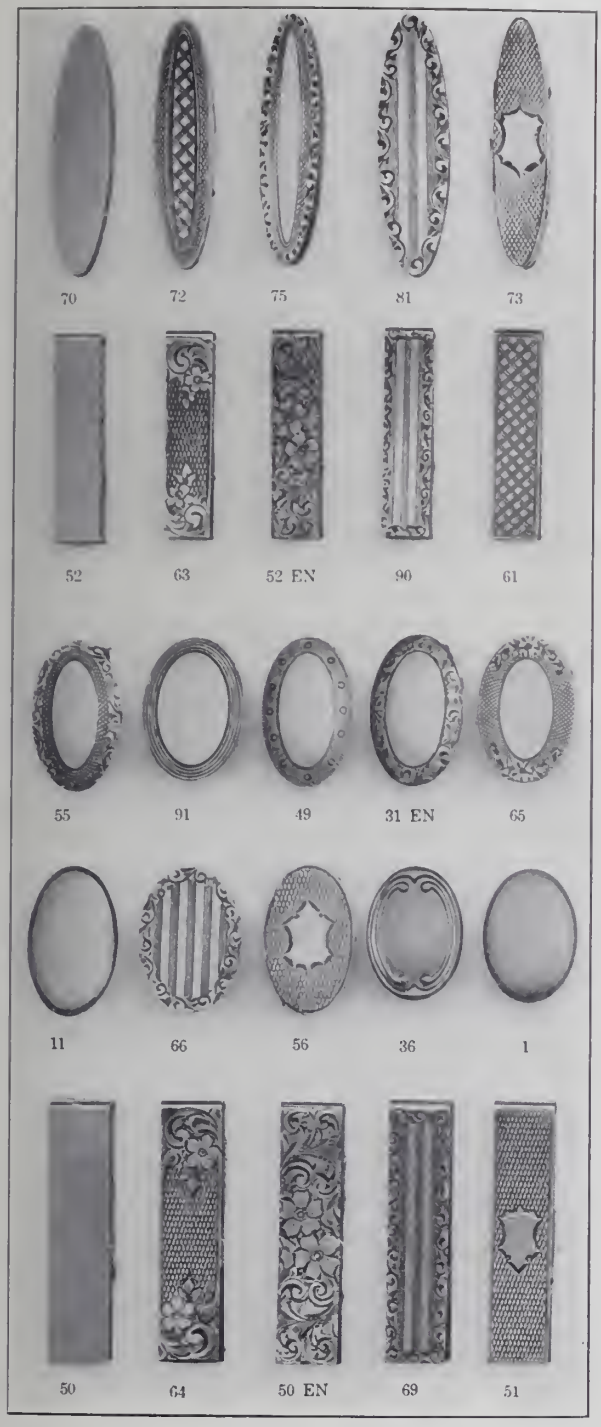
Star Watch Case Company

LUDINGTON, MICH.

BRANCH OFFICES

37 Maiden Lane
New York City

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THE 10K LINE WITH A 14K APPEARANCE

Thin, Paper-weight Jewelry

is never satisfactory to a good retailer, nor to his customers.

Its only attraction is its low price.

This fact is soon forgotten by the wearer, after the article has begun to bend and break.

He will always forget how little the article cost him — but never how much trouble it caused.

Our heavy-weight, substantial, 10K. line is the remedy for retailers who want to sell good jewelry to their trade.

New Accounts Solicited

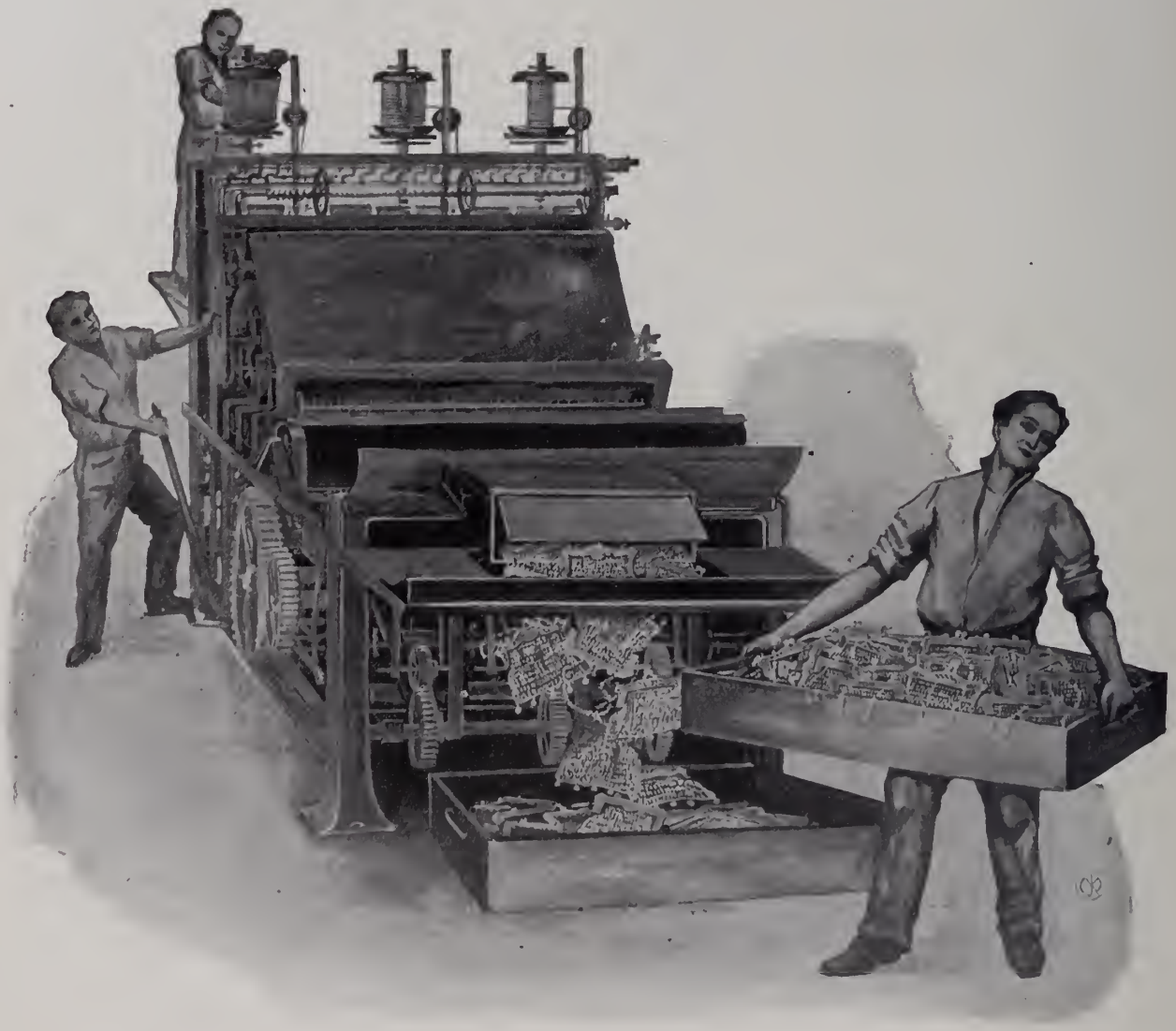
We make the following lines

Brooches	*Hat Pins*
Scarf Pins	*Tie Clasps*
Cuff Buttons	*Fobs*
Handy Pins	*Crosses*
Bar Pins	*Sash Buckles*
Lockets	*Pendants*

KOHN & CO
CAMP & ORCHARD STS.
NEWARK N.J.
1KO

Capacity 2,000 Bags Daily

We are the only Manufacturers of Mesh Bags made by Machine

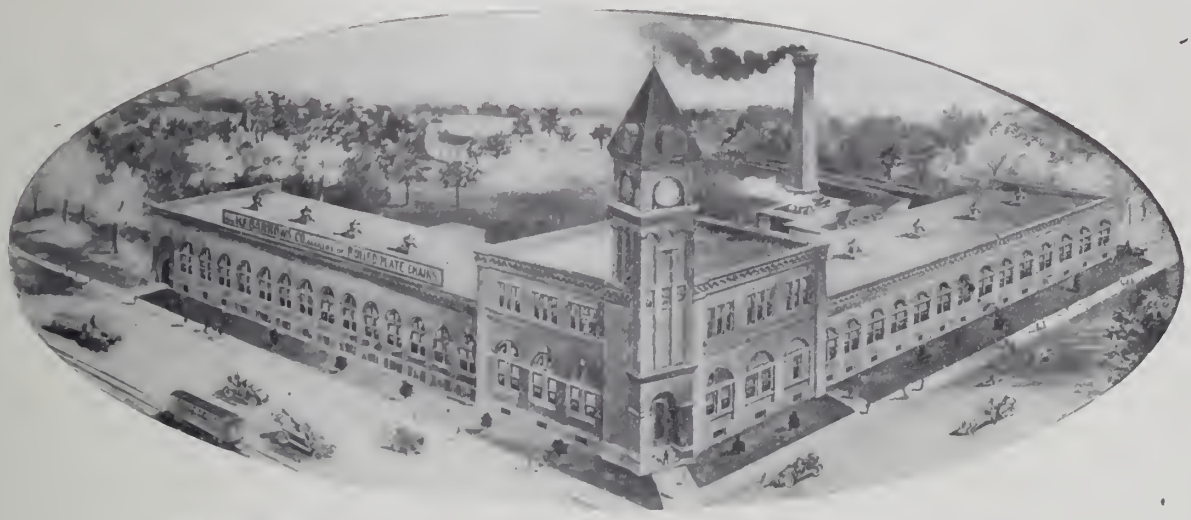


Machine-made mesh is distinguished by its smoothness, soft silky flexibility and tough wearing qualities. Over 800 different styles, from the smallest to the largest, at prices which bring a generous profit to the dealer. Your jobber will supply you with W. & D. Co. goods.

WHITING & DAVIS CO.

NEW YORK OFFICE: 7 Maiden Lane
CHICAGO OFFICE: 103 State Street

Plainville (Norfolk Co.), MASS.



BIRTHPLACE OF THE "NEW PROCESS" CHAINS

OBSERVING THE COMPLETION OF SIXTY YEARS

The first of the present month marked the full rounding out on the part of this house of the period of sixty years from the date of its first establishment in 1851.

The occasion is one upon which congratulations are both received and extended. They are received with gratitude to the many business friends whose co-operation through the years has made this record possible; they are extended with admiration for other houses whose success also during this time it has been a pleasure to observe.

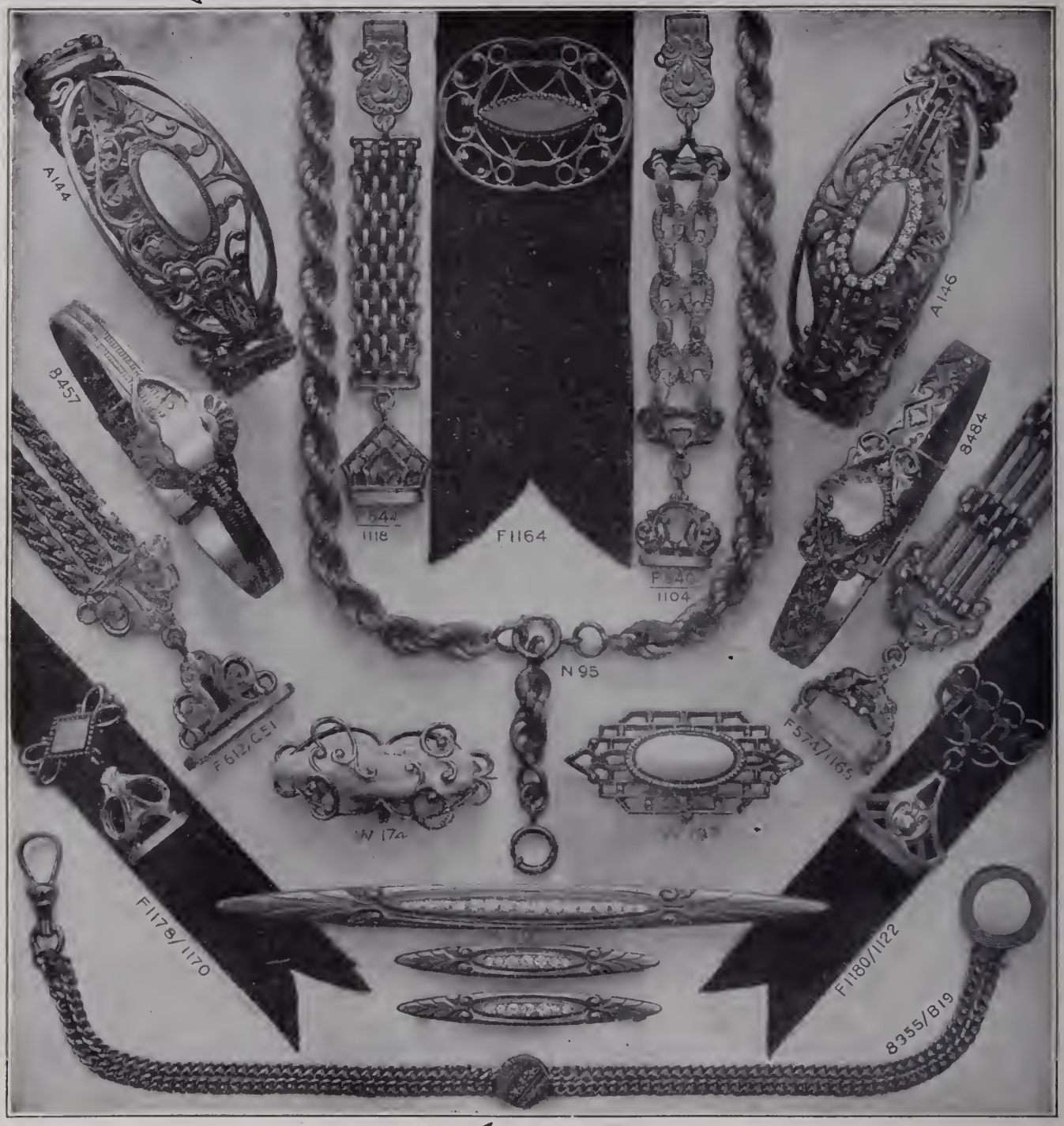
Living in the present and facing the future, it is meet to recognize the accumulated benefits of so many past years.

THE H. F. BARROWS COMPANY

NEW YORK OFFICE:
15-17-19 Maiden Lane

TRADE MARK

FACTORY AND HEAD OFFICE:
North Attleboro, Mass.



The D. F. BRIGGS COMPANY

ATTLEBORO :: :: MASSACHUSETTS

New York Office:
180 BROADWAY

Chicago Office:
29 E. MADISON STREET

London Office
62 HATTON GARDEN

Fourteen Karat Gold Filled Jointed BRACELETS

That Wear and Give Satisfaction in Every Way

We illustrate a few patterns from our extensive line, which no jeweler, interested in the best at moderate price, should overlook. We speak directly to you, Mr. Retailer, when we say your showcase should contain a selection of these new goods.

THE LEADING WHOLESALERS THROUGHOUT THE COUNTRY HAVE THEM ON EXHIBITION

Our new line contains many new styles and patterns in plain, half chased, chased entirely around, and engine turned effects, many of which have never been attempted by manufacturers of gold filled goods before, and the elegance of our present plain, polished, English, Roman and rose finishes, appeals to the fastidious and discriminating.



213AN.



369



367



362



173AN.



167AN.



168AN.



225



353



268AN.



388


354

To Demonstrate

the quality of the stock used in the construction of our goods, we subjected one of our plain bracelets to an acid bath, and show below the actual quantity of gold remaining after ALL of the base metal had been eaten away.



CONVINCING PROOF AS TO QUALITY AND QUANTITY

LOUIS STERN & COMPANY

Manufacturers of
Bracelets, Chains, Charms and Fobs in 14K. and 10K. Gold and High Grade Gold Filled

158 Pine Street
Providence
R. I.

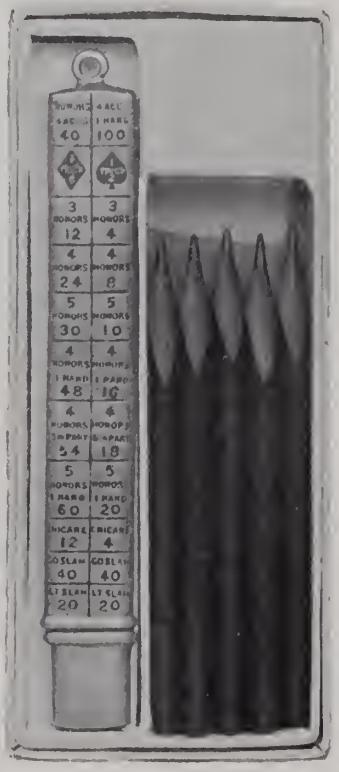
NEW YORK OFFICE
15 Maiden Lane
Silversmiths' Bldg.

Manufacturers of
Bracelets, Mesh Bags, Placques and Chains in Sterling Silver

Send for our 100-page Sterling Mesh Bag Catalogue

A Sterling Silver
Bridge Whist Score Pencil

Simple and Thoroughly Practical



No. 4024
Patented March 14 1911

A novelty in Sterling Silver that has found immediate favor with "Bridge" players throughout the country.

A gift most acceptable to the Bridge Whist player.

An ideal Whist prize.

Furnished with figures enameled or in dark gray finish.

See that this attractive novelty has a place in your stock.

R. Blackinton & Company

Goldsmiths, Silversmiths and Jewelers

Factory and Main Office
North Attleboro, Mass.

Trade Mark

New York Salesrooms
15-17-19 Maiden Lane

OTHER WOODSIDE NEWS PAGE IN THE KEYSTONE

Buy The Medallion Direct by Mail

Save One Third Your Toilet Ware Appropriation

You don't often have the chance to buy a set of this excellence for so little money. At the profitable listings indicated below the Medallion is a concrete example of the values offered by our direct by mail selling plan. Never before could a set of its weight, size and workmanship be sold under one third higher prices.

The Medallion is this season's addition to our successful sets. Large advance orders prove its popularity, and we're confident you'll find it a business bringing pattern with your best trade.

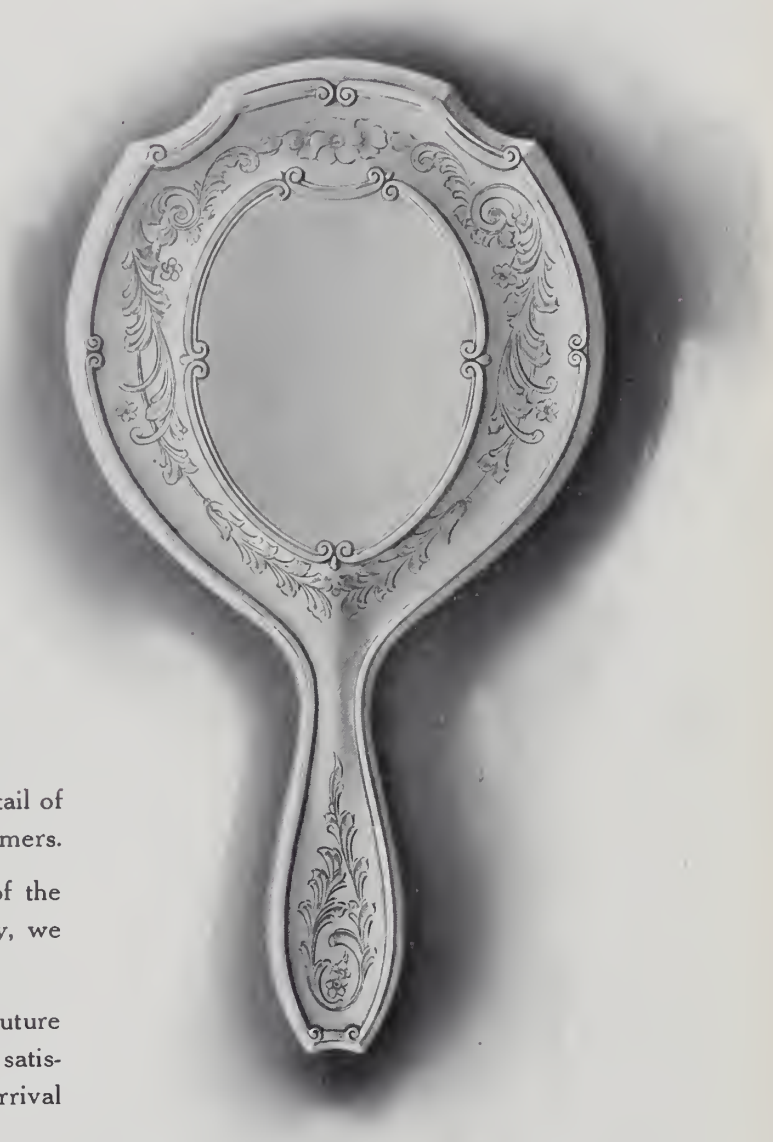
As you know, the public taste is turning from heavily decorated sets to plainer models. The Medallion fills this demand in a set that can be sold at a popular price.

The concave shield forming the central decoration is a new idea in toilet ware designing that has jumped into instant favor. It emphasizes the classic lines while the rich hand engraving greatly enhances the beauty.

Of course the Medallion is 925/1000 fine, and every detail of finish will pass the examination of your most critical customers.

You certainly want at least a sample three piece set of the Medallion in your stock. As the demand will be heavy, we suggest that you send in your order to-day.

We will reserve your goods and make shipment at any future date you desire. And in accordance with our guarantee of satisfaction, you can return the goods at our expense—if after arrival they fail to please you for any reason.



3595
One-half actual size.
HAIR BRUSH, COMB AND MIRROR
Engraved as illustrated, $27 Without Engraving, $20
Subject to Jewelers' Circular Key

Or write to-day for our catalogue showing a broad line of successful sets and other goods for the holiday trade at prices that show you average greater profit of 15 to 20%.

CHOOSE more goods for the same / the same goods for less **MONEY**

Woodside Sterling Company

170 Broadway **New York**

The John Hancock Pattern



The John Hancock pattern is made in sterling silver, rich and bright, beautifully ornamented and finished, with carefulness of detail and an air of elegance.

A pattern that differs from all others in design, in shape, in charm. Each piece has its own personal look of loveliness, yet all are alike in fitness to their use and in harmony with one another.

The rare artistic treatment of the laurel, the graceful three-thread outline, the Colonial scroll top with the dainty bead festoon present a pattern of unusual beauty and dignity.



TRADE MARK R&L BCo STERLING

Rogers, Lunt & Bowlen Co.

Silversmiths

MAIN OFFICE AND FACTORY

Federal and Norwood Sts., GREENFIELD, MASS.

NEW YORK: 15-17-19 Maiden Lane SAN FRANCISCO: 717 Market St.

Leicester

AN

ELIZABETHAN PATTERN

IN

STERLING SILVER



HER MAJESTY
QUEEN ELIZABETH

BEAUTIFULLY FINISHED IN A COMBINATION OF
BRIGHT AND FRENCH GRAY

MADE BY

SIMPSON, HALL, MILLER & CO.

INTERNATIONAL SILVER CO., SUCCESSOR

WALLINGFORD, CONN., U. S. A.

NEW YORK
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TRADE MARK
Sterling

SEND FOR
PRICE LIST



BERRY SPOON | BUTTER KNIFE | SUGAR SHELL | OYSTER FORK | COFFEE SPOON | SALT SPOON



No. 3613 Tea Set

Engine Turned and
Engraved. 5 Pieces

$37.^{50}$ List

¶ This Tea Set is the most Remarkable production of the Season in plated hollowware; A LEADER OF LEADERS.

¶ It is the only modern engine turned Tea Set on the market, and the Engine Turning is of a pattern that is absolutely new and distinctive, forming the same figure that is seen in Moire or Water Silk. From every angle of view the engine turning gives a different and more enticing illusion.

¶ The plain burnished corners and borders, and the decorative scrolls and shields afford a charming contrast, and a total effect heretofore unequalled except in the finest hand chased sterling silver products.

The Homan Manufacturing Company

Office, Factory and Salesroom: CINCINNATI, O.

New York Salesroom
15-17 Maiden Lane

Boston Salesroom
373 Washington Street

Chicago Salesroom
Silversmiths' Building

Fall and Holiday Lines

Now Open for Inspection at our Large and Commodious Salesrooms

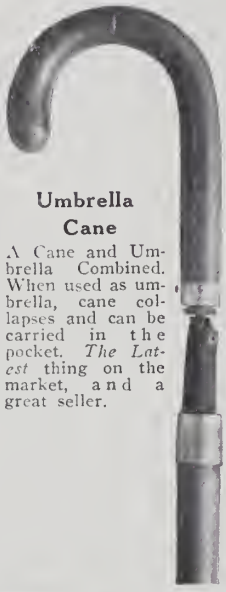


Match Safe Cane

Visiting Jewelers are invited to call and see

The Largest and Most Unique Line in the World.

Jewelers who have carried our lines know the merit of our goods as to quality and workmanship, as we employ the most skilled workmen in our branch of industry. We also show the best of the product of foreign manufacturers. Jewelers who have not handled our goods we invite to call and satisfy themselves. Be sure to see our lines this Fall before buying elsewhere.

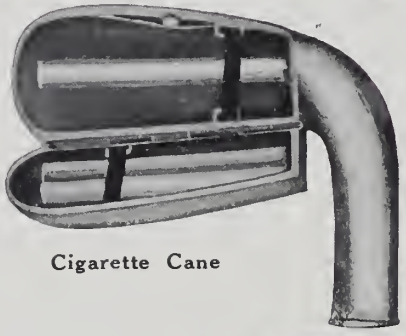


Umbrella Cane

A Cane and Umbrella Combined. When used as umbrella, cane collapses and can be carried in the pocket. *The Latest* thing on the market, and a great seller.

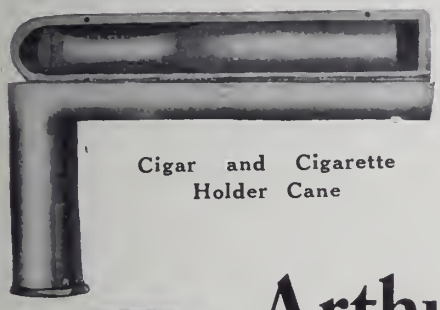


Lighter Cane



Cigarette Cane

We do our own Gold and Silversmithing as well as Stick Making on the premises.



Cigar and Cigarette Holder Cane

WE SPECIALIZE IN 14k. GOODS

The House of New Ideas

EXCLUSIVE LINE FOR JEWELERS



Electric Light Cane

Arthur W. Ware & Co.

41 East Twentieth St., NEW YORK

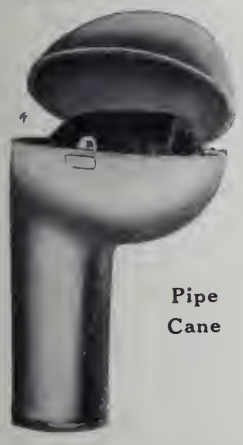
Between Broadway and Fourth Avenue

Entire Building for Manufacturing Salesroom on Ground Floor

Makers and Importers of

Walking Sticks, Umbrella Handles

Riding Crops and Whips, Corkscrews and Bottle Openers



Pipe Cane

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¶ "If we had only had something like this casserole and a hundred other things that S. Sternau & Company make for kitchen and dining-room when I was a girl, how much lighter our housework would have been."

¶ Housekeepers of all ages not merely admire but buy Sternau Casseroles, Bean-Pots, Baking-Dishes, Crumb Trays and Scrapers. (See the new model of Crumb Tray in

THE BLUE BOOK),

Chafing Dishes, Traveling Companions, Kettles and many other things in metal which adorn the house and make the housewife's labor light.



Send For The Blue Book, Mr. Jeweler.

¶ You need it in your business. Nothing else in print is quite so brimful of profit making information and suggestions for you

S. STERNAU & COMPANY

New York Showrooms
305 Broadway
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MAKERS OF STERNAUWARE COMPRISING
Fancy Teakettles, Chafing-dishes and their Accessories, Coffee-machines, Trays etc,

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TRADE MARK

"Parisian Ivory"

French Celluloid

Its growing popularity has made it a most desirable addition to a Jeweler's Stock

We have an unlimited variety of

Toilet Articles
Photo Frames
Clocks
Desk Requirements
and
Novelties

A visit of inspection will be of interest. There are big profits and quick sales in this new line.

Deitsch Bros.

14 East 17th St., New York



Users of Sealing Wax all Appreciate The Fine Quality of

Dennison's

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WE Make Wax for every purpose and have studied to produce a wax fitted for a particular need.

Many years' experience in the manufacture and sale of Sealing Wax has enabled us to offer a product suited to the most discriminating user.

We pay Particular Attention to the COLOR, FLOW and ADHESIVENESS of our Sealing Wax.

Ask your Dealer or let us know your requirements and the nature of your business and we will Forward a Sample Stick on receipt of Four cents.

Apply to our Nearest Office







Dennison Manufacturing Company

THE TAG MAKERS

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ST. LOUIS
413 North Fourth Street

OFFICES IN OTHER LEADING CITIES



Exclusive "French" Silverware



DESIGN PATENTED MAY 18-25, 1909.
Vase, No. 3142—9 in. Tray, No. 3143—15½ in.

The result of most skillful and artistic silversmiths is embodied in the new

"Louis" Decorations

portraying the characteristic piercing and shield, together with the well-known Empire Festoon, making it the most

ORIGINAL AND ARTISTIC

line on the market to-day. *Complete assortment* of dinner pieces, including

Service Plates, Baskets, Bowls, Dishes, Center Pieces, Candlesticks, Vases, Etc.

This design should appeal to anyone who is desirous of securing silver which is *choice*, with a design patent which has been declared valid by court decision.

GRAFF, WASHBOURNE & DUNN

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HARRISON
Umbrellas and Walking Sticks

If your Umbrella and Walking Stick Department has not been a success, may it not be that you have been carrying a too commonplace line for a jeweler? People expect a better made and more artistic Umbrella or Walking Stick from you than they can purchase elsewhere—something that other stores do not carry.

To meet the views of this very discriminating class of customers, we have for many years been designing and manufacturing under our own roof the largest and most exclusive line of Umbrellas and Walking Sticks in the country.

This season's designs are largely the production of our present designer, Mr. William Spears, who for 16 years filled the same position for the Gorham Co.

Our holiday lines now ready.

Trade-Mark

W. W. HARRISON CO.
Makers of
Umbrellas and Walking Sticks
OF THE BETTER SORT
5th Ave., Cor. 34th St. NEW YORK

Established
1876

The latest "UTOPIAN" Silver Deposit Novelty



SANDWICH PLATE, $7.50 Each

Beautifully engraved crystal with rich "UTOPIAN" Silver Deposit Decorations

One glance at this latest "UTOPIAN" novelty will convince any live dealer that here is *a line which demands his most serious consideration.*

A complete display of these superb new wares will be made in our Booth (No. 75) at the NATIONAL HOUSEHOLD SHOW, Madison Square, New York City, August 19th to 26th. (Admission Tickets supplied free to anyone interested.) It is decidedly worth your while to see this Exhibit.

In the meantime send for our new Catalogue, handsomely illustrated from photographs.



JUG, $8.00 Each

Prices quoted here subject to Jewelers' Circular Key

TERMS: 6% 10 days, 5% 30 days—F. O. B. New York.

UTOPIAN SILVER DEPOSIT & NOVELTY CO., Manufacturers

54 West Twenty-second Street, New York

ANNOUNCEMENT

To Visiting Buyers of Sterling Silverware

¶ Our Mr. Alexander will again conduct a superb display of Sterling Silver Hollow and Flatware at the Hotel Marlborough, New York City, from *August 15th to September 15th, inclusive.*

¶ DON'T MISS THIS EXHIBIT, it will contain many new and desirable designs.

FRANK W. SMITH CO.

Manufacturers of Sterling Silverware

GARDNER, MASS.



TRADE MARK

ONE OF OUR MANY

SEASONABLE

NOVELTIES



Lemon Set, No. 124—7192
Green Velvet Lined Case
Can be Retailed at $4.75 Complete.

ONE of the many novelties that we are showing and *selling* this season. Our new catalogue is filled with illustrations of Sterling Silver sellers that appeal to jewelers who desire dependable goods at medium price.

Send For One

JAMES E. BLAKE CO.

Silverware bearing this trade-mark denotes sterling silver 925-1000 fine.

Manufacturers of

Toiletware, Manicure Pieces and Sets, Sandwich Plates, Cups, Jam Jars, Strainers, Hollowware, Castors, Lemon Dishes, Salts and Peppers, Condiment Sets, Candlesticks, Novelties, etc., in Sterling Silver, are illustrated, explained and priced in our Catalogue, which we will send to you upon request.

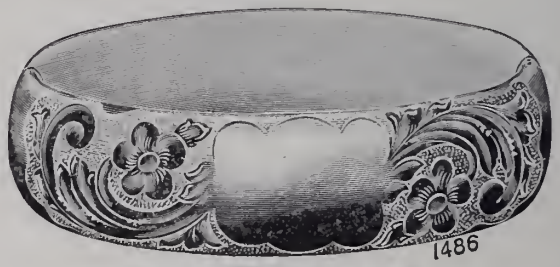
Attleboro, Mass.

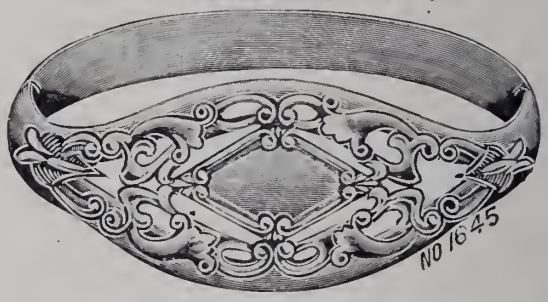
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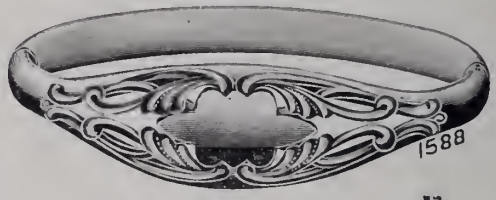
PROVIDENCE STOCK COMPANY

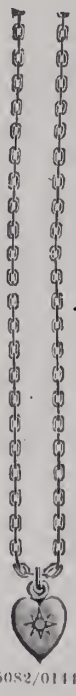
FACTORY AND MAIN OFFICE
100 STEWART STREET, PROVIDENCE, R.I.

CHAINS and BRACELETS









A few of the many designs we make. Over 1,000 in all.

The EXCLUSIVE FEATURE of the PATENT SAFETY GUARD makes an exceptional talking point. Prevents bracelets from opening too wide, thus preventing breakage of joint, yet opens wide enough to fit any wrist.

Our machine-made chain is absolutely accurate. Every link soldered separate. Machine-made chain possesses greater strength and can be made in the very finest of link.

All of our goods are made from a SPECIAL PROCESS—HARD FINISH—WEAR RESISTANCE HIGH-GRADE GOLD-FILLED STOCK.

Our itinerary includes Fobs, Bracelets, Neck, Lorgnette and Vest Chains in HIGH-GRADE GOLD-FILLED.

In SOLID GOLD we make Neck, Lorgnette and Vest Chains, Scarf Pins, Pendants, and La Vallieres.

Ask your jobber to take you on a TRIP through our line.

SOLD THROUGH JOBBERS ONLY



5082/0111 5921

Look for PR-ST-CO Stamped on Spring Rings and Swivel of all Chains

Look for PR-ST-CO Stamped on Swivel of Coat Chains, etc.

SAMPLE OFFICES { 11 Maiden Lane, NEW YORK
10 So. Wabash Avenue, CHICAGO

THE LINE OF QUALITY

Sold only through Jobbers



L 4319

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B CO

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L 4248





L 4354

TRADE B.B.&Co MARK



L 4423

Lockets
Fobs
Scarf Pins

Ask your Jobber for the ***Colonial Dame Bracelet***

New, Neat and a Work of Art—Made in four widths, 3/8, 1/2, 5/8, 3/4

Bracelets
Charms
Buttons

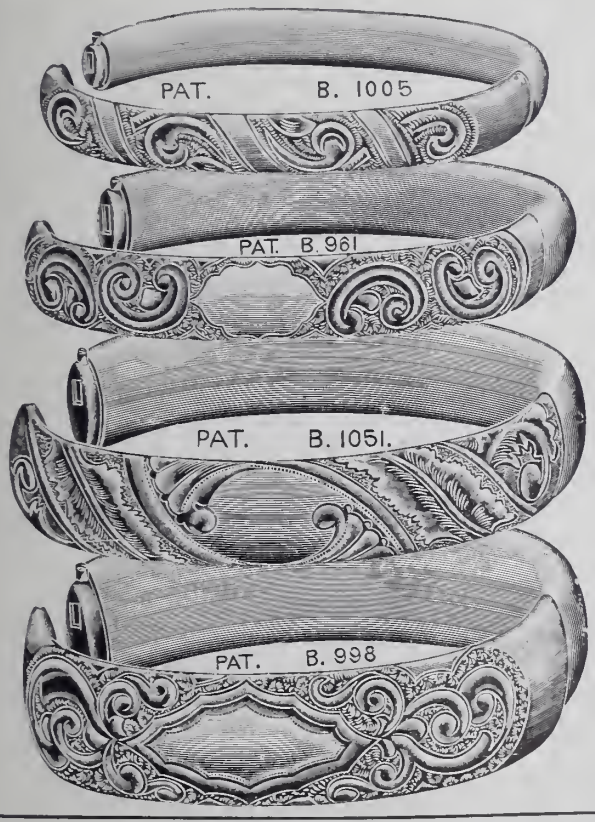
BLISS BROTHERS COMPANY

Heyworth Building Chicago, Ill.

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150 Post Street San Francisco, Cal.

BATES & BACON, Attleboro, Mass.



NEW YORK, 9 Maiden Lane
CHICAGO, 103 State Street

MAKERS OF

High Grade Gold Filled Chains, Lockets and Bracelets

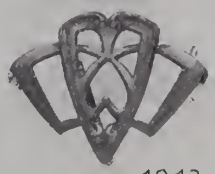
We illustrate a few new Patterns of our High Grade Gold Filled Bracelets, made in seven sizes oval Tubing from 1/4, 5/16, 7/16, 1/2, 9/16, 3/4 and 1 inch, same quality stock as when first put into our line, and every Bracelet guaranteed.

We make any wrist size desired.


4924


4953


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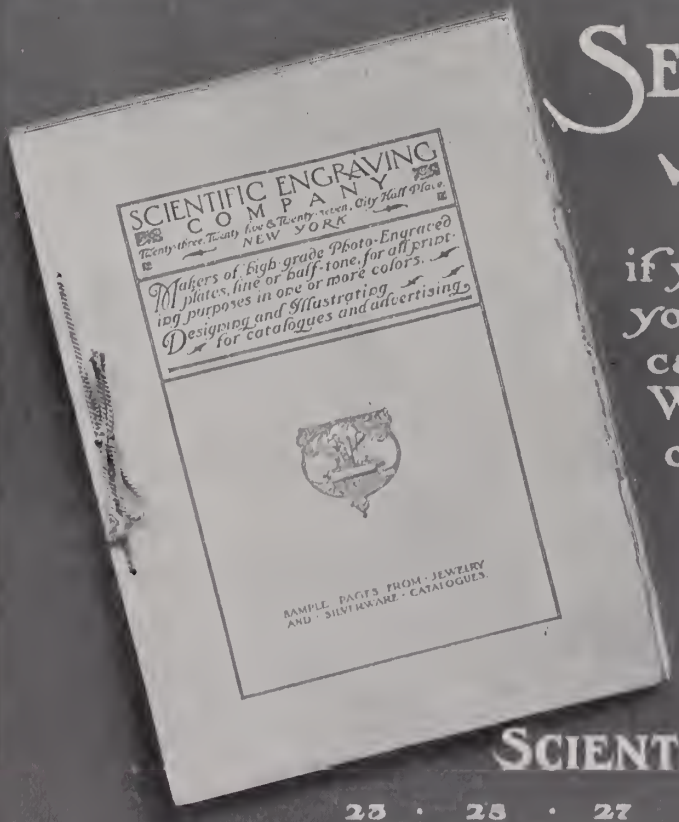
Chatelaine Pins
· MADE · IN ·
GOLD AND GOLD FILLED
FOR SELECTION SEND TO
THE BASSETT JEWELRY CO.
PROVIDENCE, R. I.


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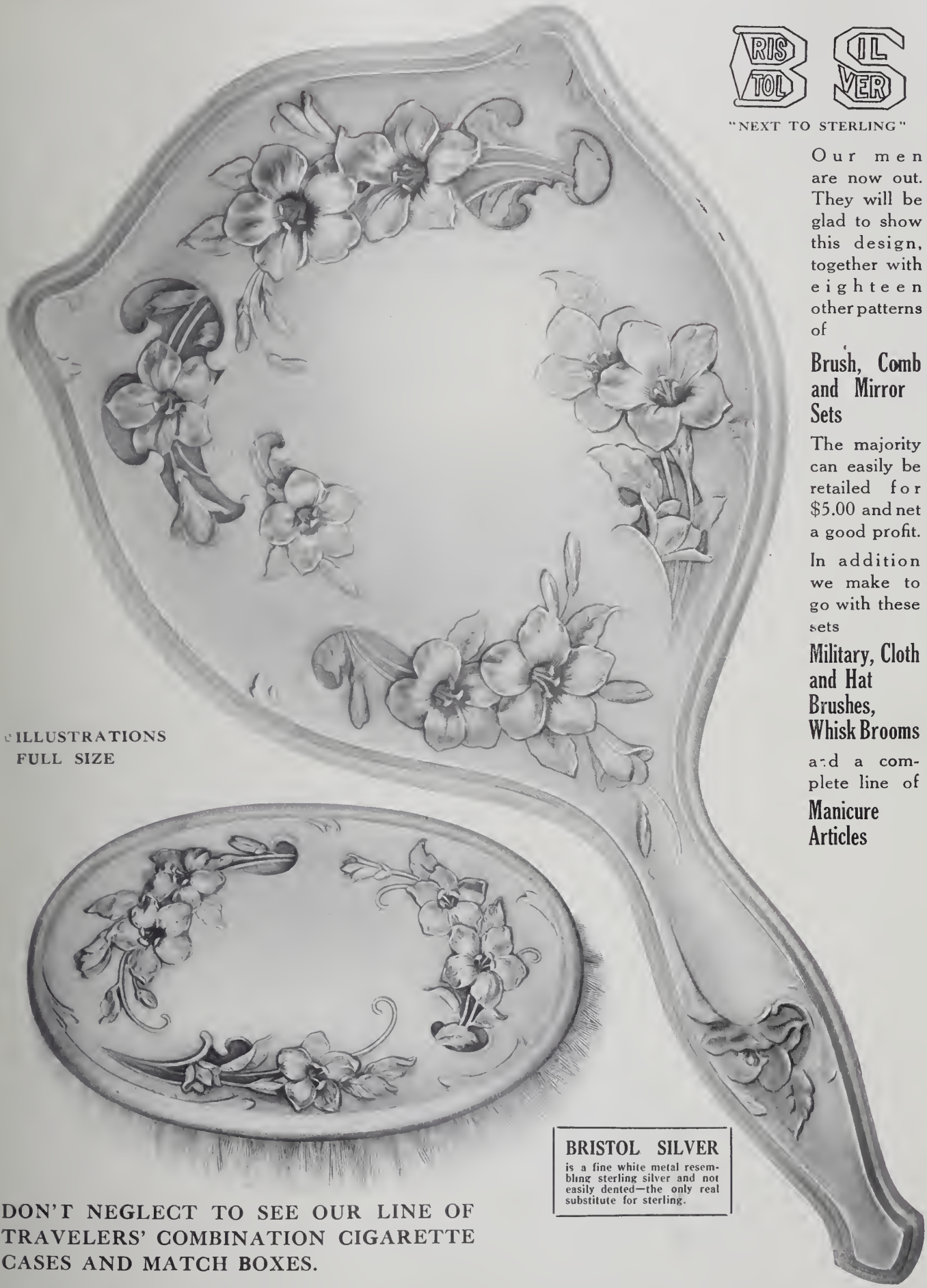


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(MAILED FREE)

if you use cuts to illustrate your goods for advertising or catalogue purposes.
We are specialists in this class of work. This book shows sample pages from various catalogues, which are beautiful examples of jewelry illustrating in colors and black and white.

SCIENTIFIC ENGRAVING COMPANY.
PHOTO ENGRAVERS
NEW YORK CITY

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ILLUSTRATIONS FULL SIZE

BRISTOL SILVER

"NEXT TO STERLING"

Our men are now out. They will be glad to show this design, together with eighteen other patterns of

Brush, Comb and Mirror Sets

The majority can easily be retailed for $5.00 and net a good profit.

In addition we make to go with these sets

Military, Cloth and Hat Brushes, Whisk Brooms

and a complete line of

Manicure Articles

BRISTOL SILVER
is a fine white metal resembling sterling silver and not easily dented—the only real substitute for sterling.

DON'T NEGLECT TO SEE OUR LINE OF TRAVELERS' COMBINATION CIGARETTE CASES AND MATCH BOXES.

BRISTOL JEWELRY CO., Attleboro, Massachusetts

Silversmiths and Makers of Sterling Plated Ware, Leather Fobs, Mesh Bags, Novelties, Etc.



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We have always endeavored in every way to co-operate with our customers to make their business profitable; selecting our goods with great care and closely observing every detail of manufacture and delivery. We supply your wants, and, if possible, anticipate them. It is our effort to have goods which are distinctive and exclusive. They must always be worthy of our Trade Mark, "The Rose."

Briefly, we consider your interest OURS, and govern ourselves accordingly. As a consequence, goods purchased of us will be a source of satisfaction and pleasure to your customer, and of profit to yourself.

"SELLERS OF SELLERS"

HENRY FREUND & BRO.

71 NASSAU STREET, NEW YORK

Our Trade Mark, "The Rose," stands for Quality and Excellence.

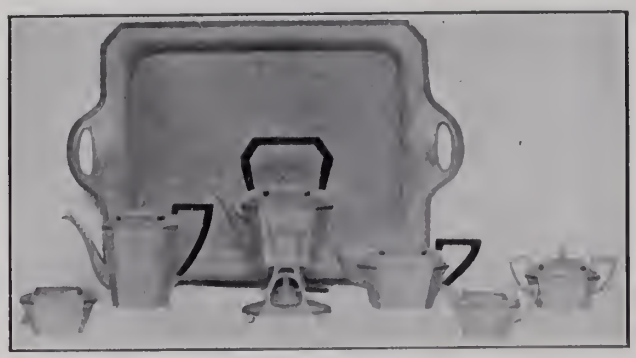
Elk, Eagle and Moose Goods a Specialty

The Bowden Rings

ARE COMPLETE IN VARIETY, CORRECT IN QUALITY AND PERFECT IN FINISH. WE MAKE EVERY VARIETY OF FINGER RINGS

J. B. BOWDEN & CO.,

15, 17, 19 Maiden Lane, 2d Floor, NEW YORK.



THE MOST COMPLETE, REASONABLE, AND SALABLE LINE OF

SHEFFIELD PLATE

Also Jewelers Specialties in Pewter, Bronze and Silver.

WE HAVE SPECIALIZED IN THE MANUFACTURE OF "AMERICAN MADE" SHEFFIELD GOODS FOR OVER A QUARTER OF A CENTURY. :: :: :: ::

WE WILL SEND YOU UPON REQUEST

ILLUSTRATED MATTER THAT WILL CONVINCE YOU THE BEST IN SHEFFIELD PLATE CAN BE SECURED HERE, at PRICES THAT ARE LOW and LESS the DUTY.

LAWRENCE B. SMITH CO. 326 A St., Cor. Summer St., BOSTON, MASS.

LOOK FOR THE

Profitable

THE DEMAND TO-DAY IS

TRADE MARK

Sellers

GREATER THAN EVER FOR



No. X3186



No. 225

EASTWOOD-PARK Make of

Sterling Silver

Novelties
Mesh Bags
Toilet Wares
Pierced Wares

We manufacture for the Wholesale Trade

Send to-day for our Illustrated Catalog



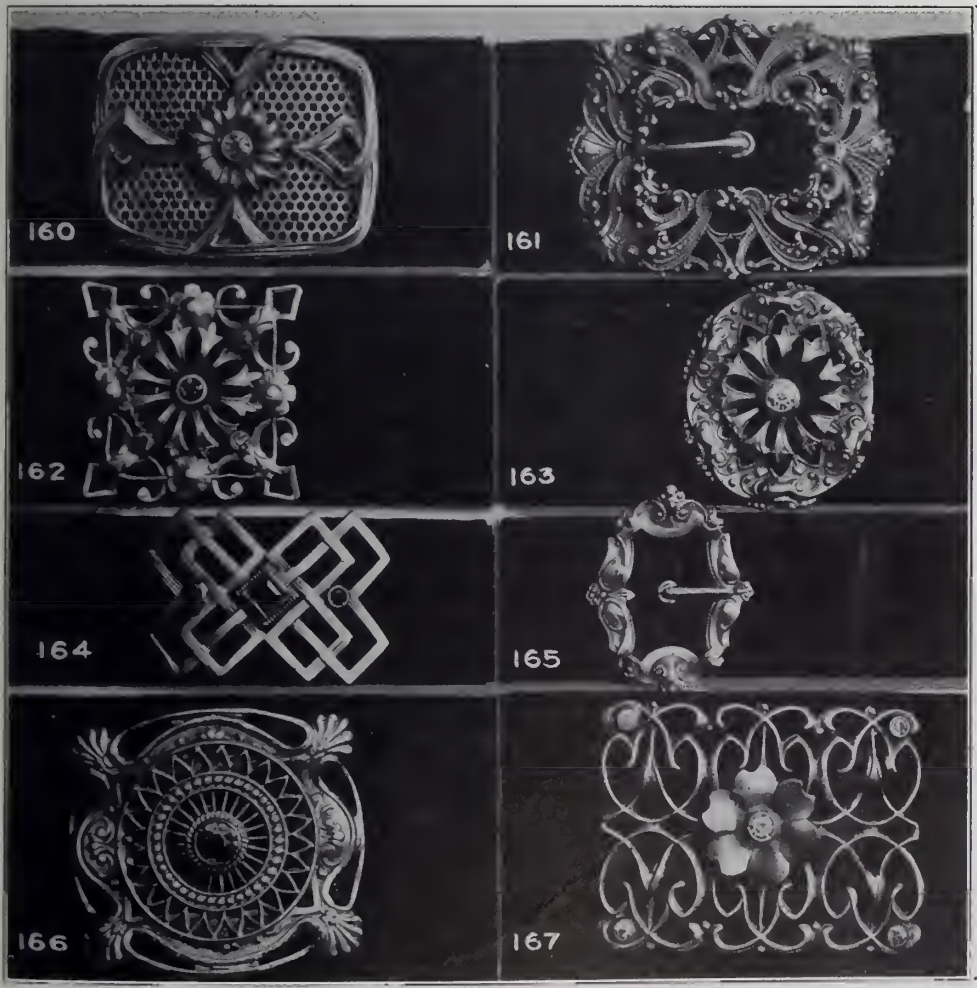
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Eastwood-Park Company NEWARK, N. J.

N. Y. Salesrooms, 15-17-19 Maiden Lane



Velvet Neck Bands

with fancy ornaments are much in demand right now. We make them to retail at $1.00 to $25.00 each.

Write for Catalogue or Samples

¶ It is both economy and satisfaction when buying Jewelery to purchase a line that has proven to be THE BEST for over twenty-five years.

14 KT. GOLD STERLING 925/1000 ON SILVER

FISHEL NESSLER COMPANY

Manufacturing Jewelers

79-81-83-85 Crosby Street, New York

Established over a quarter of a century.

Purchase reliable merchandise at legitimate prices and you will make your business a big success. Every article manufactured by us is guaranteed.



Ask For Bigney's
"Mirror Finish" Chains

Send For One of Our Velvet Gold Embossed Banners

S. O. BIGNEY & CO.

New York Office: 3 Maiden Lane — Attleboro, Massachusetts



The PERFECT SHAPE
"MAIDEN BALTIMORE"
UMBRELLAS
FOR THE HOLIDAYS

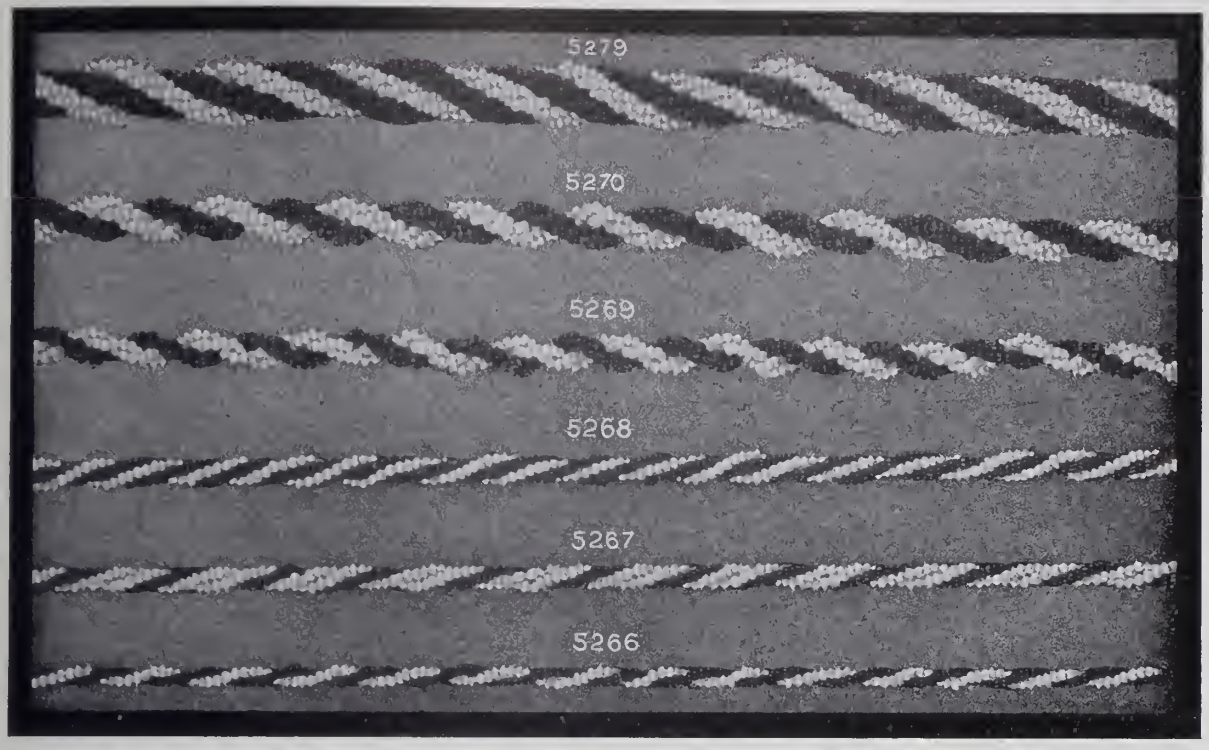
IN selling this line, you not only are safe in recommending the quality, but the shape of our umbrella is a far advanced idea over all other makes. The Perfect Detachable Feature is the simplest to operate; attaches or detaches in an instant. One of our salesmen is in your territory. Write now, and we will have him show the line, without any obligations for you to buy.

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Factory and Office:
BALTIMORE, MARYLAND

NEW YORK: 396 Broadway PHILADELPHIA: 1011 Chestnut St. SAN FRANCISCO: 717 Market St.

SEED PEARL AND BLACK BEAD NECKLACES



G. A. BRIGGS, Pres. R. S. BLAKE, Treas. C. S. TROW Secy.

WILLIAM L. SEXTON & COMPANY
INCORPORATED
FORTY-NINE JOHN STREET, NEW YORK

SOLIDARITY—"The Case That Courts Comparison"

Mr. Retailer:

"You CAN'T tell by the looks of a frog, how far he can jump." Well, we're not selling frogs, so that doesn't matter—

BUT

you CAN tell by the LOOKS of a Solidarity Gold Case just how far advanced it is over ordinary gold cases, and that's WHY we are everlastingly shouting:



SOLIDARITY: "The Case that Courts Comparison."
We want you to compare them, and we will ship a selection package **Through Your Jobber** upon request.

SOLIDARITY WATCH CASE CO.
(Established Over a Quarter of a Century)
54 Maiden Lane ∴ ∴ ∴ **NEW YORK**

D. E. D. McMURRAY, President
LOUIS J. MONTAGNON, Sec'y-Treas.
JOHN W. SHERWOOD, Vice-President

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Platinum and 14-K. Diamond and Enamel Jewelry
Krementz Bodkin Stud and Vest Buttons

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14-K. Jewelry and Rings for Jobbing Trade only
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10-K. Jewelry — In make and finish unsurpassed by goods of any higher quality
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32 Marshall Street

Lee-Dodd Company, Inc.
14-Karat Jewelry—Christian Science Jewelry
13 Franklin Street

Frederick B. Weiss, Inc.
The Up-to-Date 10-Kt. Line
473-475 Washington Street

John Chatellier
Specialties—Boxes, Cigarette, Vanity and Card Cases In Gold and Silver
N.Y. Office, 341 Fifth Ave. 306 Market St.

EASTWOOD-PARK CO.
Silversmiths
Toilet Articles, Novelties and Mesh Bags
N.Y. Office, 15 Maiden Lane
Austin and Murray Streets

Kohn & Company
Makers of the Celebrated
10-K. Line with the 14-K. Appearance
Camp and Orchard Streets

Burstow, Kollmar & Co.
Bracelets and Bead Necks
18 Columbia Street

TWENTY-FIVE MINUTES FROM MAIDEN LANE

WILL BRING YOU RIGHT TO THE

Fountain-Head of the Finest Products Made in 10 and 14k. Gold, Platinum, Diamond Goods, Silver Novelties and Silverware.

STOP OFF AT NEWARK ON YOUR NEXT TRIP, OR RUN OVER FROM NEW YORK. GET ACQUAINTED WITH US IN OUR BUSINESS HOME.

JUST THINK!

Newark Makes More High Grade Lines for Jewelers Than All of the Other Cities in the United States. If it's "Newark Made" it is the Best.

Link & Angell, Inc.
14-K. Jewelry
13 Franklin Street

William Link Company
Makers of Profit-making
Distinctively Designed 14-K. Jewelry
401-407 Mulberry Street

Day, Clark & Co.
Bead Necklaces
449 Washington Street

Frank Krementz Co.
Makers of 14-Karat Jewelry
532 Mulberry Street

Garland, Fisher Company
10-K. Mesh Bags and General Line
N.Y. Office, 9 Maiden Lane
530 Mulberry Street

Abig & Wagner
Specialty: 10 and 14-K. Bracelets and La Vallieres
50 Columbia Street

Weizenegger Bros.
Sterling Silver Mesh Bags
358 Halsey Street

Hagerstrom & Chapman Co.
"The House of Originality"
Positively the Most Inexpensive Platinum and Gold Jewelry in America
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Riker Brothers
Manufacturing Jewelers—14-Karat Only
42-4-6 Court Street

Bride & Tinckler
Choicest Whole Pearl Line
336 Mulberry Street

14K Courtois, Bush & Garrigus
Sporting Jewelry, Vanity Cases, Etc.
473 Washington Street

14K L. Fritzsche & Co. 10K
Fine Gold Jewelry
Patented Nail Bracelet
480 Washington Street

Van Moppes & Son
Diamond Cutters and Polishers and Importers of Rough Diamonds for Mechanical Purposes
671 Broad Street (Wiss Bldg.)

La Pierre Mfg. Co.
Silversmiths
Candlesticks 30 Columbia Street

Eckfeldt & Ackley
14-K. only—Lockets, Links and Novelties
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WORDLEY, ALLSOPP & BLISS CO.
14-K. only Bracelets, Link Buttons, Tie Clasps, Scarf Pins, Bar Pins, Handy Pins, Gold and Enamel Lockets, Necklaces, Coat Chains
33 East Kinney Street

STROBELL & CRANE
Bracelets, Lockets, La Vallieres
Plain, Engraved, Jeweled
Ladies' and Children's Rings, Scarf Pins, Tie Clasps
Trade-Mark: S 14 C Kinney & Orchard Sts.

Allsopp & Allsopp
Inexpensive
Platinum Diamond Jewelry
18 Columbia Street

Henry Ziruth
Unbreakable Chains—High Grade 10 and 14-K. Gold and Platinum Chains
30 Court Street

READY TO SET | Crown Quality Ring Mountings Made in Gold and Platinum **Arch Crown Mfg. Co.** Camp and Orchard Streets | EASY TO SELL

Show Your Customer

Krementz Bodkin-Clutch Studs and Vest Buttons

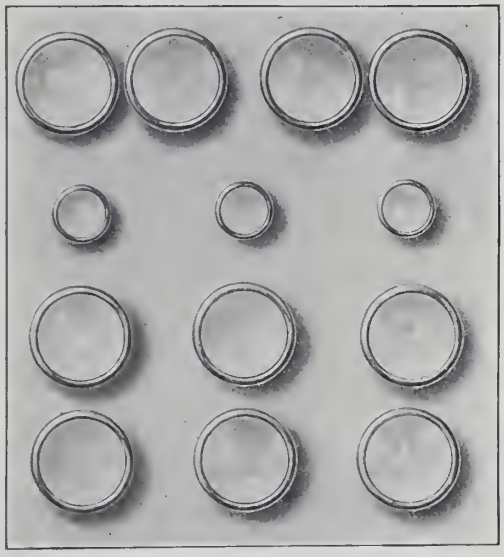
No labored arguments are needed, for a simple inspection will convince any man that they are in every way superior to studs that have Spiral springs, hollow tubes, hinged joints or loose parts, or that require solder in their construction. Made on the same principle as the famous Krementz Collar Buttons, they are Unbreakable, and we can well afford to protect them with the

Krementz Guarantee

Every dealer is authorized to furnish at our expense a new stud or vest button in exchange for every ***Bodkin-Clutch*** that is broken or damaged from any cause.



Go in like a Needle



We illustrate two designs in this ad.

Write for our booklet, "Solid Facts," giving full details and for illustrations of the entire line.



Hold like an Anchor

KREMENTZ & CO.

NEWARK, N. J.

NEW YORK: 286-288 Fifth Ave. **SAN FRANCISCO: 722 Shreve Bldg.**

PARKS BROS. & ROGERS, Providence, R. I.
Selling Agents to Jobbing Trade for U. S. and Canada



The tie that binds customers to your store

is the uniqueness, beauty and utility of the designs you offer. Do you know of anything that equals in this respect our bow knot brooches?

The ribbon background can be changed so as to match any dress or complexion. Enough argument to make these goods the favorites of the fair sex.

Will you have a selection package?

14 K Trade-Mark

A. J. Hedges & Co.

Makers of 14-Kt. Jewelry

12-16 John Street, New York

CROWN QUALITY

"READY TO SET" RING MOUNTINGS

SAFE FOR ALL TIME

When your diamonds are mounted in our Guaranteed Wear-Proof Platinum Tipped Mountings you can rest assured that you will never lose them through having the points over the stones wear off. Mountings with Platinum Tips cost but 75 cents more than all gold ones.

ARCH CROWN MFG. CO.

NEW YORK OFFICE
Malden Lane Safety Deposit Vaults

NEWARK, N. J.

CHICAGO OFFICE
103 State St.

The "Bryant" Rings.

QUALITY without style will not sell;
STYLE without quality will not give satisfaction;
The Bryant Rings have both **style** and **quality**, and will help your reputation as a Jeweler.
We guarantee every ring we make.

TRADE-MARK

M. B. BRYANT & CO., No. 7 Maiden Lane, New York.

G. R. HOWE
W. T. CARTER
W. T. GOUGH

ESTABLISHED 1841 BY A. CARTER

F. R. HORTON
F. W. STANBROUGH
H. L. FARROW

CARTER, HOWE & CO.

MANUFACTURERS OF ARTISTIC—SALABLE—RELIABLE

GOLD JEWELRY

TRADE-MARK

TRADE-MARK

INCLUDING THE MOST COMPLETE ASSORTMENT OF

Vanity Cases, Mesh Bags and Purses in Gold and Silver, plain, engraved, engine-turned and etched designs.
All styles of Fancy Design Chains for Men and Women in 14 Kt. Gold and Platinum, including Lapel Chains, also Sautoir Chains in Fancy Enamels with Lockets to match.
Large variety of Lorgnettes in 14 Kt. Gold and Sterling Silver.

9-11-13 Maiden Lane, NEW YORK

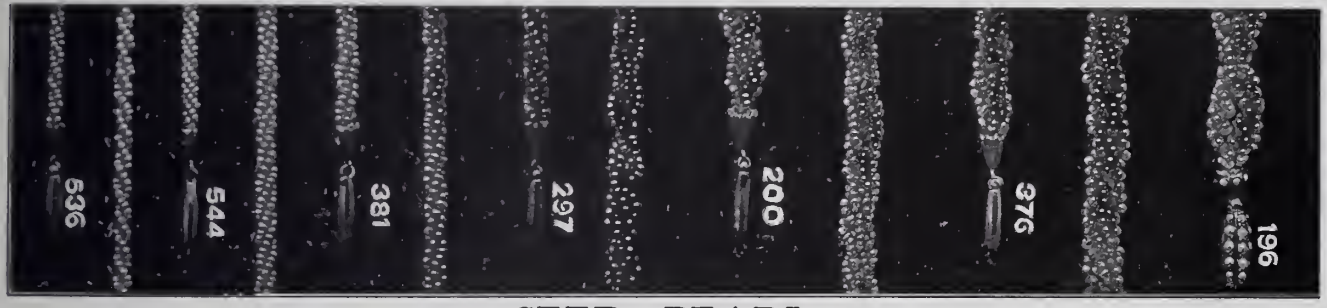
Factory: NEWARK, NEW JERSEY

OSMERS, DOUGHERTY CO.

TRADE MARK

MANUFACTURING JEWELERS

291-293 Seventh Avenue, bet. 26th and 27th Sts. ('Phone 913 Madison) NEW YORK



SEED PEARL

Necklaces, Collars, Bracelets, Ropes, Bayaderes, Sautoirs, Brooches, Pendants, etc., also loose in all sizes and qualities.

ORDER AND REPAIR WORK of all kinds executed by skilled workmen



Mother-of-Pearl Jewelry for Men

STUDS, LINKS, VEST BUTTONS, etc.

In vogue every month throughout the year. Nothing is more beautiful, nothing is more salable, and harmonized with delicate enamel colorings, it supersedes the usual in metal that you have used for years. Our newest creations have been devised solely for the Jewelry trade.

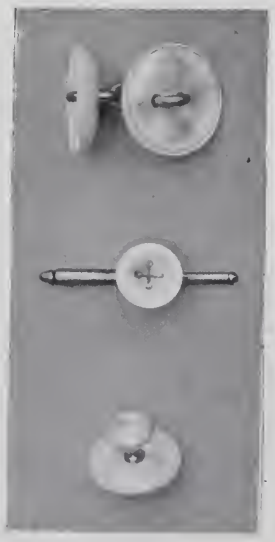
Sold Through the Jobbing Trade

JOSEF FRIEDMAN CO.

Established 1888

Manufacturers and Importers

Main Office: 114-116 Fifth Ave., N. Y. City



TRADE MARK



TRADE MARK

ALL NEW GOODS

ALL NEW PRICES

The above are only part of a line of 14-karat Link Buttons which we sell for ***$22.50*** per doz. In these (which are illustrated exact size) we would call your attention to the quality of the die-work, the ***Heavy Double Split-Post,*** and the ***Large Bean.***

Manufacturers of the
Individual Chain Key-Ring
Made in 14-Karat, 10-Karat & Silver.



This is ***not*** a "leader," but merely an example of the excellence of the styles and the popular prices throughout the entire line of

FREDERICK & CO.

MANUFACTURERS OF A GENERAL LINE OF

14-KARAT JEWELRY

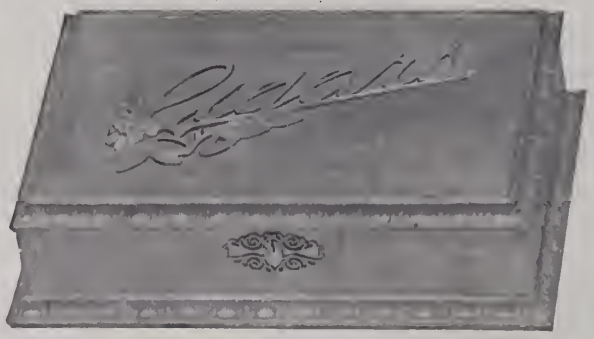
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A HANDSOME AND PRACTICAL LINE OF HUMIDORS

Capacity
25 and 50 Cigars

Made to Hold a Regular Cigar Box or Cedar Lined



Brass or
But. Silver Finish

Other Grades Manufactured in German Silver

Prices: $48.00 to $60.00 Per Doz.

K. & O. CO., OFFICE AND FACTORY 366-388 Butler Street, Brooklyn, N.Y. SALESROOMS 561-563 Broadway, New York

Coat Chains

Plain and Fancy Links
10-K. Gold — 14-K. Gold
Gold and Platinum

14-K. Sautoir Chains

Plain and
Fancy Links

Jeweled and Fancy Link Lorgnette Chains

Waldemar Vest Chains

14-K. Gold
Gold and Platinum

14-K. Gold and Sterling Silver

Cuff Buttons — Hat Pins — Safety Pins
Bib Holders — Tie Clasps — Match Boxes

"R. S." Cigar Cutters

TRADE MARK

ENOS RICHARDSON & CO.

23 Maiden Lane :: :: :: :: :: NEW YORK

Shanley Gold Mesh Bags

appeal to people of taste, because they combine beauty and originality of design with a grade of workmanship that leaves nothing to be desired. Better Mesh Bags cannot be made, yet the prices are invariably reasonable.

All Sizes—All Styles of Mesh



B. M. Shanley, Jr., Co.

Salesroom
527 5th Ave., New York

Office and Factory
11-13 Governor St., Newark, N. J.



TRADE 14 MARK

OSMUN-PARKER MFG. CO.

MAKERS OF

Fine Pearl and Diamond Goods

338 Mulberry Street

NEWARK, N. J.

WIEGAND AND COMPANY

(Formerly ARTHUR MARSON, Inc.)

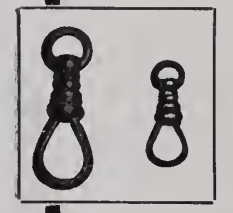
MAKERS OF

Gold and Platinum

Swivels, Spring Rings

Snaps, Bars, Etc.

Diamond and Pearl Set Snaps a Specialty





112-116 Arlington St., NEWARK, N. J.



JULIUS WODISKA

Maker of High Grade Diamond Mountings

DESIGNS AND ESTIMATES FOR SPECIAL ORDERS

Diamonds Recut, Repaired and Improved

40 John Street NEW YORK



Let us send you our Illustrated Sheets and Price List

EARRINGS and PENDANTS

Plain Gold or Coral Hoop Earrings

14-Kt. Line of Baroque Pearl or Coral Hoop and Pendant EARRINGS

Ludwigs

Manufacturers of Unusual 14-Kt. Jewelry

9 WEST 31st STREET, NEW YORK

JOSEPH COWAN

373 Washington St.

BOSTON, MASS.

Announces to His Friends and to the Trade in General

That his present lines of popular priced solid gold and gold filled jewelry, consisting of the most varied assortment of staples and novelties, with and without diamonds, also Rosaries, Emblems and Special Pieces, is too extensive to be catalogued. If opportunity presents itself, however, do not fail to look over his representatives' samples. They are now on the road showing goods for Holiday trade. This is positively the best selected line in New England. Write us and we will have our salesman call.



SPECIALIST

In

Black Onyx Mourning Jewelry

Also an Attractive Line of

Necklaces in Coral, Amethyst Fancy and Black Onyx and Pearl

SAMUEL LAWSON

19 John St., New York Established 1863



EVERY BUYER OF

Silver Deposit Goods

should inspect my New and Attractive Line in Original Designs at our Showroom, Silversmiths Bldg., before buying elsewhere. Call and be convinced.

W. J. KITTEL

(Room 1701)

15 Maiden Lane NEW YORK

Geo. O. Street & Sons

ESTABLISHED 1837

SIGNET RINGS

TRADE S MARK

35 Maiden Lane

NEW YORK

HALL CLOCKS



ELLIOTT'S CELEBRATED TUBULAR CHIMES

Harris & Harrington,
12 BARCLAY ST., NEW YORK

Sole Agents to the Trade for
J. J. ELLIOTT & CO LONDON

THE WASHBURN

SECURITY
Automatic Holder
for all sizes of scarf-pin wire. Guaranteed.



EAR WIRES
for unpierced ears.

MAGIC NUT
for ear studs, scarf-pins, etc.



SAFETY CATCH
For Brooches, etc.
Can be applied to any work where pin tongues are used.



Open. Closed. Open. Closed.

Descriptive Circular on Application.
Pearl Drilling and Adjusting a Specialty.
Special Order Work and Repairing.

C. IRVING WASHBURN, 45-49 John Street, N.Y.

A Timely Tip

The Retail Jeweler who is expecting to take up a note, pay off a mortgage, or buy an automobile out of his December profits this year, should **overlook nothing,** that will bring business and swell profits.

With a copy of our big, illustrated Catalog in your store, with prices arranged so that it may be shown to customers, you may depend upon effecting many sales that you would otherwise miss—sales that cost nothing for clerk-hire. It may be had for the asking.

ALBERT BROTHERS
Wholesale Jewelers Cincinnati, O.

Sugar and Cream

Many new styles comprise our line for 1911

Maximum Quality
Minimum Prices



No. 763. No. 762.

Illustration ½ size.
Set, $10.00 ($11.50 Cased).
Subject to Jewelers' Circular Discount.

La Pierre Mfg. Co.
Silversmiths

Showrooms:
1 West 34th St., New York. Newark, N. J.

UMBRELLAS

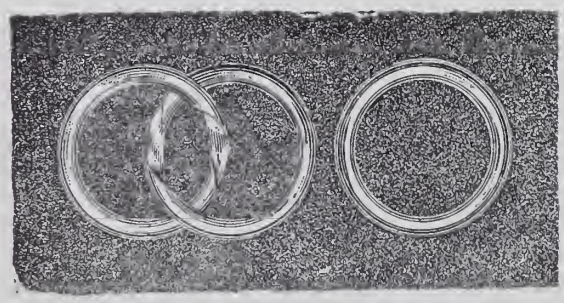


K&H Quality JEWELERS' QUALITY K&H Quality

KREIS & HUBBARD, Manufacturers

306 S. Franklin St., Chicago New York Salesroom, 15 Maiden Lane

Send for Catalog or Salesman **CANES**



WE MAKE

The Alliance Ring

The graceful style of the Alliance Ring is rapidly supplanting the use of the old style wedding ring. The joints are invisible, and whenever engraving is desired it is done in the inside surface. Can be easily separated by inserting a pin in inside pin-hole.

14 karat, 3 dwts., each, $1.25 per dwt.; in dozen lots, $1.15 per dwt., net; 18 karat, 3 dwts., $1.40 per dwt.; in dozen lots, $1.30 per dwt., net.

MADE ONLY BY
LEONARD KROWER, WHOLESALE MANUFACTURING JEWELER AND OPTICIAN
536-538 Canal Street - - New Orleans, La.



SILVERSMITHS BUILDING,
15-17-19 MAIDEN LANE.
Our N. Y. Office is located on the 17th floor of this Building.
SAN FRANCISCO OFFICE—Jewelers' Bldg.

WARWICK STERLING CO.

PROVIDENCE, R. I.

MAKERS OF

Fine Sterling Silver and Leather Goods

Sterling Jewel Cases

Desk Accessories

Sterling Photograph Frames

Sterling Mounted Mirrors, Etc., Etc.

Our line is not one of the usual sort, for the reason that ever since our first productions were shown to the trade, over four years ago, we have concentrated our energy and forces to designing and producing a novelty line, that, shown with our staples, has built our present business up to a point of satisfaction to our customers and ourselves. We especially invite a critical comparison of our designs, finish and workmanship with others.

These Beautiful Gold Filled Rosaries only 75c each



WARRANTED TO WEAR FOR 5 YEARS

Put up in handsome silk-lined display cases, fine gold filled, warranted to wear five years; assorted colors, amethyst, garnet, topaz, etc., $10.00 per dozen less 10 per cent. cash on arrival, net 30 days. Unless well rated send cash with order. This will be the greatest seller ever offered for Xmas. Place orders at once. This rosary sells on sight at 100 per cent. profit. Order to-day from

DAN. I. MURRAY

Manufacturer to the Retail Trade

Factory, 183 Eddy Street, Providence, R. I.

Send orders to New York Office, No. 3 Maiden Lane

NATHAN GREENBERG

Mfr. of Fine Platinum Jewelry

16 West 45th St., NEW YORK

The Automatic Eyeglass Holder

MADE IN A VARIETY OF DESIGNS IN

White, Black Enamel, Gold, Silver, Rolled Plate and Gun Metal



No. 406

Retails for 50 Cents
and Upwards
With a Liberal Discount to the Trade
THOROUGHLY GUARANTEED

These Goods are advertised in the Magazines as being sold by Jewelers and Opticians



No. 407

KETCHAM & McDOUGALL, Manufacturers

15-17-19 Maiden Lane, NEW YORK, (Silversmiths Bldg.)

Catalogue Sent Upon Application

THE "SAFLOK" PATENT CLASP



Open Closed

For Necklaces, Neck Chains and La Vallieres. The latest, best and **safest** ever invented. For sale by all Wholesale Jewelers, Jobbers and Material Houses, also with Neck Chains by Chain Manufacturers. Sample by mail 15c., in 10K. gold 50c., 14K. 75c. Made and guaranteed by **The N. L. Saflok Co., 75-77 Nassau St., New York.**

Learn Watchmaking

Refined, profitable labor. Competent men always in demand. We teach it thoroughly in as many months as it formerly took years. Does away with tedious apprenticeship. Money earned while studying. Positions secured. Easy terms. Send for catalogue. Address

St. Louis Watchmaking School, St. Louis, Mo.

GEMS AND PRECIOUS STONES

Flexible Cover, Postpaid, 50c

Published by
The Jewelers' Circular Pub. Co., 11 John St., N. Y.

OUR

COMBINATION BROOCH AND MEDALLION

MADE IN PLATINUM

The Pin Tong Joint and Catch are Detachable

WE ILLUSTRATE ONE PATTERN THAT IS MEETING WITH THE APPROVAL AND SUPPORT OF THE FINE TRADE

Our Specialty Is High Grade Jewelry At Medium Price



MEDALLION EFFECT

Send for Prices

Special Order Work.
Estimates Furnished.



BROOCH EFFECT

COOPER & FORMAN

Mfrs. of Diamond Mountings and Jewelry
Office and Factory: 3 MAIDEN LANE, N. Y.



GOLD CHAINS
OF EVERY DESCRIPTION

Outing Chains
10-k. GOLD and 14-k. GOLD

Waldemar Chains
14-k. GOLD
GOLD AND PLATINUM

Baroque and Coral Lorgnette Chains
50 INCHES LONG
BEST SELLERS

Having no traveling salesmen enables us to sell the retailer goods of substantial weight at low prices giving an additional profit to the retailer.

ALOIS KOHN & CO.
16-18 Maiden Lane : : : : : New York

TRADE


MARK

The Gold Chain House



To the Jobbers
10K and 14K
Gold Jewelry

Silberman, Kohn & Wallenstein
87 Maiden Lane
New York

LIVE ONES



STOP HERE WHEN IN NEW YORK!

NEWNESS



LAMPS
DINNER GONGS
OPERA GLASSES
DESK SETS

The House of Newness.

LEATHER GOODS
BRASS GOODS
ART and FANCY GOODS

BAYER & PRETZFELDER CO.
5 EAST 17th STREET Between Broadway and Fifth Avenue NEW YORK

We are showing the most extensive and catchy line of Imported Novelties for the jewelry trade. It will be to any jeweler's best interest visiting New York, to note address and certainly call at our Show Rooms.

VANITY CASES SMOKERS ARTICLES CLOCKS GUN METAL GOODS (Every Description) FRENCH IVORY TOILET ARTICLES
LORGNETTES (Largest Line in the World) STERLING SILVER and GUN METAL MESH BAGS and PURSES

SOLE AGENTS — La Vogue Opera Glasses, La Vogue Binoculars, La Vogue Lorgnettes

LEWY & COHEN

Importers and Manufacturers

114-116 Fifth Avenue = = NEW YORK CITY

Beg to direct the attention of visiting buyers to the latest addition to the line. **Hand wrought, 14 kt. gold jewelry** in novel designs, moderately priced.

In **sterling silver jewelry** we present odd and unique patterns, set with semi-precious stones, Necklaces, La Vallieres, Brooches, Bar Pins, Scarf Pins, Shirt Waist and Dinner Rings, etc. Of the fashionable long chains for lorgnette, watch or fan, a splendid line can be seen in sterling or plated, embodying the newest ideas.

Our reputation as the **leading fan house** is too well established to require further comment.



The "Ajax" Scarf Pin Guard

HOLDS AS WELL AS "THE HOLD-ON CLUTCH," AND DOES NOT INFRINGE IT

SIMPLE SMALL AUTOMATIC

PRICE, $1.00 PER DOZEN

ASK YOUR JOBBER TO SHOW THEM TO YOU OR SEND DIRECT TO

MAIDEN LANE MFG. COMPANY

27 GOLD STREET, NEW YORK CITY



8393 TOURISTS' DICTIONARIES

TOURISTS' DICTIONARIES

GERMAN, FRENCH AND ITALIAN

3 VOLUMES IN NEAT LEATHER CASE FOR EUROPEAN TRAVELLERS

SEND FOR PARTICULARS

C. F. RUMPP & SONS

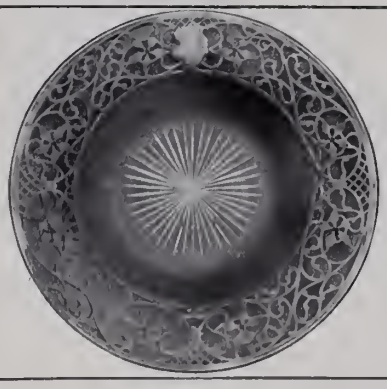
TRADE (R) MARK FINE LEATHER GOODS PHILADELPHIA Established 1850

New York Salesroom, 683 and 685 Broadway

LOST ART

The introduction of watches was one of the greatest inventions of the age, and can be found in any part of the globe; when mounted in gold or silver cases brings out one of the greatest pieces of workmanship as well as art. Introduction of machinery is fast abolishing the art of watch case engraving; to-day shading machines are producing scratches in the place of hand engraving, taking away all beauty of art that has in the past been produced by hand, also the nice rich yellow color, which can only be brought out with hand-engraved work, giving in its place a case with dead effect, and all life, which is the artistic part, a thing of the past.

Machine work can easily be recognized from hand work; cuts are shallow and have the appearance of heavy pin scratches; when colored the yellow is very light, and gives a very dead effect to the engraving. In many cases the scratches extend into bright cuts, and sometimes are visible over the engine turning. This shows the imperfect part of shading machines, also the destruction of all art and beauty, which in the past was the ambition of engravers to produce. JEWELERS: this art can be given your customer by demanding the Watch Case Engravers' Union Label, which guarantees only hand engraving. Such cases can be had from the John C. Dueber Watch Company, Canton, O., and the Western Watch Co., of Chicago, Ill.



Florentine Pattern

Everything to Match

Plate Made in 7 sizes

10 in. Sandwich Tray, $10.50

Subject to Jewelers' Circular Key

HEAVIER and BETTER Silver Deposit Ware

Write for Prices

Richter Mfg. Co.

33 Canal Street PROVIDENCE, R. I.

Gems and Precious Stones

Flexible cover, postpaid, 50c. Published by the Jewelers' Circular Pub. Co., 11 John St., N. Y.



BEFORE

Stimulate your Repair Department, you will find Results

A Word About Our Factory

We are equipped with the modern and up-to-date machinery; our jewelers and silversmiths are experts in this line; we can repair or replace any article in the Jewelry Trade. Gold and silver mesh bags refinished, replated, relined with kid or silk, same as new. Try us with your next lot of repairs.

Gold and Silver Plating



AFTER

Monograms removed from all kinds of Silverware and Jewelry Refinished like New

Write for our pamphlet

The Globe Art Mfg. Co.

51 and 53 Maiden Lane NEW YORK

DOUBLE YOUR SALES





Stock up a few of these interchangeable Coat Chains

UNLIMITED SELECTION.

Any Emblem Button of our manufacture will fit.
Write for WINDOW CARD.

IRONS & RUSSELL CO.

Manufacturers of Emblems

THREE COMPLETE STOCKS

NEW YORK OFFICE
11 Maiden Lane

MAIN OFFICE AND FACTORY
95 Chestnut St., Providence, R. I.

CHICAGO OFFICE
10 So. Wabash Ave.

H.-A. CO.
LINK BUTTONS
and LOCKETS



1870

THE HORTON-ANGELL CO.

Manufacturing Jewelers ATTLEBORO, MASS.

CORRECT
SCARF PINS and
ANGELL COLLAR
BUTTONS



1911

"Our Goods are Made in the Light of Experience"

There is a reputation of 40 years standing back of our trade-mark.

DON'T CONFUSE IT WITH MARKS OF A SIMILAR NATURE.

Caution.

The purchaser of this card of buttons should see that the BAR on each button bears this,

TRADE H. A. & CO. MARK

Buttons bearing this stamp are Guaranteed to give Absolute Satisfaction.

Buttons without this stamp are bogus and have no right on this card.

The above is a fac-simile of the back of our Link Button cards.

Representative Wholesale Jewelers in the larger cities of the United States have been our customers for nearly half a century. We sell the jobbing trade only.

N. Y. OFFICE:
Silversmiths Bldg.
15 Maiden Lane
Geo. E. Heywood

"WHEN BETTER BUTTONS FOR THE MONEY ARE MADE, THE HORTON-ANGELL CO. WILL MAKE THEM."

Western Representative, Fred A. Bullock

SAN FRANCISCO:
717 Market Street
Alfred H. Bullion

Rings
Brooches
Scarf Pins
Tie Pins
Handy Pins
Cuff Pins
Veil Pins
Collar Pins
Chain Sets
Link Buttons



TRADE-MARK

Tie Clasps
Heart Charms
Ear Screws
Ear Drops
Pierceless Drops
Crosses
Cameos in Brooches
Belt Pins
Stick Pins

E. L. SPENCER CO.

95 Chestnut St., PROVIDENCE, R. I.

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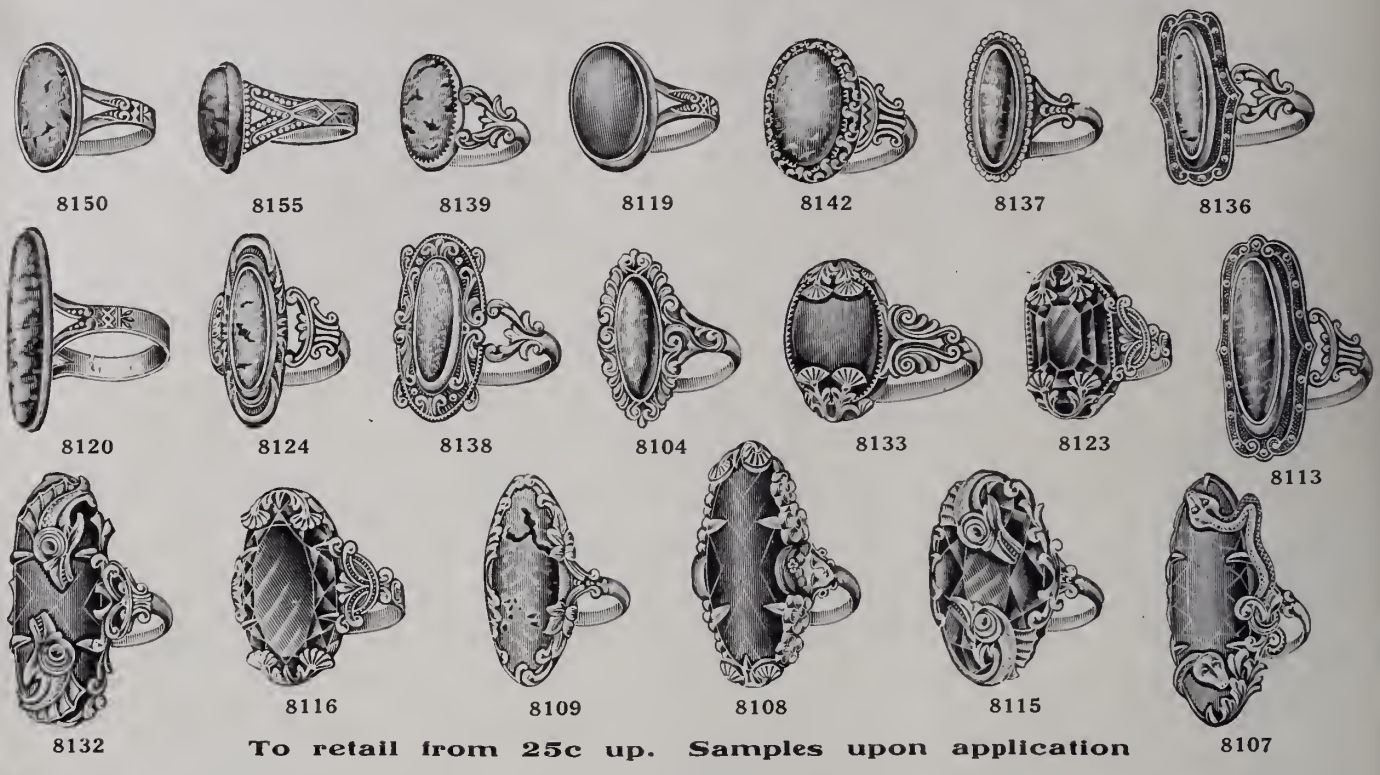
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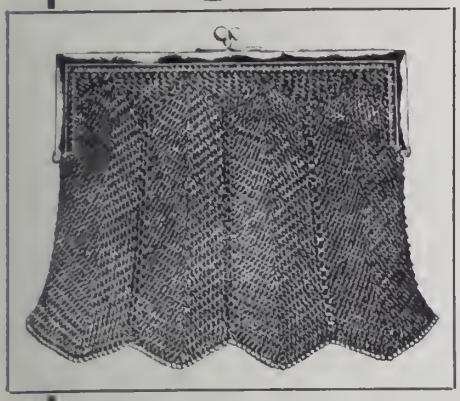
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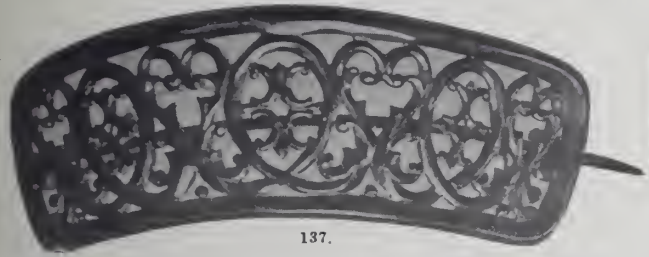
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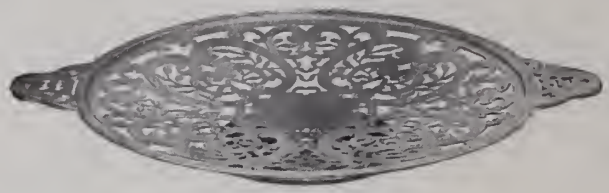
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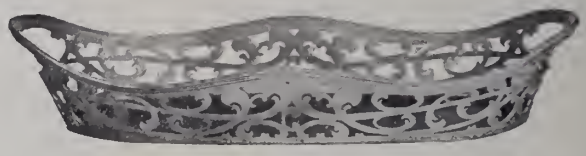
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THE JEWELERS' CIRCULAR
WITH WHICH ARE CONSOLIDATED
THE HOROLOGICAL REVIEW
THE JEWELERS' WEEKLY THE JEWELERS REVIEW

VOL. LXIII. WEDNESDAY, AUGUST 9, 1911. No. 2.

Household Accessories Noted in Paris.

PARIS, July 31.—For the hall table there is a vast choice in card receivers, those of bronze, copper, nickel or gold plate being the least costly. Silver or silver gilt, however, offers great opportunity for skilful decoration, which is in raised gold or hammered, or delicately etched. Copper artistically treated is an excellent medium, and a receiver on exhibition is a great oak leaf of copper with curled edges, with the veining almost black.

Cake plates are often very ornate. Pretty those in mat silver with a pattern in low relief of a branch of ivy or brambles, an orchid, a Japanese chrysanthemum or a bunch of grapes and leaves. Fruit bowls are more usually a combination of crystal and silver or silver gilt. Effective one of uncut glass set in a stand of blackened silver with a pattern in relief—great sunflowers and leaves.

Boxes for jewels and other small articles are often extremely handsome. One in malachite with over its surface an intricate pattern in gold *a jour*, the corners with conventionalized flowers.

Silver jewel boxes etched with some medieval historic scene in black are useful and artistic. There are great jewel caskets of gold *cisele* with enameled tops, with bands of white and colored enamel framing a portrait of some hero or renowned court beauty. There are boxes of ivory exquisitely carved and with jeweled or gold *cisele* corners. Others are of lapis lazuli or of the fancy colored quartzes with gilt trimmings. Very artistic are large gold-trimmed boxes of Sevres, Saxe or Doulton china painted with *genre* scenes or landscapes. A charming example showed a Summer landscape on the top, framed in forest green enamel separated by a gilt binding from a narrower one of pure white enamel.

Vernis martin boxes for the toilette table are both durable and pretty, usually painted with a rococo scene or the portrait of some royal personage; for convenience some of them have a watch set in the top. Saxe boxes for trinkets, delicately painted, and also those of tortoise shell or carved ivory, are handsome. For bonbons a box of rose quartz encrusted with a garland in gilt.

Ring cups are of pale-colored *rayonné* enamel, often of two harmonizing colors—blue and pink, for instance. One banded with white and with an outer rim of gold, and standing low on a golden foot, was effective. Of great artistic value is a mirror, at least three feet in height, to stand upon the dressing table; for the space of half a foot the frame was in rough-beaten blackish silver, while inclosing the small oval glass was a garland of wide-open roses and leaves sculptured in high relief. To accompany it is a jewel casket of the same colored silver with a similar design. Very handsome are pearl-handled hair and hat brushes in mother-of-pearl, over which is thrown a tracery in raised gold. Tortoise-shell toilet sets, gold monogrammed, are liked, while others show handles of Dresden china delicately painted in a flower design. Ivory is less seen than formerly, although one remarks some sets of artistic value, the carving in low relief being a work of patience.

Seals are of crystal, tortoise shell, onyx in the delicate rose green and purple tints of enamel, and generally of conventional form to match the desk fitting, sometimes strewn with golden stars. Carnelian is also a favorite, and silver gilt or silver.

A microbe brush for the bridge table shows a silver *cisele* handle, but appears rather a superfluous accessory. More useful is a small hat brush not more than three inches long, with the top a carved tortoise in shell, and which is so small it is easily carried in the pocket.

Quaint for melting sealing wax is a tiny gilded saucepan set over a small spirit lamp. Suitable for a man's writing table an inkstand consisting of a rough-hewn block of gray quartz with the inkwell gilt-bound, the whole surmounted by a sculptured eagle of green-brown quartz. Paper cutters exhibit infinite variety, one of dark shell with for handle the head and beak of an eagle in gold *cisele*. Silver gilt and silver vases of small size for containing a single blossom afford scope to the craftsman in metal. One of old silver with a raised pattern in chrysanthemums was remarkable for its delicacy of execution. Another was of old red enamel, with flung over it a reticulated pattern in fine gold wire. Another was in a decipher design of gold over a ground of blackened silver.

Paper cutters are of ivory, mother-of-pearl, bronze, silver or painted wood. They are rather too large sometimes to be of practical use, but look well upon the library table. Animal figures in bronze or silver gilt, eagles' heads and beaks and Napoleon's heroic figure are among the models in handles. In ivory there are those as artistically carved as if executed by a Chinese artisan. Others have an all-over etching in black in a floral pattern, while still others show a raised *appliqué* of birds and blossoms in old silver or gilt on ivory or bronze. Envelope cutters are small and of delicate shape, and do not afford great scope for decoration. An etched design is always good, while others of ivory or tortoise shell show no ornamentation whatever.

Clocks for the hall and the salon are sometimes of ponderous proportions. Such a one showed a tablet of veined white quartz, four feet high, with an inscription in gilded characters. An eagle in bronze was perched on the top, holding in its beak a long wreath of gilt, one end held by the figure of a soldier which was placed at the base. The dial was set in the marble tablet.

Another timepiece at least four feet in height showed a lyre of dark blue enamel with a raised floral garland in gilt. Surmounting the top was a blazing sun in gilt, the dial was framed in large rhinestones. An expensive timepiece of medium size is of amethyst matrix with a border of white enamel, the outside gilt bound. Below the dial was embedded a great straw-colored topaz. Sometimes the clock is accompanied by vases or urn-like ornaments to match. With the above were small urns carved from amethyst matrix and trimmed in the same style as the clock. Tiny clocks not more than two or three inches in height come in every color of enamel, and are pretty ornaments for the mantel. Crystal clocks are attractive, and one in empire style showed a harp of ridged white crystal set on a block of rough glass. The clocks in the form of autos, airships, etc., are rather an eccentricity, and are only fit for the smoking room.

Bell pulls are often very ornate, and those of quartz enjoy great favor. They are of rather simple form, handles with knobs often ringed with pure white glass. Others have raised circular disks of enamel with a pearl or amethyst button. Others are grapes, apples and pears in dull silver, with golden branches and foliage. M.

A Beautiful Trophy Made for a Race that Was Never Held.

WHEN notified that the "Boston to Bermuda" yacht race for the superb $500 cup offered by the city of Boston scheduled for June 10, had been called off, Mayor John F. Fitzgerald of Boston proposed to confer with Boston Yacht Club officials regarding the future of the trophy.

The race has been indefinitely postponed because only one of the yachts listed to compete could be ready start on the date assigned. If not started as arranged the chairman of the Boston Yacht Club Committee was informed that this boat would be withdrawn, as her owners, the Vanderbilts, desired her return shortly to New York.

The trophy, a beautiful sterling silver, gold-lined cup designed and made by the Tuttle Silver Co., of this city, may be held for another year, and then offered for a similar race. It was intended especially as a prize for an ocean race to encourage that class of racing. There is suggestion now, however, of using it for a fishermen's race trophy in the Fall.

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Dainty Novelties in Pendants, Plaques, Bracelets, Watches, Etc., Now in Demand Among People of Taste in France's Capital.

PARIS, July 28.—Brilliancy is a *sine qua non* of the pendant to be worn with full dress, yet at the same time it must show a note of elegance in its design and fine workmanship. Some of the art jewelers are endeavoring to get away from the conventional circular plaque and have imagined those often of irregular or odd shapes. Pretty is one formed of very slender and long green enamel lily leaves twisted together in an open design, while in the center is a very blue sapphire which makes a harmony with the dull tint of the leaves. Exquisite was one in lozenge shape set with an immense fire opal which glowed with all the colors of a dying sunset, and which trembled in a ring simulating the rough stem of a vine, while dangling from it was a big pear-shaped pearl. At the top were spreading branches of roses in gold with diamond hearts, the whole depending from a platinum chain as fine as a silk thread. Another embodied in pale pink baroque pearls a bunch of wisteria, so long that it almost reached the belt and was suspended from a Louis XV. true lovers' knot of diamonds.

Very remarkable as to the originality of the design and the fine *ciselure*, a pendant of which the center was a woman's head and bust in gold, the hair of a reddish tint, while the bodice was of clear purple enamel. The head was framed in a tangle of floral motifs with an intertwisted ribbon in pale blue enamel. Of severe elegance, a pendant formed of an enormous pear-shaped black pearl swinging loosely in a narrow ring of white enamel. Another, a topaz of a deep brownish yellow at least an inch and a half square, set in the midst of old silver leaves.

Always graceful are wheat ears, and a pendant showed the ears and leaves in gold and pale green enamel. Pendants made of very large pieces of opal matrix are effective; they show scarcely any setting and are surrounded by a narrow rim of white enamel. One of fine opals was set in a border forming tiny scallops of rubies and diamonds. Returning to the circular plaque, a certain jeweler showed one in the most airy lace-work pattern, against which glowed a burning ruby. Amidst radiating scintillations of diamonds a big pale sapphire shone against a brilliant background of small brilliants. Handsome, expensive and withal simple was a pendant in which a pale yellow diamond of square shape, and at least an inch square, held the eye, and from which depended an emerald two inches in length *en cabochon* and pear shaped.

People are wearying of the all-diamond pendant, and many jewelers are introducing those in which colored stones are introduced. Sometimes the pattern on a lace-like platinum background is picked out in rubies, emeralds or sapphires associated with diamonds, the large central stone being colored. Enamel is also utilized for less expensive medallions, usually in the shape of conventionalized flowers, orchids, lilies, etc.

The topaz and the aqua marine hold the first place in the not very costly plaques, the exquisite coloring of these gems making them available for setting with inexpensive rose diamonds. Such stones are often simply immense—as much as an inch and a half across. They hang from slender chains or from flat necklaces at least an inch wide, of gold or old silver, in a geometric design. A flat plaque of this description was of gold lozenge shaped in a series of rings set with deep honey yellow topaz and pure white ones. In the center was entangled a bee, the body a big brown topaz striped with bands of black enamel and with diamond head and feelers.

Very attractive is a necklace in a Greek key pattern in diamonds, the links an inch wide, from which was suspended a great pear-shaped diamond.

The jewelers choose rather barbaric designs for dull stones. In this category may be mentioned necklaces and pendants of Egyptian and Assyrian inspiration, replicas of those found on the breasts of aristocratic mummies. Unique is one represented by large oblong beads of some bright blue opaque stone, rudely carved, with religious symbols; a large one formed the center of a square pendant at least three inches across, bound with rough beaten gold. From it hung several strings of irregular length formed of golden links threaded with beads and terminating in pear-shaped pendants. The neck chain was of similar construction. Worn with a gown of deep blue, this ornament was most artistic.

Hearts of rather large size in unpolished rock crystal show embedded in the center a tourmaline, an opal, a topaz, or some other semi-precious stones. A pure white flat pendant was expressed in tiny seed pearls. The design was like crochet work. It was suspended from a flat necklace of strung pearls, punctuated occasionally with a large baroque pearl.

A watch bracelet of gray suede showed a dial of novel shape. It was wide rather than high, and extended well over the top of the arm. It was of gold with black numerals. A very artistic one was a platinum ribbon about an inch and a half wide, with a pattern in gold defined by tiny rubies and emeralds, which spread over the dull gray background. Many such ornaments show the dial rimmed in small stones or banded several times with enamel. Other bracelets, stiff or flexible, consist of alternating rows of colored stones divided by diamonds.

Bracelets made of long gold links through which are threaded pink or green tourmalines or baroque pearls are liked. For young girls there is the threaded pearl bracelet in lattice or other conventional design, and which, like a strap, passes through a diamond slide, the fringed ends hanging on the outside of the arm. Others are finished with flat pearl tassels. Pearl throat bands sometimes come to match. Becoming to a slender neck is one of strung seed pearls about an inch wide, which was closely clasped around the throat and secured in front by a clasp of platinum *a jour*, studded here and there with diamonds. From each side hung pieces with long flat ends resembling a clergyman's neckband and finishing in fringed pearl and diamond pendants.

However, nothing seems to displace the single or several rows of strung pearls for the neck, which never go out of fashion. Many are fastened with great rosettes of diamonds or pearls or diamonds set in platinum in round or oblong shape.

Ear knobs of two different colored pearls are rather eccentric. One of a changeable metallic green and the other of palest pink were recently worn by a leader of fashion. Small rosettes of diamonds from which dangle solitaires are liked. Earrings with hanging slender pendants an inch and a half long of faceted amethyst topaz or other semi-precious stones hang from small ear knobs, and without visible settings, are worn.

Neat and convenient are the tiny *boutonniere* watches for ladies or gentlemen, and which do not necessitate the wearing of a chain or fob. The dial is smaller than a nickel and framed in enamel or precious stones. However, timepieces of such small size are ordinarily useless. Those described are really practical, as the works, which are enclosed in a gun metal button the size of an ordinary ladies' watch, are sufficiently large to cause them to run well. The metal underside is passed through the *boutonniere*, only the little enamel-rimmed dial showing. Gray enamel, diamonds or white enamel, are both fashionable for watch cases, and have the advantage of looking well with any colored toilette. Flatter and flatter grows the watches, until they are almost as thin as a sheet of paper. This does not appear to injure their time-keeping qualities, and they appear to keep as good time as the more ponderous ones which were worn 50 years ago. A small watch showed the back formed of a single faceted white topaz. Not so elegant are those of cut crystal or of quartz gold-bound. One never tires of the watch thickly encrusted with pearls, or of the pretty enamel ones with a painted scene. Rather odd is a small dial embedded in a cruciform case studded with pearls.

Edwin W. Drury, who represents the Theodore W. Foster & Bro. Co., Providence, R. I., had a narrow escape from serious injury while in Wheeling, W. Va., recently. Mr. Drury was in his room at the hotel waiting for a customer to look over his line, when suddenly, without warning, a large part of the plastering in the ceiling dropped to the floor beside him, just grazing his back and head, and covering his sample lines as well as the bed nearby. Had the ceiling fallen during the night, or had he been in any other part of the room, Mr. Drury would have been seriously injured.

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San Antonio, Tex., Police Arrest Thief Who Broke the Windows of Several Jewelry Stores.

SAN ANTONIO, Tex., Aug. 2.—The police of this city, who were stirred to activity by the robbery of the show windows of the Michael Loan Co., 111 Soledad St.; the Bell Jewelry Co., 227 W. Commerce St.; the Crown Jewelry Co., 717 W. Commerce St., and the N. Becker jewelry store, 315 W. Commerce St., recently, arrested a soldier attached to the 11th Infantry who was found selling some of the stolen jewelry in the "red light" district of this city. The man confessed fully, and said he committed the crimes before he enlisted in the army. He made an offer to plead guilty, and was held to await the action of the courts.

This epidemic of jewelry robberies, which was noted in the last issue of the JEWELERS' CIRCULAR-WEEKLY, caused great consternation among the members of the trade here for a while. The plate glass window of the Bell Jewelry Co., was the first to be attacked, a circular cut large enough for the arm of the thief to get his arm in being made in the glass next to the doorway. However, nothing was taken from the window, but the next night the Becker store's window was cut in a similar manner, and the thief was again frightened away before he had secured his booty. The third night the Crown Jewelry Co. suffered, and the fourth night the N. Becker store was robbed of $250 worth of small articles. On the same evening the Michael Loan Co. lost several hundred dollars' worth of pearls and jewelry.

Since the arrest of the thief nearly all the stolen jewelry has been recovered, and the members of the trade here now breathe easier.

Thieves Smash and Rob Window of H. F. Barnard Co.'s Jewelry Store at Muscatine, Ia.

MUSCATINE, Ia., Aug. 2.—Window smashers have appeared in this city again, one of the most daring robberies in many years having occurred at an early hour yesterday morning at the jewelry store of the H. F. Barnard Co., 213 W. 2d St., where a large plate glass window was smashed and over $200 of jewelry taken. There is no clue to the thieves.

The strange part of the robbery seems to be that it must have been accompanied by very little noise. It is believed that it was committed between 3 and 5 o'clock yesterday morning, the latter being the time when the break in the window was discovered by a policeman, who immediately reported the crime. The loss to the jeweler might have been heavier, but for the fact that the brick used by the thieves struck a tray of valuable watches and scattered the timepieces beyond the reach of the man who put his arm through the window. The articles taken consist of six watches valued at about $20 each, five rings valued from $6 to $10 each and a number of lockets, bracelets and smaller pieces of jewelry.

The H. F. Barnard Co., which is a member of the Jewelers Security Alliance Co., immediately notified that society and the Pinkerton agency at Chicago. It is believed that the usual reward of $100 will be offered for the thieves.

Baltimore Police Offer Reward for Arrest of Man Who Robbed Retail Jeweler's Clerk.

BALTIMORE, Md., Aug. 4.—Harry Kartman, who absconded recently from Baltimore with $275 worth of jewelry obtained from Simon Flaxman, a retailer's clerk, has been indicted by the grand jury of this city, and $25 is offered through Capt. McGovern of the detective force connected with the Baltimore Police Department, for his arrest and conviction.



HARRY KARTMAN, WANTED AT BALTIMORE.

The jewelry taken was a 16-stone diamond scarfpin with a sapphire center, valued at $75, and a Belcher mounted diamond ring valued at $200.

Kartman, whose picture appears above, is five feet three inches in height, and spends the greater part of his time hanging around pool rooms.

Washington Police Seek Man Who Passed Worthless Checks on Jewelers.

WASHINGTON, D. C., Aug. 3.—A general alarm has been sent out by the Washington police for Frank C. Davis, accused of passing alleged worthless checks on two local jewelers. Davis had been employed for 10 years as cashier for a wholesale butter and egg dealer, and was regarded as a young man of exemplary habits.

Last Friday Davis called at the Saks Optical Co., 708 7th St., N. W., and picked out jewelry and diamonds amounting to $552. He tendered a check for $107 as an initial payment, which was accepted without question. From there Davis went to the store of Isadore Kahn, 627 7th St., N. W., where he purchased $57 worth of jewelry, which he paid for with a check. On Monday the jewelers say the checks were returned to them by the bank on which they were drawn. Inquiry developed that Davis was not at his place of employment and that his whereabouts were unknown to his employers.

Detectives who were put to work on the case learned that Davis had hurriedly left the city, accompanied by his young wife. The police say that he also gave a check for $82 in payment for two suits of clothes from Schwartz & Pelzman, and obtained $100 in cash from the same firm on another check.

Thieves Snap Pistol in Face of Brooklyn Jeweler, but Run Away When Revolver Fails to Explode.

Joseph Eagle, who conducts a jewelry store at 543 Fulton St., Brooklyn, near the junction of DeKalb Ave., had an experience with thieves last week that he will not soon forget. Mr. Eagle was not robbed, but he feels that he had a close escape from being shot by the robbers, who escaped after a long chase.

Mr. Eagle was alone in his store on Wednesday of last week when two men entered. One of them produced a dollar watch and asked the jeweler if he could repair it. The entire proceding excited Mr. Eagle's suspicion and he kept a sharp eye on the men, ready to jump after them if they stole anything. As he put down his head to look at the watch, he noticed one of the men draw a pistol from his hip pocket and point it at his face. There was a click, but no explosion, and the jeweler immediately rushed to the rear of his store, yelling for help and pounding on the wooden partition which separates his store from that of H. Alexander, an optician next door.

The clerk in the Alexander store immediately raised an alarm and the two men darted from the jewelry store and rushed to the street. Mr. Eagle started in pursuit, running to the sidewalk and crying "Stop thief!" but fearing it was a ruse to get him away from the store he gave up the chase and went back to guard his property. In the meantime passersby had taken up the hue and cry and chased the thieves up Gold and Willoughby Sts., but the men outdistanced their pursuers and escaped.

Detectives who made their appearance on the scene later made a careful search but were unable to find the men.

The whole incident occurred so quickly that Mr. Eagle was unable to give a good description of the men, as he was more intent on watching his property and protecting himself than in learning their characteristics. However, one of the men is said to be rather thickset and his companion is tall and thin.

Following directly after the murder of Adolph Stern in the jewelry store of Jacob Jacoby, New York, July 22, and the shooting of David Silverman by thieves who robbed his store at 1572 Madison Ave. Aug. 1, it was at first believed that the Brooklyn thieves were part of this desperate gang, who evidently will not stop at murder in their attempts to rob jewelers. However, the police have not evidence that the Brooklyn robbers were those who operated in New York, and are undecided whether the former intended to shoot the Brooklyn jeweler or merely try to frighten him with an unloaded pistol.

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Express Company's Employe Charged with Stealing Gold "Scrap" from Attleboro Manufacturing Jewelers.

ATTLEBORO, Mass., Aug. 7.—William Dalton, who is employed as a teamster for Solomon's express, was placed under arrest Saturday night by Chief Wilbur, charged with the larceny of gold scrap from the Leach & Garner Co., Pearl St. It is alleged that a quantity of gold scrap was found on the man when taken into custody. Dalton at one time worked for the Leach & Garner Co. and since leaving the employment of the firm has been a frequent visitor from the fact that the Solomon express did all teaming for the jewelry concern.

The firm has been missing gold scrap from the shop for several weeks past, and when the shop closed a week ago Detective Gildowsky was at work conducting an investigation.

During the vacation period the thefts still continued, and this fact caused the reaching of the conclusion that somebody outside of the regular employes was responsible for the "leaks"

Chief Wilbur was notified of the facts, and he concluded after looking up Dalton's past that he would bear watching. It was learned, so it is said, that Dalton, as he was called by his employers and by his former employers, the Leach & Garner Co., was known also by other names. He was called John Anderson by his neighbors at "Lona Cut," a part of Attleboro, where he lives with his wife, and as William Bly by former employers in Pawtucket.

When confronted by Chief Wilbur with a warrant for William Dalton, alias "John Anderson," alias "William Bly," the man expressed surprise and stoutly maintained he was innocent. When searched, however, the police say a quantity of gold scrap was found on his person, which, it is said, was taken from the Leach & Garner Co.'s shop earlier in the day on Dalton's last visit.

The police later visited Dalton's home with a search warrant, but failed to find any missing property upon the premises. The prisoner sticks to his claim of innocence, but the police say he has not given any satisfactory explanation of the "scrap" found upon his person.

The man denies that his name was Anderson or Bly, but insists that it is Dalton. In explanation he says he might have given these other names on occasions when he was drunk. He was arraigned in the District Court this morning before Judge Byram charged with the larceny of less than $100 worth of gold scrap from the Leach & Garner Co.

Store and Residence of Pittsburg Jeweler Destroyed by Fire.

PITTSBURG, Pa., Aug. 4.—The store and residence of H. V. Jackson, a jeweler at Bentleyville, Washington County, Pa., was destroyed by fire yesterday morning at 2.30 o'clock, causing a loss of fully $1,000 to Jackson, said to be covered by insurance. The house, which was owned by A. B. Richardson, was valued at $2,500. The fire started in one of the bedrooms of the Jackson home and routed the occupants out of bed, they barely having time to make their escape, such headway had the flames gained before an alarm was sounded.

Jackson occupied the first floor as a store, another room on the first floor also being occupied by McCleary & Sloan, who conduct a news-stand. Jackson had living apartments on the second floor.

Other buildings on either side of the Jackson store were scorched by the fire, causing a total loss of $4,000. Mr. Jackson saved little of his stock, as he did not have time to look after it, the flames gaining such headway that he was glad to escape with his life.

Thief Who Tries "Switching" Trick on Lynn, Mass., Jeweler, Captured Afer a Long Chase.

LYNN, Mass., Aug. 4.—E. A. Doyle, retail jeweler, on Munroe St., led a chase through the streets of Lynn to-day which resulted in the capture in front of the post-office of John Voelker, who claimed residence in Detroit.

Voelker entered Doyle's store and asked to see some diamonds. He selected a stone valued at $150 and handed Doyle $10 as a deposit. Then he ostensibly changed his mind and decided to put the diamond back, and had his $10 returned. Doyle looked at the stone returned and told Voelker it was a substitute. Thereupon the latter bolted out of the door with Doyle in pursuit.

About 200 joined in the chase, and surrounded Voelker, who was handed over to the police and taken to the station in a patrol wagon. The driver of the wagon looked under the seat after reaching the station and saw what appeared to be a profusion of diamonds there. He picked them up and took them in while Voelker was being booked. Expert examination later disclosed the fact that they were all imitation stones. The police state that the real diamond, however, was found in Voelker's possession when he was searched at the station.

Julius Koebler, Denver, Colo., Jeweler, Commits Suicide Near That City.

DENVER, Colo., Aug. 2.—The body of Julius Koebler, who disappeared from his home at 235 W. Ellsworth St., Saturday morning, was discovered on Sunday in a vacant lot at Montclair, a Denver suburb, where, with a revolver he had carried out an often-repeated threat to end his life.

Tucked under the band in his hat was a farewell note, written in German and addressed to his daughter, Mrs. Charles E. Meyers, with whom he had made his home for years. His life had become a burden because of deafness and the infirmities of advanced years.

Mr. Koebler was 72 years of age. He came to Denver from Cleveland, O., 12 years ago, and until two years ago was employed by the J. C. Bloom & Co. He gave up his position because of his deafness, which resulted from an injury received in a street car accident in Cleveland 20 years ago.

Since the death of James R. Williams, Needles, Wash., the business is being continued without any change of style.

Death of Henry G. Rettig.

CHICAGO, Aug. 7.—The sad death of Henry G. Rettig, of Rettig, Hess & Madsen, proved a distinct shock to all who knew him. Mr. Rettig passed away last Sunday morning at 2.30 at the University Hospital, where he had been taken to undergo an operation for appendicitis. Friday, July 28, Mr. Rettig was taken ill at his office and was immediately removed to the hospital, where an operation was performed that afternoon at 2 P. M. Peritonitis set in, but the wound seemed to heal well and he was able to receive visitors daily. On Saturday last he received a visit from his mother, and this seemed to affect him greatly. He died next morning of heart failure.

Henry Rettig's death has caused profound grief and sorrow to his friends here. He was one of the most popular men in the trade, and among the younger element none stood higher than he. Mr. Rettig entered the jewelry business about 13 years ago and began his career with Sproehnle & Co. Here he rose to the position of credit man and became widely known and generally liked. In 1905, with Sol H. Hess and A. E. Madsen, he formed the corporation of Rettig, Hess & Madsen, dealing exclusively in watches and cases. At that time he was only 27 years old and for his years was a phenomenally able business man. The corporation prospered from the start, Mr. Rettig taking care of the office and the credits.

Mr. Rettig was a man of magnificent physique, standing over 6 feet in height and weighing 225 pounds. It was thought by all his friends that he was strong enough to pull through, but fate willed otherwise. His death is deplored by the whole trade here. Not for years has the death of any man in the trade been so sincerely mourned for. His friends can hardly realize it. He is survived by a widow and two little sons, Earl and Ralph.

Omaha Police Search for Trunk Containing Jewelry Valued at $10,000 Lost or Stolen in Nebraska.

OMAHA, Nebr., Aug. 2.—Jewelry of every description, aggregating in value between $8,000 and $10,000, belonging to the A. F. Smith Co., of this city, which was being shipped in trunk to Nebraska City, Monday, has been lost or stolen. Will Kortlang, traveling salesman for the company, checked two trunks to Nebraska City, Monday morning, but he did not leave until afternoon. Upon his arrival when he inquired for his trunks he found but one.

According to the station and baggage agent at Nebraska City the trunk was not put off there. On the other hand, the baggage agent on the train declares that it was, together with another and duplicate trunk owned by the same company.

Mr. Smith says the concern will suffer no financial loss, as the trunk was covered by insurance in the Jewelers' Safety Fund Society. The insurance society will from now on direct the Pinkerton detectives in the case, and the Missouri Pacific Railroad will have to deal with it.

The trunk contained watch cases, movements, brooches, chains, charms, scarf pins, etc.

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Death of Leopold Adler.

It was with deep regret that the many friends of Leopold Adler, head of the firm of L. Adler & Son, manufacturing jewelers, 142 Fulton St., New York, read in the last issue of THE JEWELERS' CIRCULAR-WEEKLY the brief notice that he had passed away Aug. 1, after a long illness. Mr. Adler was one of the oldest and best-known manufacturing jewelers in the trade, and was formerly for years one of the leading travelers in the industry, having covered the country from the Atlantic to the Pacific and from the north to the south, in the 30 or more years he was on the road. The funeral was held Thursday morning of last week from the late residence of the deceased, 123 E. 92d St., New York, and the



THE LATE LEOPOLD ADLER.

body was interred in Linden Hills Cemetery, the services being conducted by the Rev. Dr. Daniel Loewenthal.

While of recent years Mr. Adler had not come in contact with as many of the trade as he had in the early part of his career, "Pop" Adler, as he was familiarly known among his intimates and customers, will be remembered by a host of jewelers of the past two generations, and his passing, even though he had long ago completed the allotted span of life, will be deeply regretted.

Leopold Adler was born in the town of Markelsheim, in Wurtemberg, Germany, Oct. 6, 1828, so he was in his 83d year at the time of his death. He came to the United States as a young man, and became thoroughly imbued with the American ideas, and from the time he became a citizen in October, 1854, was an American in all but nativity. Mr. Adler's first entrance into the jewelry trade was with the house of Louis Strasburger, a watch and later a diamond importer, and for this concern he traveled over 30 years.

While on the road he became acquainted with jewelers in all parts of the country, and obtained the reputation of a keen and thorough business man and made friends everywhere. He started in business for himself as a manufacturing jeweler in the '80s under the style of L. Adler & Co., the firm later becoming L. & J. Adler. In August, 1895, it was changed to L. Adler & Son, a style it has retained ever since. Of recent years deceased had associated with him in his business his sons, Louis and Leo W. Adler, under whose active charge the business has been conducted.

Mr. Adler was married 46 years ago to Mina Strasburger, who died 25 years ago. Besides his sons he is survived by two daughters, Mrs. Sarah Rosenbaum and Mrs. Bertha Myers, widow of the late S. F. Myers.

In all that pertained to the jewelry trade Mr. Adler always took a very active interest throughout his entire career. He was also deeply interested in charitable and religious work, was prominently connected with the Hebrew Orphan Asylum and other institutions, and showed his generosity in many ways by quiet and unostentatious acts. He was a devoutedly religious man and prominent in the Temple which he attended. He was a Master Mason and one of the active members of the fraternity, and was also a member of the 54th Regiment of the United States Militia at the time of the Civil War.

In business he was known for his blunt, straightforward manner, and never hesitated to say exactly what he felt, but withal he was of a kindly, genial nature, a hail fellow well met in many respects, who made and kept a host of friends during his career in the jewelry trade, which lasted over 60 years.

Importations at the Port of New York.

Week Ended July 30, 1910, and July 29, 1911.

	1910	1911.
China, glass and earthen ware:		
China	$112 182	$83 555
Earthen ware	16,749	15,948
Glass ware	28,544	36 189
Optical glass	2,407	129
Instruments:		
Musical	8,838	10 979
Optical	8,717	8 966
Philosophical	3,870	5,854
Jewelry, etc:		
Jewelry	35,184	26 967
Precious stones	1,034,791	1,285,428
Watches	20,490	11,551
Metals:		
Bronzes	8,824	6,057
Cutlery	41,177	27,229
Dutch metal	3,783	.....
Platina	93,075	60,245
Silverware	981	1,478
Miscellaneous:		
Alabaster ornaments	112	285
Amber	112	10,309
Beads	3,950	5,894
Clocks	13,433	8,745
Fans	3 122	1,548
Fancy goods	11,276	14,467
Ivory	24,202	15,403
Ivory, manufactures of.	290	4,924
Marble, manufactures of.	14,770	31,074
Statuary	1,353	3,329

Rosina Cuomo was arrested in Schenectady, N. Y., recently, charged by O. Giaccia, who conducts a jewelry store at that city, with stealing a pair of earrings about a year ago. The arrest came about when the girl walked into the jewelry store and asked to have the pair of earrings repaired. The jeweler recognized the earrings, which, he stated, were the missing ones, and swore out a warrant for the girl's arrest. She denies having any knowledge of the theft, but alleges that she purchased them from a friend.

Jewelry, Clocks, Watches, Silverware and Kindred Lines Exported from New York.

WASHINGTON, D. C., Aug. 2.—The following were the exports of jewelry, silverware, optical goods, clocks, watches and kindred lines from the port of New York for the week just ended:

Auckland: 17 cases plated ware, $864; 1 case optical goods, $125; 113 cases clocks, $1,250.

Bombay: 54 cases clocks, $990; 49 cases clocks, $638.

Bremenhaven: 8 cases clocks, $150.

Bremen: 1 case jewelry, $1,622; 3 cases watch material, $872.

Bremen: 1 case jewelry, $1,622; 3 cases watch material, $872.

Buenos Aires: 5 cases optical goods, $1,118; 15 cases plated ware, $1 630; 2 cases optical goods, $643; 76 case clocks, $2,667; 2 cases watches, $625.

Calcutta: 57 cases clocks, $757; 61 cases clocks, $734.

Callao: 1 case silverware, $165.

Cape Town: 4 cases plated ware, $137; 10 cases clocks, $115

Christiania: 17 cases clocks, $765.

Colombo: 15 cases clocks, $263.

Colon: 1 case silverware, $223.

Frankfurt: 1 case watches, $918.

Glasgow: 88 cases clocks, $1,980.

Guayaquil: 14 cases jewelers' sweepings, $14,000; 3 cases optical goods, $117.

Havana: 21 cases clocks, $181; 13 cases clocks, $530.

Havre: 1 case precious stones, $250; 4 cases jewelry, $405.

Kingston: 4 cases jewelry, $125.

Launceston: 7 cases plated ware, $500; 25 cases clocks, $910.

Liverpool: 2 cases jewelers' sweepings, $525; 2 cases jewelry, $588; 10 cases clocks, $100; 2 cases optical goods, $978.

London: 109 cases watches, $9,291; 27 cases clocks, $934; 10 cases optical goods, $3,230; 2 cases plated ware, $419; 3 cases optical goods, $2,642; 4 cases watches, $3,940.

Manila: 2 cases optical goods, $437; 9 cases plated ware, $102; 14 cases clocks, $547.

Melbourne: 7 cases plated ware, $683; 16 cases clocks, $966; 2 cases jewelers' sweepings, $221; 77 cases plated ware, $4,488; 766 cases clocks, $12,800; 7 cases watches, $1,887; 5 cases optical goods, $1 205.

Montevideo: 7 cases plated ware, $458.

Progreso: 44 cases clocks, $1,047.

Rio de Janeiro: 3 cases plated ware, $357; 1 case watches, $460; 2 cases jewelry, $515; 4 cases clocks, $117.

Singapore: 28 cases clocks, $477.

Stockholm: 2 cases clocks, $188.

Sydney: 1 case watch cases, $300; 1 case optical goods, $270.

Trinidad: 10 cases clocks, $179.

Valparaiso: 3 cases plated ware, $446.

Vera Cruz: 1 case optical goods, $454.

Vienna: 1 case watches, $544.

Wellington: 3 cases plated ware, $139.

Zanzibar: 1 case clocks, $100.

Substitute Trick Worked by Thief Who Gets $200 Ring from Holyoke, Mass., Jeweler.

HOLYOKE, Mass., Aug. 5.—The substitution game was worked, last week, at the store of S. Baum in this city, the thief securing a valuable diamond ring.

The son of the proprietor was in the store when the man entered, and asked to be shown some rings. He made selection of a ring worth upward of $200, and offered $2 deposit on the transaction, tendering a $5 bill. The substitution was effected while change for the bill was being made, and was not detected until Mr. Baum, Sr., returned, some time after the man's departure.

In a fire which occurred in Bingham, Me., the jewelry store of Land & Moore was damaged.



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Conference of Presidents of All Jewelry Organizations Called to Take Action to Prevent Assaults on Jewelers by Crooks.

The recent assaults upon jewelers in various parts of the country, culminating in the murder of Adolph Stern, a clerk in the store of J. Jacoby, on Sixth Ave., New York, has aroused the entire jewelry trade, and action will shortly be taken to devise ways and means for capturing the perpetrators of these deeds and for adopting preventative measures against future attacks upon members of the trade.

M. D. Rothschild, president of the Jewelers Board of Trade, has sent out a letter to the different national organizations in the jewelry trade, calling a conference of the presidents of these associations to be held Wednesday, Sept. 13, 1911, at 2 P. M. at the rooms of the Jewelers Board of Trade, New York, when the general situation will be discussed and ways and means devised for united action.

This meeting will call together the heads of the Jewelers Board of Trade, Jewelers' Safety Fund Society, the Jewelers' Protective Union, the Jewelers Security Alliance, the American National Retail Jewelers' Association, the National Wholesale Jewelers' Association, the Manufacturing Jewelers' Board of Trade of Providence and the New England Manufacturing Jewelers' and Silversmiths' Association, and it is expected that important steps will be taken toward affording better protection to the entire trade. It is the intention to have the allied organizations take steps that will make it so difficult for the man or men who assault a jeweler to escape punishment that the members of the trade will be given a wide berth in the future.

The letter which was sent out last week by the Jewelers Board of Trade reads as follows:

Dear Sir—The recent assaults upon retail jewelers in various parts of the country, culminating in the cowardly murder of a jeweler's clerk in the City of New York, seems to indicate that our trade is becoming extra hazardous.

None of our present very efficient trade organizations seems to be in position to take up the problems involved in minimizing these daring assaults and robberies, and as this species of crime has lately increased to an alarming extent, it is the opinion of many of our members that some steps should be taken to assist the authorities in bringing the perpetrators to justice.

As all branches of our trade are deeply interested in protecting the lives and property of our customers, the Jewelers Board of Trade has decided to call a conference of all of our trade organizations, to be held at our rooms, on Wednesday, Sept. 13, 1911, at 2 P. M., in order that the general situation may be discussed and that, if possible, some ways and means may be devised for united action.

You are respectfully invited to be present to represent your organization, and in the event that you can not be with us, we trust that some other member of your organization may be designated to come in your place.

Kindly let us know if we may count on you, and oblige. Yours very truly,

(Signed) M. D. Rothschild, President.

Death of Fernando C. Gleason.

The funeral of Fernando C. Gleason, for many years a well-known jeweler in the Harlem section of New York City, was held last Friday from his late home in New Rochelle, N. Y., and the interment was in Woodlawn Cemetery. Mr. Gleason died Aug. 1 of Bright's disease after an illness of 10 days. He retired from business in 1907.

Fernando C. Gleason was born at Lorraine, Jefferson County, N. Y., Aug. 28, 1830. When a young man he went to Oswego to learn the watchmaking trade and then went to Rome, N. Y., to go into business for himself. There he was married and later he went to Dubuque, Ia., and was in business there three years before returning to New York, where he established a store in Harlem. For 25 years he was in business at the corner of 127th St. and Third Ave., and then moved to W. 125th St., where he remained in business until he retired.

Deceased is survived by a widow, one son and three daughters.

Involuntary Bankruptcy Petition Filed Against Robert Lewis, New York.

An involuntary petition in bankruptcy was filed in the United States District Court last Thursday against Robert Lewis, a retail jeweler at 3411 Broadway, New York, by Bernard Rainess on a claim of 17 unpaid promissory notes amounting to $900. In the petition, admission of insolvency is alleged. The liabilities are placed at $1,800 and the assets at $700.

Mr. Lewis is a brother-in-law of Bernard Rainess, who started the business in the Fall of 1907 under the style of the Royal Jewelry Store.

Jewelers' Gold Bars Withdrawn and Exchanged at New York.

Week ended Aug. 5, 1911.

The U. S. Assay Office reports:

Gold bars exchanged for gold coin	$368,620.65
Gold bars paid depositors	74,917.40
Total	$443,538 05

Of this the gold bars exchanged for gold coin are reported as follows:

July 31	$51,517.88
Aug. 1	57,714.96
" 2	57,699 93
" 3	93,504.19
" 4	97,800.84
" 5	10 382 85
Total	$368,620.65

A noise which was heard in the storeroom of the jewelry establishment of Riheldaffer & Brownfield, Fairmount, W. Va., caused a suspicion that burglars were attempting to enter the store. When a policeman investigated, however, he found everything in good condition.



P. Savolainen has opened a store in Ely, Minn.

Roy E. Sander has opened a store in Mora, Minn.

J. L. Clement is to open a new store at Hartford, Mich.

D. W. Clark has opened a new jewelry store in Jackson, Mich.

C. T. J. Delaporte has opened a jewelry store in Moline, Ill.

D. S. Mytinger has opened a new jewelry store in Beaumont, Cal.

J. Siegel has started in business at 1670 W. North Ave., Baltimore, Md.

A. A. Veilleux has started in the jewelry business on Kellar Ave., Amery, Wis.

Harry Cheinieu has opened a repair shop at 1223 E. Lexington St., Baltimore, Md.

A new repair shop has been opened by J. Palosky at Fayette and Ann Sts., Baltimore, Md.

Jos. Greenberg has opened a new jewelry and optical store at 1709 Penn Ave., Baltimore, Md.

W. J. Lindrow will open a jewelry store at 17 Kearney St., San Francisco, Cal., some time during this month.

Death of Alphonse Kahn.

Word was received in New York, last week, from Paris, of the death in that city of Alphonse Kahn, who was for some years in the diamond business in the Maiden Lane district of New York. He died July 30, of tuberculosis.

Alphonse Kahn was born in New York, Dec. 23, 1865. He was the son of James Kahn, and when young his parents moved to Europe, where young Mr. Kahn was educated at Geneva, Switzerland. When he was 16 years old he returned to New York, and was for a time employed by his uncles, L. & M. Kahn, when they were in the watch business. He later started in the diamond business with his brother Arthur under the style of James Kahn's Sons. Later he joined with the Van Gelder brothers under the style of Van Gelder, Kahn & Co., and was active in this business up to the time of his retirement in 1907.

The funeral was held in Paris. Deceased is survived by his widow, who before her marriage was Miss Ray Nordlinger, and by one son. He also leaves a brother, Arthur J. Kahn.

Market Prices for Silver Bars.

The following are the quotations of silver bars in London and New York as reported last week:

	London.	*New York selling price. .999 Basis.*
Aug. 1	24 1-16d.	$0.54¼
" 2	24 1-16d.	.54¼
" 3	24⅛d.	.54⅜
" 4	24 3-16d	.54½
" 5	24 3-16d.	54½
" 7	Holiday.	.54½

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Bouton Pearls Fine, medium and ordinary qualities; the most representative stock in this country.

Round Pearls White and light-tinted, in many different grades, at attractive prices.

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Most of these goods were bought before the recent advance, and our prices are figured correspondingly low.

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HEADQUARTERS

"Two is company and three is a crowd," runs an old saying. It is also true in the American Pearl Situation.

The crowd consists of the man to whom you sell your pearls, and who—in 99 cases out of 100—sells them again to me.

Of course this is bound to badly "crowd" the price you get from this third party.

If you ship your pearls direct to me, you are apt to get from 20% to 50% more for them than you can get in any other way.

No, this is not magic, nor philanthropy on my part. It's simply because everybody comes to me for American Pearls; because I am known as "headquarters."

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Sixth Annual Convention of the American National Retail Jewelers' Association

Manufacturers, Jobbers and Retailers Assemble at Richmond, Va., and are Royally Entertained.

RICHMOND, Va., Aug. 5.—Now that the sixth annual convention of the American National Retail Jewelers' Association has come and gone jewelers in all parts of the country have an opportunity of rehearsing in mind the pleasure and business of the four days' session which began last Thursday and ended yesterday. The convention is over, but its effects upon the retail trade of this country will be lasting, and there is no doubt that Richmond has been the host at one of the greatest and most important gatherings that has ever been held by any single industry. The convention was a success both from a commercial and social standpoint, and the four days spent in the sunny south will long be remembered by visiting jewelers.

Over 400 jewelers from north, east, south and west joined in making the convention a success, and the unanimity of feeling was shown in the re-election of nearly all of the officers. The election of Steele F. Roberts as the president of the association for the second time places at its head a man who has had the experience of a previous year and who is one of the most prominent and representative retail jewelers in the country. He accepted the presidency for the second time in answer to a united call coming from delegates in all sections of the country and his unanimous election is a just tribute to the esteem in which he is held, and speaks for itself of the work which he has already accomplished. By the re-election of Secretary Claude Wheeler the association will profit by a man of experience, and his unanimous election indicated the place he holds in the hearts of his brother jewelers. First Vice-President T. L. Combs and Second Vice-President George H. Tucker were also unanimously re-elected. J. R. Stebbins, Ashtabula, O., who served last year as member of the executive committee, was elected treasurer of the association in place of Oliver M. Artes, who found it necessary to give up his office because of other duties. The new members of the executive committee are Charles T. Evans, Utica, N. Y., and A. W. Anderson, Neenah, Wis.

The selection of Kansas City, Mo., as the meeting place for the annual convention in 1912 was made unanimous after a hard fight on the part of delegates who were desirous of giving to Cedar Point, O., the next convention. The settlement of this question brought forth a flood of oratory from partisans of both sides, which before the final decision was reached had created considerable kindly rivalry.

The Proceedings Day by Day.

A brief telegraphic report of the opening of the convention was published in the last issue of THE JEWELERS' CIRCULAR-WEEKLY, with the address of President Roberts in full. As stated at that time, the address of welcome was delivered by D. C. Richardson, Mayor of the city of Richmond, and his speech was so typical of the hospitality of the south that it met with warm response from the audience. He said in part: "Welcome to our city, welcome to the city of Richmond; cordial and sincere welcome."

"Virginians are often charged with living too much in the past; this is unjust. It is true we remember the traditions of the past. I hope when the commercial spirit prevails we shall not be unmindful of the hospitality of the past. Richmond is now going forward in accomplishment of the great destiny which lies before. You may think by the appearance of our streets that the city has been visited by a second San Francisco earthquake, but we are only removing small buildings to replace them



STEELE F. ROBERTS, RE-ELECTED PRESIDENT.

by larger ones. Richmond in the past 10 years has grown from 85,000 to 127,000 in population. We are proud of our city, proud of our State, and proud of the great Government of the United States. There is no more loyal people than the Virginians. This Government is ours—the Star Spangled Banner is our flag—your destiny is ours. Shoulder to shoulder we stand to accomplish the destiny God has in store.

* * *

"The word jewel is said to be obtained from the Italian word meaning joy. Richmond jewelers are jewelers and joy makers—they are a jolly set of fellows."

In conclusion he said: "Again we extend to you all a hearty and cordial welcome to our city, and trust your sojourn here will be as happy to you as it is gratifying to us."

At this point in Tuesday morning's program President Roberts introduced A. F. Jahnke, Jr., who replaced W. T. Dabney as the representative of the Chamber of Commerce. Mr. Jahnke reiterated the welcome extended by Mayor Richardson, and explained that he had been placed on the program by accident to take the place of the silver-tongued orator, W. T. Dabney, whose "mint julep" speech at Detroit won for Richmond the 1911 convention. Mr. Jahnke said that the jewelers could hardly expect him to take the place of such a man. He then extended a welcome to the jewelers to Richmond in the name of the Chamber of Commerce and the 24-Karat Club of Richmond, giving President Roberts and Secretary Wheeler the credit for effecting the organization of the latter club. To ex-President Archibald he paid his compliments, and spoke of his work in organizing the State society. In conclusion he wished all a pleasant time.

The response to the Mayor and to Mr. Jahnke was made by T. L. Combs, first vice-president of the National association.

In opening his address of response, Mr. Combs spoke of the convention at Detroit last year, and the effect of the "mint julep" speech by W. T. Dabney, and then went on to thank the Mayor and other representatives of the city for the hearty words of welcome they had voiced.

He briefly outlined the growth of the National association, and gave credit to the few who had started boldly out to accomplish something for the trade, and then made a plea for co-operation all along the line. He pictured the changes that had been wrought by the association, and said that the spirit of "getting" the other fellow is dying fast.

Mr. Combs has high ideals for association work, and one ideal he emphasized is "fellow faith." Along this line he said: "I want to see our association-work another anchor itself for growth and favor by preaching down or dispelling the spirit of suspicion and distrust, and increasing our faith in our fellow men."

Through association work, he said, the jewelers are aiming to encourage and elevate the standard of service to be rendered by them to the public and to be rendered to the jewelers by their employes. "We want to make honest work an act of worship," he said.

He pointed out that the intended effect of all the association work is the stimulation of the brain and conscience in a desire for peaceable and profitable results from effort. The association aims to place the jeweler, said the speaker, "upon a stair." Continuing, he said: "There are stairs below us which we seem to have ascended; there are stairs above us, many a one, which go upward and out of sight."

In conclusion Mr. Combs told the jewelers that the lens of activity should be ever focused upon the sunshine of the future, although a too strenuous gaze toward to-morrow may dim the vision of to-day.

The report of National Secretary Claud Wheeler, which was given in part in last week's issue of THE JEWELERS' CIRCULAR-WEEKLY, was listened to with much interest. In the course of his report he said:

In the first place I would suggest that the incorporation feature of the association be abandoned and a reorganization along the line of a simple confederation of States be effected. There is absolutely no necessity for incorporation, and the various State and national laws make it necessary to render sworn statements and pay fees for which we get no benefit. Our principal place of business according to our charter is Des Moines, Ia., and notices sent there are often so late in reaching our officers that some day we are going to have a fine to pay for not being on time. Everything in the articles of incorporation that is needed could be included in our constitution. It would not then be necessary to elect officers at a certain time to be legal, and meetings could be held on dates which in the judgment of the association seemed best. It seems to me there are many reasons for this change and not one in favor of remaining incorporated. I urge the association to take this matter up at this meeting.

For the benefit of those who are to succeed me I wish that every man who is to be a State secretary could spend at least one month as national secretary. It is perhaps so easy to handle from 50 to 300 names that a State secretary forgets that the national secretary has over 4,000 to take care of, and a great deal more to do in making the national record of each name than there is in making the State record. I have urged, time and again, that just as soon as a member pays his State dues the national dues should be sent to the national secretary. It gives the member his renewal seal or certificate at once and our records are complete. The rush would not then come at the last hour, when there is so much other detail in the national office. Greater care should be exercised in sending correct spelling and addresses. It costs the association 15 cents extra every time the name or address of a new member is sent us incorrectly.

There should be a uniform system of keeping records in all the States. If each State would buy a small two-drawer cabinet with two sets of indexes, the national association should furnish each State with blank cards for the keeping of records. It would be less expensive for the State and very much better. I would also like to see a uniform triplicate receipt form adopted, and would suggest that these be furnished through the national association. This would relieve the State secretary of much work and make it easier to make out the reports to the national secretary. The expense to the national association would be small compared with the great benefits. The system which I have in mind would save much labor in both offices and enable both to keep records in better shape. * * *

I wish to thank the association for its consideration of my efforts to systematize and simplify the work of this office during the past two years, and to express my appreciation of the cooperation by State secretaries during that time. There is much to be done yet, and I hope that those upon whom the responsibility falls will ever keep uppermost the interests of the retail jeweler and his associations.

NEW MEMBERS.

	1910.	1911.
Arkansas	84	90
Colorado	69	80
Delaware	16	16
Illinois	258	297
Indiana	153	181
Iowa	333	393
Kansas	61	122
Maryland	36	37
Michigan	178	214
Minnesota	199	199
Missouri	212	254
Nebraska	182	198
New Jersey	27	60
New York	...	232
North Carolina	80	90
North Dakota	113	123
Ohio	297	378
Oklahoma	255	272
Oregon	98	98
Pennsylvania	358	432
South Dakota	46	56
Texas	61	61
Virginia	63	72
West Virginia	59	68
Wisconsin	182	262
Washington, D. C.	35	46
Members at large	26	68
Total membership	3,481	4,399

The morning session on Tuesday closed with the address of President Roberts, which was continued over until the afternoon session, and was reported last week in full.

TUESDAY P. M.

After President Roberts had finished his address at the afternoon session, he introduced Claud Range, Trenton, Mo., President of the Missouri Society of Retail Jewelers. Mr. Range, who spoke upon the subject of "Publicity and Personality," in opening his address said that in the ancient days of astrologers and wise men they were credited with having supreme knowledge, but now with an enlightened people there is no reason that publicity be curbed or knowledge be withheld from a clamoring public. The speaker said that as the language of the ancients become more proficient and written characters more commonly used, the edicts and decrees of kings were posted in public places.



CLAUD WHEELER, RE-ELECTED SECRETARY.



J. K. STEBBINS, TREASURER.

Reaching more modern times, Mr. Range spoke of the invention of the printing press and with its subsequent perfection the development of advertising.

Mr. Range said that the two most important assets of the modern jewelry store are publicity and personality, and then went on to illustrate the power of advertising.

The speaker said that before a jeweler can hope to be considered successful in his advertising he must have his business methods right. He said that if prices are quoted in advertising copy they should be based on the actual cost of doing business with a margin of profit added, else the business methods of that store are not right.

He next took up the subject of displaying goods in a jewelry store, and urged that if a jeweler wished to have the crowd he must first attract attention.

Mr. Range told his audience that a daily stock record will be found a great aid in modern merchandising. He said: "If your stock is unfortunately crowded with a number of out-of-date or tarnished pieces of jewelry or articles that are defective—get rid of them. Either start an antique department or remove the jewels and melt the gold."

In speaking on the topic of the day of the quality man, Mr. Range said that if a jeweler can repair a watch just a little better than his competitor—let it be known. "If the goods you carry are a little bit better than the department store—keep it before the public. The day of the quality man is here. Publicity makes customers, but it takes personality to hold them."

The speaker said that personality in business should never be confused with popularity, as there is a marked difference in the two accomplishments. In closing, he said that he has made a success who has smiled often and made others happy; who has helped his fellow men and assisted in bearing their burdens, and who has made the world better and more beautiful for having lived in it.

(Mr. Range's address will be published in more extensive form in a future issue.)

President Roberts next introduced M. D. Rothschild, New York, president of the Jewelers Board of Trade, who addressed the convention upon the organization of which he is the head. He spoke as follows:

ADDRESS OF M. D. ROTHSCHILD.

American National Retail Jewelers' Association:

Gentlemen—When your president honored me with the request to address you on the work of the Jewelers Board of Trade, I felt it a duty, as well as a pleasure, to accept.

The purpose for which our organization is formed so closely touches your business lives that it is but right and desirable that all jewelers should have the fullest knowledge of the manner in which we are trying to do our work.

The Jewelers Board of Trade is composed of over 700 of the most prominent manufacturers, importers and jobbers of jewelry and kindred trades, whose places of business are in more than half the States of the Union.

The Jewelers Board of Trade is national in aim and scope, and plans are well under way to make it "National" in name as well.

We have three fully equipped offices—New York, Chicago and Providence—while a fourth office, at San Francisco, will probably be opened in the near future, and other branches may be added from time to time.

The Board was primarily formed for the purpose of getting accurate information regarding the financial standing of all jewelers in the United States and Canada. This service is, of course, also performed by mercantile agencies, but they are not so well equipped to deal with the jewelry

trade as is our Board, which specializes in one line only.

Our information is gathered in three ways: First—The jeweler is requested to make a written statement to the Board concerning his business affairs. Second—A statement is prepared by a local representative of the Board, embodying the opinions of banks and merchants in the city or town where the jeweler is established. Third—The actual business experience of our members and others with the jeweler is carefully collected.

To the information obtained from these sources are added such other items as may be on record on our files—sometimes covering many years.

All the facts so gathered are carefully weighed and finally the jeweler receives a rating, which is printed in our special weekly sheets, and semi-annually in our reference books.

Where a statement is refused by a jeweler, it is often difficult to give a correct capital rating, and in some cases the Board is forced to omit this rating entirely, very much to our regret and often to the serious detriment of the jeweler. Many perfectly solvent, and otherwise level-headed business men, seem to think it an unwarranted intrusion to be asked for a financial statement, resting their refusal upon the proposition that they can get all the credit they require from dealers who know them.

This is good as far at it goes, but you must stop to consider that the jeweler who has a good rating is often enabled to do business with houses who would otherwise not call on him.

New firms of manufacturers, importers and jobbers, and old firms seeking new territory, naturally look for customers who are favorably rated. It will be admitted by wide-awake business men that it is an advantage to have access to all the live stocks in the market, even though there is no immediate desire to change the sources of supply.

The carrying of credit insurance by many wholesale dealers is another reason why every jeweler should strive to obtain a proper rating. The amount of credit which may be extended to a customer under such insurance, is invariably governed by the rating given by one of the large mercantile agencies, or by the Jewelers Board of Trade.

It is evident that an insurable account may be dealt with in a more liberal spirit than one which is not insurable; the line of credit is larger, and in times of money stringency the wholesale merchant can be lenient where he knows that an account is protected.

Our requests for written financial statements are made to all alike—the most prominent importers or manufacturers, as well as the smallest retail dealers, are expected to furnish information upon which their proper capital ratings may be based.

Prompt affirmative responses to our requests for statements are becoming more numerous, and the time is not far distant when we may expect all dealers, excepting perhaps those who are not solvent, to avail themselves of this method of securing and retaining the positions they deserve in the mercantile world.

The business of this country rests on confidence, the synonym of credit, and few of us are so rich that we can afford to slight that most important business asset—reputation for solvency.

Another function of our Board is to investigate bankruptcies, assignments and proposed extensions, in order that a report of the merits of each case may be made to our creditor members.

It is a matter of statistics that a comparatively small percentage of merchants in any line of trade enjoy continuous success from the beginning to the end of their careers. Some men fail for reasons beyond their control, others lack capital or ability to make a winning fight in the face of modern competitive methods, while a third and smaller class, finding it fairly easy to get credit, live beyond their means and when pressed for payment offer to compromise for a small fraction of their indebtedness, and then, starting right over again, repeat the performance a few years thereafter.

The passage of the United States Bankruptcy law has made it easier for us to deal with each of these groups.

Jewelers who are temporarily embarrassed by reason of overbuying, unexpected losses, exceptionally dull business, or other causes, come to the Board with a statement of their difficulties, and if conditions are found to be such that they have a fair chance of working out, a report to that effect is made to the creditors, and a liberal extension of time is recommended.

Should a jeweler's affairs be found to be in such a condition, however, that an extension would not give him a fair chance to work out of his troubles, a compromise is favored, as the fairest, quickest and surest method of placing him on his feet again.

It is somewhat more difficult to deal with cases where there is a lack of capital or ability, or sometimes both; each case is considered on its merits, and the mutual rights and equities of debtors and creditors are carefully guarded.

New combinations adding strength to a weak firm are often possible, and as men learn rapidly in the bitter school of experience, many unsuccessful merchants only begin to build on firm foundations after the realization that lasting success in business requires close study, economy, unflagging attention to details, and last, but not least, the confidence of those with whom they have dealings.

The third class may be divided into those dealers who pay their bills only as long as their credit is confined to moderate amounts, and those who deliberately set out to make a fraudulent failure.

The limitation of credits within reasonable lines often acts as a restraining influence, and the knowledge that our Board of Trade insists on being "shown" where the assets have gone to must slowly but surely reduce the number of weak and incompetent jewelers.

The deliberate swindler who plans to get credit and then pay little or nothing is also beginning to see the handwriting on the wall—the "special" or "fighting" fund of the Jewelers Board of Trade can be, and is used to collect evidence of fraud, to retain special counsel and, whenever it is possible, obtain convictions.

It has been somewhat difficult, but we have succeeded in convincing public prosecuting officials that there is a body of merchants who will steadfastly support them in the discharge of their duties, regardless of pecuniary considerations, and that under no circumstances will the Jewelers Board of Trade compound felonies.

While our Board is always anxious to recover



A GROUP OF THE DELEGATES, OFFICERS, MEMBERS AND GUESTS OF THE AMERICAN NATI

concealed assets to swell a bankrupt's estate, and, under ordinary conditions, is glad to recommend the acceptance of a reasonable offer of settlement, yet when we have caused a criminal action to be instituted, no offer, be it ever so large, can induce the Board to consent to the discontinuance of such action.

In carefully investigating failures, and making it difficult for dishonest debtors to settle and continue in the jewelry business, the Board of Trade is rendering a service of the greatest value to all honest jewelers, and especially so to those who have the misfortune to be in the same city or town as the bankrupt.

The ordinary vicissitudes of your business are often sufficiently discouraging, without the added drawback of being obliged to compete with a stock of goods for which little or nothing has been paid; bankrupt sales are the bane of the honest jeweler, and it is, therefore, the earnest desire of our Board to confine this kind of price cutting within the narrowest possible limits.

We try to accomplish this end by carefully investigating each failure with a view of helping deserving debtors, and of punishing dishonest ones. It may be well at this point to emphasize the fact that we are anxious to have debtors come direct to the Jewelers Board of Trade when they are in trouble; much unnecessary expense is saved for all parties, and bankruptcy proceedings with the many charges involved are often avoided.

There is no necessity for a debtor to engage a lawyer, as this is a costly proceeding and sometimes turns out like the famous fable of the disputants and the oyster—the debtor and his creditors share the shells, while the lawyers and legal expenses consume the meat. Lawyers are not as a rule adtruists; they must get a living from their profession, and are naturally inclined to advise the action which will produce the largest fees.

The looting of bankrupts' estates by attorneys and others interested in these proceedings has long been an open scandal, and, notwithstanding recent amendments cutting down some of the lawful fees, the expenses attending the winding up of small estates are excessive and burdensome.

Without reflecting on many members of the bar who practise law in the highest spirit of legal ethics, I do not hesitate to state that in many cases of bankruptcy which have come under our notice the lawyers seem to be actuated by but one impulse, to get the largest possible amount of money out of the bankrupt's estate, regardless of the interests of both debtor and creditors.

The Board of Trade, on the other hand, is interested in conserving not only the property involved, but the human beings who are in trouble. There is but little satisfaction to debtor or creditors to find an estate practically eaten up in bankruptcy; the jeweler has lost his good name, while his creditors have received little or no actual return from assets which ordinarily might have been paid a fair dividend.

This is not as it should be, and if jewelers will only come direct to us in their hour of distress we promise "to every man a square deal."

Among other activities of the Board are the prosecutions of violations of the Stamping act, directed by our Good and Welfare Committee. This committee has secured several convictions of manufacturers, and has lately turned its attention to retail offenders with gratifying results.

The selling of falsely stamped jewelry is a particularly mean form of competition, and we trust that a few convictions will serve to minimize, if not wipe out, this form of swindling.

The actual relationship of our Board to the retail jewelers of this country is necessarily very close. Our members are intensely interested in your members at all times in good days and evil; in times of prosperity and periods of hardship your gain is ours, and your losses naturally bear upon us.

Your American National Retail Jewelers' Association, and your many State retail jewelers' associations are doing effective work to reform abuses and better the conditions of our trade. In such work you have our sympathy, and whenever feasible we pledge our aid as well.

In conclusion, permit me to wish you and your organization the success you so richly deserve. May the commercial bonds which join us be strengthened by bonds of social interest and good fellowship, and may we work together to maintain the best traditions of our ancient and honorable trade!

Following Mr. Rothschild, Charles T. Evans, ex-president of the New York Retail Jewelers' Association, Utica, N. Y., delivered an address on "The Jeweler as a Citizen."

ADDRESS OF CHARLES T. EVANS.

Mr. President and Gentlemen: A great honor is accorded me to-day in being permitted to stand forth in this convention as the official representative of the Empire State Association. How great an honor this is, only those can appreciate who have met and mingled with the enthusiastic and energetic men who comprise the New York State Association. But there is still another honor which I feel very deeply, and that is that your honored president has deemed me worthy to present to you, upon my first attendance at a National convention, my ideas upon a subject which should be of great interest to all, "The Jeweler as a Citizen." But although I have not been privileged to attend any previous conventions of this association, I have followed its career from its inception to the present time, with the greatest of interest and the friendliest of feelings. The great men in your ranks who have led this movement are well known to me, and there are few of them but I have had more or less correspondence with on association matters.

New York State is a conservative State; it does not take hold of new movements with the rush which some other localities do. Therefore in the formation of our State association great care had to be exercised that we make no false moves. Thus, for the sake of harmony, men who favored affiliation with the National organization forgot their wishes when they saw that the interests of our own organization, and the success of the organization movement depended upon a harmonious organization in our own State first. Thus it came about that for two years New York State remained separate from the others; not because they thought themselves big enough to go it alone, but because they wished to come into the National association with a membership which would add strength to the organization movement.

President Roberts can tell you that the east is much more difficult to organize than any other



TAIL JEWELERS' ASSOCIATION AT THE CONVENTION HELD AT RICHMOND, VA., AUG. 1-4.

section of the country. To-day there is not an association in any State in New England. When our State was organized, we picked our membership. Not every so-called jeweler can become a member of our association. Our lists were gone over several times and erasures made of undesirable dealers. So that when we count our members over each man counts for more than one, because they are the flower of the New York State jewelers. Our unanimous vote to affiliate with your association demonstrates beyond the shadow of a doubt that we are with you heart and soul. I trust that these few preliminary words will be pardoned because it has seemed to me that some few words of explanation of our position was desirable.

But to take up the subject as noted on the program, "The Jeweler as a Citizen." Perhaps the case may be with this address as it is with most sermons; the people who need the suggestions most, never hear them. The publication of these several addresses in the trade papers, however, would seem to give opportunity for all jewelers wheresoever situated to read, digest, criticize and learn. And right here, let me urge upon all that they diligently study the trade papers. The man who is too busy to read these publications, is well started toward oblivion. Some jewelers would be money ahead if they read these papers for the warnings of different kinds which they receive from them, while the lessons freely taught by up-to-date merchants have a productive value little known except to those who, while busy themselves, know that the good ideas are not all contained under any one hat.

There is one question which all should think over carefully and thoroughly, and that is, "Am I doing all that I can to make my city what every good citizen should wish it to be, or am I one of those who lets the other fellow do all the work in such matters." Now, it is not my intention to belittle in any way the retail jeweler, because as business men go, the retail jeweler will compare favorably with any of them. My desire, however, is to point out the way in which one can utilize some of his spare time, and while enjoying himself through the diversion thus provided, help his city to be a better city in which to live, and at the same time, make himself happier and more contented.

It has been well said, "that though some may have more of this world's goods than others, yet the man who has his health, strength and ambition, has indeed his plenty." In every city in this country there are countless opportunities for the business man, the professional man, to lend his aid in beautifying the city; to alleviate the sufferings of those confined in hospitals and homes; to assist the young in getting started right in life; to help your Chamber of Commerce in its efforts to bring new factories to your town which will give employment to many and whose earnings will be distributed throughout that city in necessary living expenses. Are you doing your full duty to the people of your town? Your store may be conducted upon the doctrine of the "square deal." You may be honored in your community as one of the substantial citizens. Your word is probably as good as your bond. But unless you are doing something more than living quietly and peaceably; unless you are more than just an honest, upright citizen, you are not doing your full duty to the city.

But you may say, "I have not time for such matters. I am busy at my store all day, and sometimes I have to go back in the evening, and any other time I have I spend with my family." You owe a duty to your family, of course, and the writer would not for a moment urge any man to neglect his family for any outside interests. Charity is said to begin at home, but I do not suppose that it should end there. In every city in the country there are little groups of men who meet as Chambers of Commerce. The full strength of the organization, however, is only shown at the annual banquet when orators from a distance are brought there to deliver addresses of an educational nature, but which do not especially apply to your town. Are you a member of your local Chamber of Commerce? Do you attend its meetings? Are you willing to serve on committees? If you could by spending a day's time and $10, assist in landing a new enterprise for your city, would you do it?

Your local Y. M. C. A. is probably in constant trouble to meet its current expenses. Most of them are. The annual dues are kept low, so that all young men can afford to be members. Consequently the association depends upon business and professional men who are interested in the welfare of the city's young men to contribute enough to offset the usual deficiency of each year's work. Are you among those who help to raise this money, or at any rate offer your share of the expense? You would not want to see the institution go down. You know that the city needs such a place. Give it your hearty co-operation and assistance.

The hospitals of the city usually depend upon contributions of time or money, and sometimes both in order to maintain their efficiency. There is no reason why you should not perform your share of such work. You'll find the best men of the town identified with work of this kind. Why does the jeweler hold back? If you are a member of a church (and you should be), give that church your support regularly by attendance as well as financially. The church is one of our necessary institutions, and even those who do not attend divine worship regularly appreciate what kind of a place a city would be in which to live, which did not have a single spire pointed heavenward.

This is the fraternal age, and doubtless you are a member of some fraternity. If you are, be as active in its affairs as you can and demonstrate to the membership that your interest is of a more desirable character than the mere wearing of a pin. Many a business man joins a fraternity for what he thinks he can get out of it. That being his sole reason for joining, he is naturally disappointed. But, if he takes an active part in its



T. L. COMBS, FIRST VICE-PRESIDENT.

affairs, and demonstrates his interest by attendance upon its meetings, he will make acquaintances which will materially assist him in a business way. So it is, with your work in business men's associations, and in religious and charitable work. If you have a real interest in the matters at hand, and are willing to put your shoulder to the wheel to see these different affairs carried through successfully, you will become acquainted with other good business men, interested in the same thing, who will feel like giving you a share of their patronage.

Thus it is seen that even while you are doing your best to help others, you are at the same time advertising yourself and your business, and while people as a rule would frown upon the suggestion, it will pay you infinitely greater returns in dollars and cents to be active in affairs of this kind than it will to keep yourself shut up in your store, waiting for customers. Aside from this fact of financial recompense, comes the satisfaction of having done a good deed.

In years gone by, the retail jeweler was obliged, through the practices of the trade, to remain in his store every evening of the week till 9 or 10 o'clock, and thus was obviously obliged to deny himself any interest in any outside affairs. There is no need of a jewelry store being kept open evenings now as they were years ago when most of the stores were kept by men who did their watch repairing in the evening after having spent the day waiting upon customers. When we consider that to-day there is hardly a city in the land where the stores do not close evenings the year around. We can see what great strides have been taken in the past few years to put our trade or calling on a level with other businesses of a like nature. People will do their trading at your store when you are there. If it is necessary they will come three or four times in order to find you.

A jeweler should have sufficient help in his store so that his business can be successfully carried on, and all repair work gotten out without him taking any other part than supervising it. This gives him the necessary time to identify himself with outside ventures, which will bring him into prominence in the community and justify his claim to being one of the city's prominent and progressive citizens. In naming over leading citizens of a city the jeweler should be one of those first thought of, because from the very nature of his business, he is placed on a level with the banker. People enter your store, and pass over to you jewels of extraordinary value; timepieces which have cost them large sums of money; heirlooms of various character. They leave them with you relying absolutely upon your honesty and trustworthiness. They know that because you are Mr. Jeweler, and have been in business for a number of years in a certain locality, that they can absolutely depend upon receiving in good condition, and with no substitution of stones, the article left with you for repairs.

Now, when you are so regarded in your community, why don't you act the part in other ways? Your position in the community is secure. You are regarded as honest; you are considered an expert in your line; your judgment of styles and values is unquestioned. What other business man is as highly regarded in the community as you? Is there any reason why you should take a back seat for any other line of business? Be public-spirited. Try and improve conditions as regards the streets and sidewalks of your town. Be interested in having the approaches to the city to be of a character which will give a favorable impression of the town to a visitor who alights from a train. And right here, is a work that can be done in almost every town. Hideous buildings, long since useless, and now vacated, mark the entrance to many a town, and give passengers on trains an imperfect idea of the city through which they are passing, or where they expect to leave the train. Agitate for improved conditions along this line. We spend good money for advertising our stores through the newspapers, by means of booklets, by personal letters, and yet none of these several methods give anyone at present unacquainted any idea or conception of the personality of the man or men who are conducting that particular store.

That word personality suggests the idea that we should try and be as attractive personally as our natural conditions will permit. Naturally even the most skillful tailor cannot make an Adonis out of some of the material which is given him to work with. But cleanliness of person, neatness of dress, and pleasantness of manner, coupled with an inborn courtesy will make the average person forget that any other charms of person are lacking. The jeweler, who will keep himself in condition personally so that he can be pointed out as one of "our leading citizens, Mr. Smith, the jeweler," will naturally be in just the right condition and present just the right appearance to wait on Mrs. Stockson Bonds when she enters to buy her daughter a pearl necklace or a banquet ring. And if he is in proper personal condition to wait on Mrs. Bonds, he can with equal grace wait on any of his more humble customers. And after all, a man feels more as though he was somebody, when he is clean shaven, and he knows that his collar is spotless and his shirt front immaculate. Some people do not notice the smaller details of a man's dress, but there are others who do, and let me tell you one thing, that the people who consider the little things of life most, are those who buy the most jewelry.

A man's personality counts for more than can be estimated in offsetting competition. In every city we will find certain stores conducted by men of standing in the community, which proceed on the even tenor of their way, unhampered and uninterrupted by any competition of the cut rate or similar variety. Why is this so? Does price constitute the determining factor in a sale, or is price of a secondary consideration if the personality of the jeweler is right?

It does not require a deep thinker or a philosopher of any sort to answer these questions. We all know that when we go to buy a piece of goods in some line with which we are unfamiliar, we go to the store in whose proprietor we have confidence and whose ability and judgment we respect. Analyze why it is that this particular business man

inspires in you confidence and respect and you will find that the solution lies in his personality. I am afraid that many of us are lacking in some of the minor details which go to give a man that personal make-up, which will beget confidence and self-respect which is absolutely necessary to obtain before we can obtain the respect and confidence of others.

We must keep up appearances. If business is quiet it is false economy to wear a shirt or collar a day or so longer than usual; it is false economy to wear a frayed necktie or clothes which are out of shape. There is an old saying to the effect that when you are poor talk rich, and it might be translated to read, that if there is any time when you should seek to give the appearance of success, it is when you are most in need of success.

In our conversation with our customers we should be courteous at all times, and cultivate the habit of withholding criticism, or of making too many suggestions or corrections. Many customers either know as much or more about fads and fancies as you do, or else they imagine they do. In any case it does not pay to argue with them. The getting away from our business and meeting with other business men representing different lines gives us an education not otherwise obtainable, and fits us for our efforts in the battle of life. You cannot spent 10 minutes in conversation with a group of jewelers or other business men but you will learn something, and they will learn, too.

Stores in our line are more or less alike. On entering a jewelry store you find certain staple articles displayed with an occasional show case of novelties. The actual styles shown differ somewhat because the tastes of the buyers were dif- to be practically the same. Some stores of the ferent, but the classification of goods will be found higher class will carry more expensive pieces of goods, but the general plan and arrangement of goods in the different jewelry stores of a town will be very similar. How, then, can any store obtain any considerable lead upon the other stores in the city? The only way that it can be done, if all other things are equal, is to have the store reflect such a pleasant atmosphere that it will be a pleasure for people to come to your store and trade.

Now how can a man obtain and cultivate that desirable spirit? Can it be done by locking himself up in his store, and keeping away from other business men? No, it cannot be acquired in that way. The only possible result of one tying himself to business is a perpetual grouch. The man who shuts himself in his store becomes pessimistic and is unfit to wait upon trade.

On the other hand, the business men who identify themselves with the affairs in their town become acquainted with the other business men and through this acquaintance acquire the knowledge that there are advantages and disadvantages to every business; that no one business possesses all the desirable or undesirable qualities. Thus through this knowledge of other men's affairs, he comes to a realizing sense that the jewelry business, after all, is a pretty fair business to be in; that his lot is a happy one, and he ought never to complain. He returns to his own doorway encouraged to press on, and do his best to merit public patronage. He is an optimist. He is prepared to look upon the bright side of life. The customer who enters and looks, and departs without purchasing, he mentally chronicles as a future possible customer, instead of consigning him to eternal damnation. The customer who enters with a complaint, he welcomes, because he is given the opportunity of making things right, and satisfying his customer. He is in a position to offset cut-price competition, because his very person radiates faith, hope and charity. He has faith in himself and his customer; hope of the ultimate success of his business, and charity for the shortcomings of those with whom he comes in contact.

We all have our peculiarities. You can see mine; I can see yours. If you are satisfied to merely see these things, we are all right. We should consider life a great mirror which reflects back to us good or evil according to what we radiate from ourselves. The true hearted business man, who, though busy and harassed with the cares and trials of a business career, yet has time to take interest in those things outside of his business which tend toward happiness for others, and which do not promise him a cents return for his efforts, cannot but aequire a place in the hearts of those who know all of his friendly interest which will yield him tenfold. There are all ways of advertising. But there is no better way to advertise yourself as a business man than to be known as one of the business men to whom you can look for support for any venture which is for the public good. Never hold back from an enterprise which promises good for many, because it will cost you a little. Be liberal, according to your ability.

Let us resolve, that whatever has been our practice heretofore, that from this time forth, we will be found among our city's public-spirited citizens; that any influence which we can lend to make civic conditions better, will be freely given; that the young men of our community may find in us a proper example of how a man should conduct himself; that our habits and dress will be such as to inspire confidence in our successful career as a merchant; that we will close the door of our store each night, and leave behind us the cares of business, whatever they may be, and through the rest and refreshment gained during our absence from the store, be enabled to again face the duties of life with renewed vigor.

And remember that

"We live in deeds; not years;
In thoughts; not breaths;
In feelings; not in figures on a dial."

Ernest M. Lunt, vice-president of the Towle Mfg. Co., Chicago, was the next speaker introduced by President Roberts. Mr. Lunt delivered an interesting address on the subject of "The Yellow Streak." He opened his remarks by telling a humorous story, and then launching into his discourse spoke of *fear* as the "yellow streak" that makes poor merchants. In illustrating he touched upon the parcels post question and the arguments used against it. He asked the jewelers why they should fear the parcels post, and pointed out that it would be a benefit to every one of them, and means millions in the reduction of the cost of living. He said that the parcels post is right and for the good of the country. This he touched upon to illustrate only one phase of his subject.

Mr. Lunt told the jewelers that no gold mine was ever uncovered by a man who did not believe in himself, and drew an apt illustration from this. He said the jeweler should remind the rich that heirlooms are treasures. "Point out that today's price would be scorned at 100 years hence," said the speaker.

Taking up the thread of his talk, Mr. Lunt told the jewelers that they should interest the farmer and his wife if they wish their trade. He then pointed out how a jeweler, by the use of the telephone, drew trade to his store by calling up subscribers and telling them of what he had to offer them. He advised the jewelers to interest the mothers, wives and children of the land in their merchandise.

Mr. Lunt told the jewelers to deliver goods up to the mark and have courage to ask a price and stick to it. He said: "Count as true gain that only made in fair and friendly rivalry."

Following Mr. Lunt, President Roberts introduced ex-President J. P. Archibald, who delivered an address on "The Obligation of Opportunity." Mr. Archibald's address will appear in full in an early issue.

It was announced that F. W. Heron, Nebraska, president of the Omaha College of Salesmanship, would not be in attendance at the convention, and his speech was passed on the program.

The announcement of the committees, as made by Secretary Wheeler, was as follows:

Committee on Resolutions—Claud Range, Mo., chairman; Charles E. Sunderlin, N. Y.; C. H. Carmichael, Ark.; Carl J. Ricker, Kans.; J. W. Schirm, Md.; Ira Garmon, Pa., and W. L. Jones, W. Va.

Committee on President's Address—C. T. Evans, N. Y.; Frank Robertson, Okla., and Charles Mauch, Mo.

By the time the last speaker had finished his remarks and the committee announcements had been made it was getting well along toward night, and so it was decided to postpone the last part of the program, the address on "The Diamond Fields of South Africa," J. R. Wood & Sons, treating of the discovery and opening of diamond mines, which will be illustrated with lantern slides and moving pictures, until the next day. The meeting then adjourned.

TUESDAY EVENING.

Tuesday evening was occupied in a public display at the Hotel Jefferson exhibition room, of diamonds, jewelry, silver and works of art. J. R. Wood & Sons had a machine for cutting diamonds at the hotel, which was the center of much interest. The evening closed with a musicale in the foyer of the hotel from 10 to 11 P. M.

WEDNESDAY MORNING.

The Wednesday morning session was opened at 10.40, with a good attendance. Since the opening the number of those attending the meetings considerably increased, jewelers arriving from the south and west. President Roberts called the meeting to order and asked C. S. Wiley, Pittsburg, chairman of the Credentials Committee, to submit his report. He reported as follows:

The committee on credentials find the following members and different States entitled to representation: Arkansas, 3; Colorado, 3; District of Columbia, 3; Illinois, 10; Indiana, 5; Iowa, 8; Kansas, 5; Maryland, 2; Michigan, 4; Minnesota, 4; Missouri, 8; Nebraska, 4; New Jersey, 3; New York, 12; North Carolina, 3; North Dakota, 4; Ohio, 13; Oklahoma, 4; Oregon, —; Pennsylvania, 13; South Dakota, —; Texas, 3; West Virginia, 2; Virginia, 3; Wisconsin, 12. The total number is 155.

The first speaker on the program was Frank H. Robertson, president of the Oklahoma Retail Jewelers' Association, who spoke on the subject, "Ideas and Ideals." He said:

Address of Frank H. Robertson.

Frank H. Robertson, ex-president of the Oklahoma Retail Jewelers' Association, addressed the convention on the subject of "Ideas and Ideals." In opening his address, Mr. Robertson quoted the axiom, "In union there is strength." He said that the axiom to be true must be qualified, as least when applied to men it must be added—when the golden rule is the constitution and by-law of the association. He told the jewelers that he voiced no new sentiment when he said that the United States proves no exception to the general rule.

Then, taking up the subject of union, he spoke of the guilds, which date back to the latter part of the first and the early years of the second century. He said that the germ of the present association is located away back in the 17th century when Huygens practically perfected the pendulum clock. "In other words," said the speaker, "I hold that the retail jewelry business centers around the work bench of the watchmaker. The gold and silversmith are more ancient craftsmen; goods have been bought and sold since the beginning of the world, but it is the instrument for the division of time that sets us apart

from other men," declared the speaker. "Finding the vital germ of our business assailed, we have banded ourselves together to find the cure by united effort."

He told the jewelers that in cities and towns where organizations have been effected that these have done away with one scarecrow in the trade, "business jealousy," and because of these organizations the manufacturer, jobber and retailer are as a whole much closer together than ever before, and the speaker then went on to argue the benefits of forming an organization.

Speaking on the subject of fashion, Mr. Robertson pointed out that in the various fashion plates or journals, illustrated changes in the styles of costumes rarely show a hint of jewelry. He said that if the jewelers' associations could bring pressure enough to bear on the designers and publishers of these publications to cause them to correct this injustice it would open up a big field for the sale of jewelry which is now closed. He advanced as an idea the supposition that the association should cause to be issued as an advertisement in a magazine having a large circulation similar suggestions regarding jewelry, and that the advance sheets be furnished to the association members long enough ahead to enable them to be prepared and to arrange their window displays and local advertising to support the movement.

Mr. Robertson said he was an optimist as to the retail jeweler's future. He thought the dark hour of their association had passed.

C. H. Tibbets, third vice-president of the International Silver Co., Meriden, Conn., was next introduced to the jewelers. He spoke on the subject, "The Silver Age." In opening his address Mr. Tibbets extended the best of greetings from the International Silver Co. to the association, saying, "The International Silver Co. extends cordial and best wishes for your success in the future." Launching into his speech, he said:

ADDRESS OF C. H. TIBBETS.

This is a retail jewelers' association, composed of the men who act between the manufacturer and the consumer. The greatest success and satisfaction for both can only be maintained by a strong and intelligent mutual co-operation. This is of the utmost importance and cannot be dwelt upon too strongly. The prosperity of the retailer is the prosperity of the manufacturer, and vice versa. One cannot exist without the other, and there is an interdependence which is logical and necessary. While the purchasing field for the retailer is large and so to a great extent his hand is free, yet through harmony of action and purpose the best results can only be found. This needs no argument, and is the daily experience of each one of us. Never has there been such a consumption of the wares of the jewelry and silverware trade as to-day, and yet automatically the buyer has become doubly critical, thereby forcing the retailer to unusual care in his selection.

I wish to emphatically make the point that no aid should be more gladly welcomed by the manufacturer than the intelligent suggestion and criticism of the retail jeweler. It is valuable because it is real and not fanciful and is based on sound judgment and experience. For the company which I have the honor to represent, we court such suggestions and look upon them as most valuable aid in the conduct of our business.

Not only should this co-operation extend along the lines of the highest artistic development in articles manufactured, but the maintenance of a proper price schedule should command the interests of all. I cannot too highly commend the efforts made in recent years among the jewelry and silverware trade of our country to discourage senseless price cutting and to establish a reasonable profit to the jeweler in the various classes of goods which he sells. The unwisdom of doing a large volume of business at a merely nominal profit, or at no profit at all, is in need of no demonstration or proof by me. I believe that I bring to you the consensus of opinion among manufacturers, when I state that we are in hearty sympathy with you in such an effort, and bid you all success in your honest endeavor to establish a principle of business no less sound than it is fair.

The selling representative is an important factor in the relationship existing between the manufacturer and retailer. He is the man who should faithfully reflect trade conditions to his own company. Salesmanship, like other lines of business, has been reduced to a science. The salesman who sells his wares by bombastic talk, by misrepresentation and by "smart" methods should find no place with the manufacturer, and surely will not be accorded a warm reception by you of the retail trade. Nothing is more silly and short-sighted than the ofttime display of imagination as exhibited in requisitions sent into the manufacturer by his ambitious salesman and the "stuffing" of orders acts as a boomerang to the manufacturer and as a cause of intense and just irritation to the jeweler. Of such sort may there be less rather than more as time goes on! The ties of a business association between manufacturer and jeweler are greatly broadened and strengthened by the salesman whose word is as good as his bond, and whose unfailing courtesy ever invites confidence and respect. May we both as partners in a large industrial development ever seek for and encourage such a type!

Modern ideas of procedure have well-nigh revolutionized old-time methods. Present conditions have compelled new ways and means of doing things, and the merchant of to-day is obliged to be alert in order to keep in the van of the industrial forward movement.

Intelligent organization is one of the keys of modern success, and it is not beyond the bounds of possibility that we shall all live to see the day when the jeweler may successfully conduct his business affairs across a continent for 12 months in the year, this not merely by aid of telegraph and telephone, but through visual perception of his store or factory and of those with whom he may be conversing at long distance.

The guesswork methods of a few years back have been supplanted by the precise and the scientific, and business of to-day may be almost classed as an exact science, together with surgery, astronomy, etc.

The department buying adopted in recent years by many of our leading jewelers is a propitious sign of the times and reveals one of the modern methods of trade procedure. In former days this was practically impossible, since the size of a great majority of the jewelry establishments would not permit such expansion and expense. Under the stimulus of modern growth and prosperity, however, such method has become feasible and wise and is welcomed by the manufacturer, since his representative can at once approach the department using his own particular line, thus saving time and confusion on both sides. It is an age of specialization, and neither manufacturer nor retailer has escaped. The advent of specialization into industrial life is again manifested by the employment of the trained buyer by many jewelers. As in medicine or law, so in commercial life the mind intent on a specific line is bound to attain the very acme of result in the desired direction.

The trained and so-called technical man has likewise appealed to the modern manufacturer as a profitable investment, and to-day witnesses throughout our land the employment of many such among the manufacturers of progress. We believe that the retailer derives from this a very large advantage, this accruing to him through the many improved points of style, character, etc., as worked out under this plan. The word "Progress" spells the success of the American business man. He who does not go forward stands still, and he who stands still goes backward. And one is immediately and unconsciously impressed with the progressive or the stand-still policy of the retailer or manufacturer the moment he enters his establishment. It is in the very air and goes far toward the formation of a first impression.

Our country to-day needs men—men virile in expedient, progressive in idea and withal guided by a high sense of intelligent commercialism. We are looking for the man who will "carry the message to Garcia," who is dependable and who in every difficulty and confusion is able to discover the narrow path which leads him to success. We have both learned the value of the man who is fully imbued with that keen sense of personal responsibility, without which attribute no citizen or no business man is ever of great value.

May I enter a plea for high character in our business relations and transactions. We are living in the early years of a new century, and the importance and size of our responsibilities in the near future are beyond our wisdom to foretell. You are gathered here in this historic spot to deliberate and decide upon many large questions, but no decision you may make, no plan you may adopt, no thought that may take concrete shape will be nearly as far-reaching in its importance as the attitude you may assume individually and collectively toward the morals of your business as a whole. "A good name is rather to be chosen than great riches." Let us see to it then that this shall be truly a "Silver Age" and that commercial conditions shall be at least 925/1000 fine and something of which we need not be ashamed under any circumstance.

As retail jewelers and manufacturers we must elevate our commercial life to the plane of highest moral and intellectual standard. The dynamic force of a body of men, such as are seated in this hall to-day, is without measure or limit, and there is practically no result but what can be attained by your united efforts. The future is pregnant with untold problems in the industrial and commercial world, problems which must be met and solved by the men in this convention.

Following Mr. Tibbets came George H. Edwards, president of the National Wholesale Jewelers' Association, who addressed the convention on the subject of "The Jobber's Viewpoint." He said:

ADDRESS OF GEO. H. EDWARDS.

On behalf of the National Wholesale Jewelers' Association, as well as for myself, I want to thank you for the courtesy extended us by your invitation to be present and speak to you to-day.

The old boycott idea in handling trade questions has given place to a better and more effectual and satisfactory policy of consideration and adjustment of differences. The more thoughtful men in the trade have long since realized that the knotty questions that come up can only be properly settled by conference between parties interested that there are more sides than one to every question, and that no proposition can be handled correctly until all of the facts concerning it are known.

It was with this thought in mind, no doubt, that your association several years ago adopted the custom of inviting representatives of the jobbers' association to be present at your annual meeting, and a similar idea has prompted our association to have frequent conferences with the representatives of the National Association of Manufacturing Jewelers.

I believe that this getting together of the three branches of the trade has brought good results. I know the jobbers have been benefited by the opportunity of getting a view of conditions from the standpoint of the manufacturers and retailers, and I am confident these meetings have resulted in a better understanding of conditions and a modification of ideas of each branch.

Do you know that, in a large measure, the very same things that trouble you trouble the jobber. Whatever cuts short your business cuts short also the business of the wholesale house that sells you. It is therefore to the jobber's interest, if he wants and is getting your business, to do what he can to enable you to do a large and profitable trade, and no less is it to your interest to reciprocate and to encourage with your business those jobbers who are making an honest effort to serve your interests.

Possibly the jewelry trade is more closely restricted and limited than any other branch of business. To begin with, we are dealing in a line of luxuries. While a part of our goods, such as silver flat ware, clocks and watches, might be called staple, a large percentage of our merchandise is of a character that could not be called necessities of life, and then again those articles which we sell which are necessities are of a kind that it is not necessary to replace often, some of them in fact serving the user for a lifetime and oftentimes handed down from generation to generation.

Again, the outlet for the retail jeweler is cut short by the fact that our line is carried as a

side line by many merchants in other lines; the hardware house carries clocks and silverware, the haberdasher carries jewelry for men, the milliner carries jewelry for the women, the department stores and mail order houses carry the whole line so that while the demand is limited the competition is without limit. And these limitations apply as well to the jobber, who is trying to confine his trade to the regular jeweler, as they do to the retailer, in fact, they are more onerous, perhaps, on the jobber than on the retailer, due to the fact that many retailers do not practice reciprocity. The trade of the retail jeweler, limited as it is, is more limited still when it reaches the jobber. Not a few retailers buy a part of their line of hardware jobbers, indeed, I have known retailers in good standing in jewelers' associations, to buy material and tools of mail order houses, and the custom by retail jewelers of buying silverware direct of manufacturers, who make a practice of selling direct to hotels and boarding houses, is quite common.

Manufacturers who were doing thousands or perhaps millions of dollars of business annually through mail order channels, jobbers who have done thousands and hundreds of thousands of dollars' of business through general stores, or in a retail way, have eliminated largely this business and are continuing to eliminate it as fast as possible, and at a cost in profits temporarily that few retailers realize. I do not say that all manufacturers or all jobbers have eliminated all practices which are harmful, but there is no question that a large number of wholesale dealers and manufacturers are earnestly trying to protect the retail jeweler. By this I mean that many of them are absolutely refusing all retail business and mail order house trade and selling only to regularly established jewelers who are either watchmakers or employing watchmakers. Unfortunately there are retail dealers who are not broadminded enough to believe that the manufacturers and jobbers are sincere in their statements in regard to their methods, and even some retailers have been found who are willing, for two per cent. or five per cent., to aid mail order houses in obtaining goods they cannot get in a regular way. Others are continuing to boycott jobbing houses for methods long since abandoned.

Such practices do not encourage jobbers who desire to confine their business to regular jewelers, and they do convince such jobbers as are selling part of their line in other channels that it will not be profitable to change this policy. In business a policy which is not profitable cannot be permanent, and regardless of what a dealer may want to do, the inevitable law of profit and loss will compel him to abandon methods which do not bring profits. If the jobber in the jewelry line is useless, let's cut him out altogether, then we will all be either manufacturers or retailers. If, on the other hand, the jobber is a useful and needed means of distributing merchandise in our line, surely the retail jeweler will serve his own interest by encouraging with all his business those wholesalers who are making an effort to sell their goods only to the jewelry trade.

Do you realize that the jewelry jobber's field is probably more restricted than that of any other wholesale dealer? Did you ever know of a wholesale hardware house that would not sell a good jeweler or clothier or druggist a stock of cutlery, if he wanted to buy, simply because he did not employ a tinner, or a jobber in any other line that would refuse business from any dealer financially responsible? Do you know that if the jewelry jobber confines his business to the watchmaker-jeweler, and gets all of that class of trade, his possibilities are still a way less than the dry goods, hardware or drug wholesaler. Don't you think, therefore, that on an equal basis this class of jobber is entitled to all of your business? You cannot lawfully enter into a combination to boycott jobbers or manufacturers who may elect to sell trade you do not consider legitimate, but you can, as individuals, buy your merchandise where you please, and I should think you would please to buy as far as possible of houses with which you do not come in competition, or whose goods you do not find in outside stores. Nor does it seem to me that even a difference of a small per cent. in price would be sufficient to convince you that your interest lay in encouraging by your orders dry goods and hardware jobbers to handle goods in your line.

I have read with a good deal of interest an address made recently at the meeting of the Missouri Jewelers' Association, in which the speaker advocated strongly the idea of retailers forming syndicates for the purchase of their stock, and the argument was made that these syndicates would enable the retail jeweler to buy his goods at a price to compete with the mail order house. I am not going to argue against your buying your goods as low as you can—that, of course, is your privilege, but I am going to tell you that if customs in regard to settlements now prevalent with fully 90 per cent. of the dealers in our line, and which have been gradually growing worse, continue, goods cannot be sold as low as they have been. The jeweler generally has forgotten the value of cash, if he ever knew it. To my mind the abuses of the long-time settlement constitute the greatest menace to our prosperity as a class that exists to-day. The time was possibly when margins on jewelry were long, when it was the custom to charge at retail double the price paid at wholesale, when the retailer could get that margin and when the jobber could get 50 per cent. advance over his cost; then, possibly a dealer might do business without disaster and still oversimple confederation of States be effected. There



GEO. H. TUCKER, SECOND VICE-PRESIDENT.

look the value of cash. Times have changed, however. It is no longer possible to get long margins, and jewelers are being forced to consider what business sense should have taught them long ago, not to overlook, namely, that cash has a value, and that when you sell $100 worth of goods and wait four, five or six months for your money, you do not get $100 for the goods, but only that amount less the interest on the money since the sale, and more than that, your percentage of losses from bad accounts will increase with every additional day's time that you give. The retailer must learn that he cannot sell goods to be paid for any time the buyer gets ready, if he will meet his bills to the jobber as due, and the jobber is finding that he must get interest on his money on accounts not paid at maturity, or the interest he has to pay his bank for the money to carry accounts will wipe out all his profit, that he must add something to cover the added risk caused by extended time, or what looks like a reasonable margin of profit may prove insufficient to pay expenses and losses. But, besides this, and the fact that the unreasonably long terms prevalent in our line, induce overbuying with all its unhealthful consequences of ill assorted and shopworn stocks, these practices have an insiduous but powerful influence on a man's character, encouraging him to procrastination in all of his activities. Buy often and rather less than more than you need, and pay quick, even though you are offered long time, is a pretty good rule to adopt, but one which few of us, wholesale or retail, in the jewelry line live up to.

It is said that the late Marshall Field used to congratulate himself on the fact that his insistance that his customers live up to the terms of sale, that settlements he made promptly as agreed, had resulted in making successful business men of hundred of retail dry goods dealers who were forced to use this same sound business principle with their customers as their jobber used with them.

Just one more word about the suggestion of our friend from Missouri who feels that the way to handle mail order competition is to reduce prices. You must not lose sight of the fact that the percentage of expense of doing business and the volume of trade cuts a large figure in net profits. The country dealer who sells one watch a month does not make much if he gets 200 per cent above invoice price, and when you put yourself on a level with the mail order house and department store, and make price the only standard, you are not in it for a minute, and you would not be in it if you bought your goods five per cent. lower than these institutions. Your store rent, local taxes and other expense items will eat up this seeming advantage in no time, that is with the average jeweler. Possibly in some of the large cities this would not be true of very large dealers. I do not believe an average retail jewelry store can operate on a less percentage of expense than 20 per cent., and as a matter of fact I am confident that is below the average. A percentage of profit over cost which will barely pay your expenses, will net a mail order or department concern doing 10, 20 or 30 millions annually, a princely gain. No, I do not believe that cutting your price will ever cure the mail order or department store trouble, rather I believe that the plan suggested by your president last Spring at Chicago is the more effective; make your jewelry business your profession. Do not permit yourself to handle cheap trash, such as is quite generally sold by department and mail order concerns, buy such goods as you can guarantee, and then make your customers know that your reputation is back of the article, and teach him to depend more on that reputation than on the brand on the goods, and see to it that that reputation is worth something. Put your personality into every sale, do not expect or try to meet every price quoted you. Your customer generally comes to you because he believes you know the goods you are selling, and he should be and in most cases is satisfied to pay you a reasonable fee for the use of that knowledge. Talk goods and qualities, not price, or at least do not make price the all-important element.

But at that the mail order man has methods it will pay us to adopt. He creates business by constant advertisement. There never was a greater untruth than the old familiar saying, "Only so many goods can be sold anyway." Perhaps it is true that the jeweler's volume is more or less limited, but the average jeweler certainly does not reach the limit. We should talk watches, clocks and jewelry. We should keep the lines we have for sale constantly before the public. We should note the needs in our line of friends and acquaintances, and see to it that they are made to know that we have the goods they need. We should educate the public to know that it needs watches, clocks, diamonds and jewelry, instead of talking machines, furniture and sealskin coats. This we cannot accomplish by sitting at our benches and railing at the mail order man and the factories that sell him. If we could cut off the supply to mail order houses of certain lines we have accomplished little, unless we adopt modern means of disposing of our stock, because the mail order concern will simply, by scientific advertising, create a demand for such goods as it has and will do business with them, while our goods rest peacefully on the shelves. The mail order house creates business for the factory. The average jeweler is too prone to wait for the factory to create business for him, and this is perhaps the most potent cause of many manufacturers selling the mail order trade.

Now, Mr. President, I do not want to be misunderstood. I do not say that the retail jeweler is entirely to blame for the unfortunate conditions existing in our trade; in fact, I think that the lax business methods of many of our jobbers and manufacturers are to a large extent responsible for these conditions; but I do say that these conditions are a detriment to every concern in the business—manufacturing, jobbing or retail—and the sooner they are corrected the better it will be for all concerned.

President Roberts next introduced J. H. Milhening, Chicago, who delivered an address on "The Goldsmith and Jeweler."

In opening his address Mr. Milhening stated to the jewelers that his subject was to consider the past and the present of the goldsmith and jeweler. He went back to ancient times and traced the growth of the jewelry trade down through the classic years and medieval times to the present

day, calling attention to the styles of manufacture and the methods employed. Having traced the development of the craft he spoke of what the work of the present-day jeweler should show, placing stress on artistic design and execution and illustrating his points by special reference to pieces of jewelry he had seen.

The speaker discussed the art Noveau jewelry and the fame it brought to Lalique and said that the most notable advance in the manufacture of high-grade jewelry of late years came with the introduction of platinum as a setting for diamonds. Taking up this phase of his talk he spoke of the fine lace effects in highest grade platinum work when mounted with modern cut melles.

He next spoke of imitation jewelry and how the finer productions of the genuine are quickly and expertly copied in the cheaper grades. In closing he spoke of the technical schools and their work in relation to the jewelry trade. His address will appear in full in a later issue.

George H. Holmes, president of the New England Jewelers and Silversmiths' Association, as the next speaker, addressed the convention on the subject, "The Retailer from the Manufacturer's Standpoint." He said:

Address of George H. Holmes.

To you as an organization I bring greetings from another of similar nature that had its inception in a friendly rivalry for supremacy in that national game in which so many of us have participated, and which to-day commands more attention and creates more enthusiasm than any other sport known to this nation. It was in the year 1879 that the salesman representing the manufacturing jewelers of Providence and the Attleboros, challenged the New York salesmen of similar concerns to a friendly game of baseball, at one of the Rhode Island shore resorts, and for several succeeding years the annual contests of these opposing factions were held alternately in the vicinity of New York and the vicinity of Providence, accompanied on each occasion by large delegations from the captains of our industry, as well as its market representatives. From these annual gatherings a permanent organization was effected, which developed in 1902 into a chartered organization known as the New England Manufacturing Jewelers' and Silversmiths' Association, which to-day comprises a membership of 350, and includes nearly all the manufacturing jewelers, silversmiths and kindred lines in Providence and the Attleboros. The social features of the parent organization consisted of a Summer outing and a Midwinter banquet, which are retained by the present organization, are retained to some extent, its annual midwinter banquet surpassing all similar trade functions in New England, and possibly in the United States. As a chartered organization it has aimed chiefly to protect its members from demands and unwarranted conditions surrounding the productive side of our industry. Still it cannot fail to discern some of the conditions confronting the marketing of its product, and the relations existing between the manufacturer and the interposing mediums between them and the consumer, whether it be the jobber or the retailer or both.

An organization of the character referred to must, of course, embrace all classes of jewelry and silverware products, even from the concerns that supply the five and ten cent syndicates, to those which so successfully cater to the purchaser who demands the product of artistic craftsmanship. The field of this organization, New England, is not only the home of the pioneer in jewelry making in this country, the first American jewelry having been made in Providence in 1794, but this section has maintained its supremacy in the amount of capital employed, in the number of employes and in the value of jewelry and silverware produced in the United States. Out of a total annual output of jewelry and silverware in the United States of about $80,000,000, New England factories contributes about 60 per cent. of that amount. While much has been said of Newark on account of its close proximity to the great market of New York, and Newark is entitled to much praise for its rapid development in the jewelry industry particularly, still New England, with its many large factories devoted to the manufacture of gold, silver and plated goods, stands at the head of the industry in this country, and the city of Providence itself is entitled to that distinction above all other cities in the United States.

As the representative of this manufacturers' association, with its varying interests, it would be unwise for me to offer any suggestions of a technical nature for your guidance. But, I do bring to you to-day a message from those manufacturers whose life work has been a constant endeavor to secure and maintain a reputation for reliability, integrity and honest dealing.

Without undue reference to the administration or to the official who promulgated the doctrine of the "square deal," which has captured the legislative, the judicial and the public spirit of this age, I ask is there any good reason why the consumer of jewelry should not have that same protection in securing what might be termed his "luxurious necessities," as that which safeguards the so-called daily necessities of life. If further laws are necessary to secure this protection, then you and I and the organizations we represent should co-operate to that end. Your association and mine have it within their power to create a demand for honest goods at honest prices, even without the aid of further legislation. Until such time as such public sentiment is created through your influence, the manufacturers as a class uphold the principle of a "square deal," and they expect to extend it to the purchasing puhlic through your assistance and co-operation. In approaching, therefore, the subject allotted to me, the "Retailer from the Manufacturers' Standpoint," I can say at the outset that the manufacturer in all sincerity asks you to discourage the false representations of the goods he manufactures and places in your hands for distribution. As to the manner in which you are to apply this admonition, I will speak more specifically later. * * *

Even as there is diversity among the retailers and jobbers, so must there be varying interests among the manufacturers in our industry. While some of the lines produced by manufacturers are of such a nature as to preclude the possibility of their being profitably offered direct to the retailer, still there are other lines of such a nature that the interposition of the middleman's profit precludes their reaching the consumer at a proper price. This does not mean, as some would suggest, the elimination of the jobber eventually. Far from it, the prices on some classes of goods are so thoroughly established to-day that it would be quite impractical for a manufacturer to produce those goods profitably in the limited quantity which a direct dealing with the average retailer could furnish. The best results to any industry are secured by keeping all avenues of trade open, regardless of what direction they take, providing that they ultimately lead to the consumer. No doubt there are some within the sound of my voice whose birth in business is due to the friendly assistance of some reputable jobber. Now that you are strong and healthy, should you look with disdain upon the source of your existence and success? It is doubtful if the manufacturers, as a class, can ever be in a position to offer to the retailer many of the advantages now secured through the medium of the jobber.

There are many ways, however, in which the retailer either individually or through your organization, can co-operate with the manufacturer and to their mutual advantage. In offering some suggestions along that line, I am aware that many of you are already in full sympathy with these suggestions, and there are still others who may scoff at them. Nevertheless, they are offered by that class of men who are vitally interested, and largely dependent upon your success, and with whom, sooner or later, you must co-operate in placing before the public the product of their factories.

I regret to say that many of our manufacturing jewelers seem to confirm the statement of your president, Mr. Roberts, when he says: "There are too many jewelers who conduct a junk shop instead of a first class retail jewelery establishment," to which they would add, "too many jewelers that are not merchants, but rather watchmakers, and are contented with the short vision of such." There seems to be no good reason why the practical watchmaker should be contented to bury his nose in his bench, rather than devote his time to the niceties of his business, such as tasteful display of goods, courteous attention to inquiring customers, prompt and satisfactory service that the customers expect, and usually get in any first-class store. When a manufacturer has given his best energy, ingenuity and taste as well as capital to supply you with up-to-date salable goods, he can reasonably expect a proper care in the way of cleaning, recarding, etc., on your part of these same goods when in your hands, even if the ownership has been transferred. I am encouraged to believe, however, that through the efforts of your organization, this class of retailers is fast disappearing, and that their shortcomings are being to some extent overcome by the modern methods of advertising, displaying goods, etc., offered by the manufacturer, as well as by the jobber. There are many manufacturers who invite close relations with the retailer, regardless of whether they are selling the retail trade direct or not. No doubt, the average retailer knows all too little of the manufacturer and his methods. A closer association between the two would develop a knowledge on part of the retailer of much that would enhance his value as a dispenser of merchandise. He would learn the relative value of gold and gold plate, even to the distinction between electro and gold plated goods; also the actual advantages possessed by gold plated goods, and the significance of such stamping as ¼, 1-10, 1-20, etc., as well as the methods of obtaining these figures.

He might also learn, that after all, the best guarantee of quality would be the reputation of the manufacturer, and that the trade mark furnishes the best means of identification and security from imposition. The advantages of a knowledge of details of construction and finish which the manufacturer can furnish are too obvious to invite argument. The manufacturer, by virtue of the responsibilities he assumes, and the guarantees he makes to the purchaser, is entitled to some place in the foreground. Watch companies have already assumed that right and accepted its opportunities. He, the manufacturer, has a right to expect that, articles which he intends shall be sold, with a fair profit to all concerned, for 50 cents should not be thrust upon the innocent purchaser for $1 or at any other exorbitant profit not consistent with the original price demanded by the producer. The manufacturer assumes that the retailer carries sufficient insurance on his stock and fixtures to protect not only the direct owner, but also those who are interested in the impairment of that stock.

On the other hand, the retailer has it in his power to so educate himself that he in turn can educate his customers not to expect two dollar goods for one dollar, or any other unreasonable bargain. If they expect it from the manufacturer they will meet with disappointment. It is possible that some retailers may be prone to buy of the jobber extending the largest credit. But the progressive retailer should be content to place the bulk of his purchases with reliable, well established houses, either manufacturer or jobber, avoiding goods which bear prima facie evidence of having been produced under sweat-shop conditions. Such reputable concerns should expect and demand more businesslike methods, more especially along credit lines, than now prevails. Incidental to this, also, is the question of the time for placing of orders, as well as the quantity and terms involved in the transaction.

Among the objects of your association I notice that one is to correct certain abuses, which reminds me that the manufacturers I represent have a few abuses in their own sphere of business which they would like to see corrected, and which some day, through the power of organization, either you as individuals, or as an organization, will be asked to reckon with. I allude first to the abuse of the repair privilege, the burden of which, in the final analysis, is assumed by the manufacturer. Any reasonable criticism by the consumer due to qualify, finish or construction, should be communicated direct to the manufacturer, who in most cases will welcome it and apply it properly to his future production. But to replace articles that through negligence, misuse or misrepresentation on the part of the consumer or others, is an imposition that even the liberal and good natured manufacturers will not suffer indefinitely. Guarantees are expected to cover the ordinary life and use of the article designated, and even when such artices are returned for repair beyond the proper time limit, the expense of such repair or replacement should be the subject of adjustment between the retailer

and the manufacturer. Another complaint that comes from the manufacturer, or perhaps more particularly the manufacturer who sells the retailer, is that some retailers, especially in large cities, expect the manufacturer to use anything that he, the retailer, may find unsalable, and that a manufacturer's outlet for merchandise is unlimited. It is usually the case, however, that an article that ceases to be salable in one part of the country, is equally undesirable in all other parts. Modern methods of communication are so rapid that information as to styles, spreads rapidly throughout the trade. A remedy suggested by the manufacturers is that such retailers buy in small quantities and more frequently, and when necessary to take their medicine as the manufacturer often does on his own misjudgment.

As an organization, you are, without doubt, doing much to advance the interests of all the branches in the entire industry from the manufacturer to the consumer. With these same interests in view, you can render much assistance by co-operating with my own and other organizations in securing the proper definition of the term "solid gold." Such a term should not be applied to articles containing even less fine gold than in a similar article made of rolled plate. Of course, the retailer already has his remedy for this lapse of legislation, by requiring the quality stamp on the goods he purchases. In another way you can also assist materially in the welfare of the workers in this industry, and that is by urging your members by resolution, to encourage in every way possible, domestic production. We in this country possess the ingenuity, capacity and artistic genius requisite to produce our commodity equal with, and in many instances superior to, the manufacturers abroad. We work under a tremendous disadvantage, however, by reason first, of the contrasting conditions of American credit as compared with European spot cash and second, by reason of the cheap labor of Europe. Hence a protective tariff, coupled with the willingness of the retailer to co-operate with the manufacturer and wholesaler in encouraging home production, will lead to numerous advantages to all parties in interest.

Your president has requested me to say something about our technical schools as applied to the manufacture and designing of jewelry. In Providence we have a most excellent school known as the Rhode Island School of Design. It receives some financial assistance from the State, but its success is largely due to the wisdom and beneficence of its founders and benefactors, the late Jesse Metcalf and his family, as well as to enterprising and art loving citizens of our State. Its teachings of the practical relations of beauty and utility makes it an important factor in the development of our own, as well as other New England industries. There are several departments in the school, but those that most interest the jewelers are the department of modeling and the department of jewelry and silversmithing, the latter embracing the subdivisions of designing, chasing, hubcutting, jewelry making and of silversmithing. The aim of this department is to do that which will help make better workmen at the bench, to fit men for better positions and to develop to the utmost each man's ability; to so instruct each pupil that they may successfully apply the principles of art to the requirements of trade and manufacture.

The jewelry manufacturers of Providence and vicinity are liberal contributors to this deserving institution, and the manufacturers' association which I represent, lends it support and encouragement by offering annually a scholarship to the person in the jewelry and silversmithing department showing the most progress during the year, and also bronze medals in each of the subdivisions, before mentioned, for the best work in each of these lines. There are enrolled in this department annually about 100 pupils, and the work of the school and its effect on the manufacturing interest is very gratifying to all concerned.

The question of co-operative industrial education has been under consideration by this association for several months, with the result that a co-operative industrial course for the benefit of the manufacturing jewelry business has been adopted by the school committee of Providence, and this course is to become effective at the opening of our public schools next September. The provisions of this course imply what may be termed an apprenticeship on the part of the boy entering this course. Under this agreement entered into between the school boy and the manufacturer, the boy is required to be at least 15 years of age, and to have completed the first year of the high school course of study. These conditions being complied with, the boy enters the factory at the beginning of his second year in high school, and for the next three years he spends his time alternately between the school and the factory, one week in the school and the next week in the factory, and so on until the completion of the third year, when he will have acquired a good high school education, modified by special studies adopted to the needs of the jewelry industry, and will be presumed to have sufficient knowledge of the factory end of the business to accept a lucrative position in one of its branches.

In order that the manufacturer may have the benefit of the continuous labor of a boy's time, the boys are taken on in pairs—alternating with each other in the factory and the school, so that the week one boy is at school, his mate is at the factory, and vice versa. Under the agreement, the boys are paid a stipulated rate of wages for the time employed in the factory, which increases with each year's progress. This method of co-operation instruction, known as the Fitchburg plan, has been in successful operation in other lines of manufacture, and for a year the machinists of Providence have been utilizing the opportunities presented by this plan. Its success as applied to the jewelry industry is yet to be secured, but its promotors are encouraged to believe that its adoption will be a distinct advantage to the productive side of our business.

North Attleboro and other sections of New England have undertaken co-operative industrial education as applied to jewelry making in a limited way. But, the two courses referred to in the Rhode Island School of Design and the Providence High School, are most prominent in their direct application to jewelry manufacturing and offer the brightest prospect for success..

In conclusion let me impress upon you that the manufacturer's interests are your interests, that he is already co-operating with you through modern merchandising methods, advertising, etc. In return he expects honest representation of the goods he manufactures, which are backed by his reputation or his trade mark, or both. He assumes that you will be loyal to those lines which, by virtue of design, quality, finish and consistent prices, prove to be good sellers, and no doubt, he would welcome the time when the retailer, bound by resolution of this association, would pay his bills in 30 days. The latter, however, is not even a suggestion.

At this point W. H. Schwarzchild, chairman of the Reception Committee, announced that an automobile trip about the city had been postponed from Wednesday afternoon until Thursday afternoon in view of the ball Wednesday evening.

The next speaker, James H. Noyes, secretary of the Jewelers' Security Alliance, New York, told about the work of that organization. His address may appear later.

Following the address of Mr. Noyes the Wednesday morning session of the convention adjourned and a group picture was taken, which is shown on pages 70 and 71.

WEDNESDAY AFTERNOON.

Wednesday afternoon was given over to an executive session for retail jewelers only. T. L. Combs, Omaha, vice-president of the National Association, presiding. Ten vital subjects were on the program for discussion and every member was invited to participate.

A little after 4 P. M. an address was delivered by Leon DeMachy on "Diamond Mines in Operation." This lecture was under the supervision of J. R. Wood & Sons, and covered drilling, blasting and crushing. It was illustrated with moving pictures showing the process, as carried out at the mines, in a clear manner.

Mr. DeMachy in the course of his lecture, accompanying the moving pictures, said that the pictures showed the Premier mine of the Transvaal, which was discovered about 1904. He explained that the blue ground in which diamonds are found is very hard, and because of this, blasting is done three times a day, at sunrise, at noon and at sunset.

As soon as the ground is blasted it is taken at once to the surface of the mine. The fine ground goes at once to the washing machines and the big blocks of blue ground are taken to the "floors."

It was explained that the "floors" are large tracts of land on which the blue ground is spread. This blue ground when exposed to the atmosphere from four to six months has disintegrated and becomes dust. In order to accelerate this action the blocks are broken into small pieces and the whole field is harrowed several times.

Later the ground is taken to the washing machines, where it is washed after passing through another machine. The washing machine was described and it was pointed out that the diamonds, being heavier, fall to the bottom of the pan. These machines are emptied every night.

From the washing machines the pebbles are taken to the sorting room, where the diamonds are picked out.

The last step is to send the diamonds to the office, said Mr. DeMachy, where they are valued by an expert, who classifies them according to their shape, color, size and brilliancy. They are afterward sent to the diamond markets.

The lecture on the discovery and opening of the diamond fields of South Africa, which was on the program for Tuesday, was combined with the lecture given this afternoon.

The lecture and moving pictures concluded the afternoon program. August Loch, Pittsburg, Pa., was on the program for a speech, but was unable to attend the convention.

WEDNESDAY EVENING.

The early part of Wednesday evening was given over to a fine program of speeches and singing. The meeting was held in the big convention hall and was presided over by W. H. Schwarzchild, chairman of the Entertainment and Reception Committee, who introduced William Henry Wood, president of the Richmond Chamber of Commerce as the first speaker, who spoke of the City of Richmond and its development. The next speaker was Mayor Richardson, who also spoke on behalf of the City of Richmond.

The Mayor was followed by Governor W. H. Mann, of the Commonwealth of Virginia. Governor Mann welcomed the jewelers to Virginia and to Richmond. He spoke for some time, saying in part:

I want to welcome you to Richmond and I want to say that there is no more substantial class of merchants in our city than the jewelers. I can say that I have never known them to represent their goods other than as they are.

Virginia is the oldest State in the Union. When we got our charter from the English government, our State started at Old Point Comfort and extended south 200 miles and reached from ocean to ocean. Virginia ceded to the government the country from which five great States are composed.

The Governor outlined the history of Virginia, naming her great men and their achievements. Continuing, he said:

I want you to feel when you go back to your homes that the history and tradition of Virginia

IMPROVE THIS OPPORTUNITY

The very newest and best styles in Diamond Jewelry are embodied in our display for the coming Holiday Season.

Our salesmen are now starting out in their respective territories and if you will make it a point to wait and see the artistic designs which characterize our line, you'll agree that the time spent in familiarizing yourself with the goods we show will prove an excellent investment.

It will enable you to intelligently discuss values and styles in precious stones and mountings with your trade.

No obligation attends your looking at our line and we hope you will not miss the opportunity.

JUERGENS & ANDERSEN COMPANY

100-108 North State St., Chicago

BRUHL BROS. & HENIUS CO.

IMPORTERS AND CUTTERS OF

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PROVIDENCE, 184 Washington Street — PARIS, 57 Rue de Chateaudun — LONDON, 3 Hatton Garden — AMSTERDAM, 8 Tulpstraat

Black Opal Doublets

We have introduced this novelty that this article refers to, to the trade.

One error though, we use no jet for the back, but we take the matrix found with the stone. They do not only resemble black opals, but are extremely difficult to tell from the Australian after they are mounted.

Ask your manufacturer to show you some of these new stones mounted.

From the N. Y. "Sun," July 25th:

"The jewelers have taken their cue for a new and startling effect from *Mexico*. Now they mount opals on a thin base of jet, the heavy black background changes the aspect of the opal entirely and practically produces another precious gem. In appearance it somewhat resembles the much-prized black opals of Australia."

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is that of the American nation. When you come here to this old commonwealth I want you to know you are at home if you are a citizen of this great country of which we are so proud.

The Governor then spoke of the Civil War, reciting a number of anecdotes to illustrate the spirit of both the North and South. He said the Spanish War showed that there is now no north, south, east or west and that the American people are the best fighters on the face of the earth. He next spoke of the conditions in the south after the war and contrasted it with the present-day south, giving figures to show the annual output of the south in cotton, tobacco, corn, etc.

In conclusion the Governor again expressed his pleasure at having the jewelers' convention in Richmond.

President Steele F. Roberts, of the National Association, the next speaker, spoke of the Detroit convention last year and how the jewelers happened to decide to come to Richmond this year and how well they were enjoying themselves. In conclusion he said he was proud of the trade of goldsmith and silversmith to which he had the pleasure to belong.

Col. John L. Shephard, of the Keystone Watch Case Co., who is known to jewelers from Coast to Coast, was the next to address the gathering. He said he first came to Richmond as a guest at Hotel "Libby Prison" and was later transferred to Belle Island. If there was anything unpleasant in his first visit, he said, that he had forgotten it long ago. He addressed the jewelers in his own particularly pleasing style for a short time and in finishing read the famous "Mint Julep" poem of A. W. Anderson, that was published in full in the last issue of THE JEWELERS' CIRCULAR-WEEKLY. This poem was delivered by Mr. Anderson at the banquet of the Wisconsin jewelers, July 12, and has created a generally favorable impression.

The last speaker of the evening was State Senator Zilliken, of West Virginia, who made a short address in which he paid his compliments to the jewelers.

Following the speechmaking came the musical program, during which several singers, both ladies and gentlemen, rendered selections. Then all were asked to come to the front of the hall and join in singing patriotic and popular songs.

The evening ended with a ball tendered by the Municipality of Richmond, under the auspices of the Chamber of Commerce.

THURSDAY MORNING.

The jewelers were slow in gathering and it was 10.35 before President Roberts rapped for order Thursday morning. Mr. Schwarzschild, chairman of the entertainment and reception committee, announced that the automobile trip about the city would start at 4 P. M. and asked the ladies to be ready at that time and to meet in the ladies' reception room. He also announced that the boa trip on the James River would start promptly at 11 A. M. Friday.

President Roberts announced that invitations for the next annual convention would be received and the following cities each extended hearty calls for the 1912 convention: Niagara Falls, N. Y.; Kansas City, Mo.; Cedar Point, O.; Buffalo, N. Y.; Chicago, Ill., and Washington, D. C.

First Vice-President Combs moved that the convention hold an extra executive session Thursday evening and this motion was unanimously carried. It was explained that the moving picture exhibit of the diamond fields, by J. R. Wood & Sons, would close promptly at 8.30 P. M., when the executive session would begin.

ADDRESS OF WILLIAM H. HOLLWEGG.

The first regular speaker of the afternoon was William Hollweg, of the Dennison Mfg. Co., who addressed the convention on the subject, "Selling Power of Good Display and How to Make Presents Presentable." He said that the show window is a medium through which the jeweler first attracts the attention of the passerby and calls attention to the fact that he is dealing in the products of the goldsmith's art and that the success or failure of this show window depends entirely on how good is the use he makes of his display, whether he shows originality, individuality and taste in the way he arranges his wares for display. In enumerating the items desirable for the arranging and display of jewelry, Mr. Hollweg mentioned only a few, such



A GROUP OF GUESTS SALUTING THE FLAG DURING THE TRIP DOWN THE JAMES RIVER.

as window banks, display fixtures, blocks, trays, cases, etc., and then went on to describe how these fixtures could be most advantageously used.

The speaker told the retail jewelers that one of the most difficult problems which has confronted men of their craft in displaying their wares has been how to properly display a lorgnette or other chains. Mr. Hollweg said that once placed on a display fixture it is shown to best advantage. All that the speaker said about display fixtures applied with equal force to so-called blocks.

He advised the jewelers that in ordering window trimmings great care should be exercised in selecting the proper colors, as a conglomeration of different colors and designs will not attract attention, and consequently will make the expense incurred a mere waste. In order to make an effective display it was pointed out that the base of the window should be in one color, thereby allowing the jeweler to make displays in different colors at different times always with the same ground color. Having decided upon the color scheme for any particular display, care should be taken not to overdo the quantity of jewelry displayed, said Mr. Hollweg, and added that the experienced jeweler has learned that a few well displayed pieces are much more likely to attract the attention of the passerby than a window full of miscellaneous stock.

The speaker then went on to say that a few rolls of crepe paper, scissors and a can of glue, plus good taste, will work wonderful results in preparing window displays. Once the jeweler has arranged his window so that it cannot help but attract the attention of the passerby enough to induce him to enter the store, the favorable impression created must not be spoiled by the interior. The speaker argued that the woodwork, wall and show cases and wainscoting should be in harmony. He said that mahogany wall cases and nickel-rim show cases will clash, but the same wall cases and woodwork with all-glass cases will live in harmony and will help show off the beauty of the store.

Mr. Hollweg next discussed the selection and use of trays and show cases. He said that the block tray, besides showing off each and every piece of jewelry, has an advantage of safety to the jeweler, inasmuch as he need only remove one at a time. This same thing, he said, applies with more force to the ring tray, which in spite of its expense amply pays for itself in security while a tray of precious stones is being shown.

Having discussed the proposition of attracting the passerby enough to bring him into the store and through the display within got his attention, and, taking it for granted that a good salesman has consummated a sale, Mr. Hollweg took up the second part of his lecture, which dealt with how to make presents presentable, and, speaking on this subject, he told the jewelers that the box in which a gift is bestowed goes far toward creating an impression on the party receiving the gift, and that too much importance cannot be attached to this phase of the question. "If the box happens to be a cheap affair," said the speaker, "it is at once discarded and its use to the jeweler and recipient is lost. On the other hand, a fine box is invariably preserved, even if the original article is not replaced in it, and it is used for a long time as a receptacle for odds and ends of jewelry. Every time it is used, those who use it look at the name of the firm printed thereon, and when she or he finds occasion to make a present this will naturally be remembered. In summing up his address, the speaker said a box with a name on it is a standing advertisement—a poor box certainly a poor one, the fine box a good, profitable and lasting one.

Mr. Hollweg also called attention to the wrapping paper which should be used, saying that it should match the box itself, and that the string with which it is tied should be of a corresponding color, not forgetting the embossed labels holding the ends.

In conclusion the speaker told the jewelers that never in the history of the jewelry trade has a dealer had at his command at so small a cost the necessities of which to make a tasteful looking package as at the present day.

The next speaker of the afternoon was Robert F. Nattan, of THE JEWELERS' CIRCULAR-WEEKLY, who delivered an address on "The Retail Jewelers' Advertising." A

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full abstract of Mr. Nattan's address appears in the Retail Advertising Department of this issue.

ADDRESS OF T. H. CRAIG.

The next speaker was T. H. Craig, president of the Illinois State Retail Jewelers' Association, who addressed the meeting on the subject of "Store Service." In opening his address, Mr. Craig said that he realized the impossibility of framing a system to run a retail jewelry store which would suit all conditions, but he had no doubt that the jewelers would find some things at the convention in the way of suggestions which would be helpful. In beginning his address, he pointed out methods employed by modern department stores in their jewelry departments, and said that he was told that it is not at all considered an important thing to be a good jewelry salesman in many of the large department stores to be able to know all about jewelry or the technical parts of a watch.

The speaker told his audience that the jewelers are far behind in organization, as compared with other mercantile lines, but that they are getting started on the right road and he believed they would not lag long. In the State of Illinois, the speaker said, there are less than 300 members in the State retail jewelers' organization, while the bankers' organization has a membership in the same State of about 1,600.

Mr. Craig told his brother jewelers that they must look upon the jewelry business as more than a local necessity, and made a strong plea for co-operation and a spirit of co-operation. He believed that it was very important for jewelers that the general public believe that people who are in the jewelry business are honorable and to be trusted, and that each jeweler should work individually to impress that upon his customers. He said that it was very important that jewelers give customers the best they could for their money, and that the jeweler should know for a certainty that the quality of goods in his hands is the best that can be obtained for the money. In order to do this he advised that the jewelers watch closely their trade journals, since it is the journals which are the keynote of this information. He said that he made it a practice never to sell goods which did not bear a trade-mark, and considers this a very important matter.

Taking up the subject of the repair department, the speaker said that many jewelers still feel that it is necessary to have their repair department in the front window. "Many would change their location if conditions of light and space would permit, while others feel that the store would go to the dogs if that important change should be made." The speaker said that he had fixed up his repair shop in the rear of his store by spending money to secure good light and ventilation. He said that in his store no job of watch work is taken in without giving the customer an estimate of the necessary repairs, and in almost every instance he asks the customer to take a check and leave the watch to be examined, taking his name and address, explaining that in making repairs it is necessary to take a watch apart to examine it and locate the trouble, which he will gladly do without expense. The speaker said that he dropped his customer a line to let him know what the trouble with the watch was and the expense to repair same, and found that in most cases this was very pleasing to the customer and saved both him and the jeweler time and annoyance. Mr. Craig submitted a copy of a letter which he sends out to his customers, in which he tells them of the repairs needed, and gives them the cost of same.

Mr. Craig said that he was for a one-price system, and told the jewelers that they must first show to the public that they are worthy of confidence before they can expect to receive it. The speaker said: "Be on the square and you will have nothing to regret. In your business don't be afraid to try new ideas. You may have disappointments in trying some of them; they may not always work out as you expected, but they have been a benefit to you



PRESIDENT ROBERTS, CLAUD RANGE AND CHAIRMAN SCHWARZSCHILD OF THE RECEPTION COMMITTEE POSE FOR A PICTURE.

inasmuch as they have moved you out of the rut. The longer you tread that rut the deeper it is and the more difficult it is to get out of it. Be something in your town; you owe it to the town you live in."

In conclusion he told the jewelers there should be a business man's organization in every city, and if there was not in the city from which they came they should go home and start one.

George D. Parsons, president of the Washington Watchmakers' Institute, the next speaker on the program, gave a discourse on "An Efficient Watch Repairing Department." Mr. Parsons' address appears in full in the Horological Department of this issue.

When Mr. Parsons had finished his speech it was near lunch time and the convention adjourned until the afternoon.

THURSDAY AFTERNOON.

Taking up the program where it was discontinued at the morning session, the first speaker to be called upon by President Roberts was Ira D. Garman, ex-president of the Pennsylvania Retail Jewelers' Association, who spoke on "My Acquaintance with the Retail Jeweler." Mr. Garman said:

ADDRESS OF IRA D. GARMAN.

That the jeweler has improved with organization, I believe there is no question, but to keep in the front as experienced jewelers' we must be ever on the alert. There is no douht that the department store is badly handicapped by employing inexperienced help, it is our business as jewelers' to acquaint the public with the necessity of making their purchases with reliable and experienced jewelers'.

Just a word regarding the pricing of goods: Making the price equivalent to the worth of the article in most cases means nothing; therefore there is no reason why every jeweler should not make a good and fair profit. Speaking with a prominent merchant a few days ago he informed me that one of the largest department stores in the world marked their goods at a 50 per cent. basis, and even at that profit they figured on making only their cash discount as a net profit. I only wish to point out the fact that the legitimate jeweler need not fear the department store or any one else in making his own profit, or fear of being undersold.

Entirely too much is done in our stores free of charge—too much information given to the general public by us in every way, as a number of jewels in movements and the guaranteeing of cases and jewelry almost indefinitely. I would ask you is there any other business that takes the public into their confidence as the jewelry business does? In the name of common sense is there any reason why we should guarantee most everything we sell? Do doctors and lawyers give their professional services free? Are clothes, shoes, wagons, autos or any other line guaranteed forever as jewelry? For the jeweler to be successful and enabled to make a living this must be stopped with us each and every one.

Our acquaintance with the jeweler has been most beneficial and feel at times we have been helpful to one another as well. Years ago the jewelers would hardly speak one with another. To-day we visit each others stores and homes and thereby being able to acquaint ourselves about many topics of mutual interest, thieves and beats; where and from whom to buy certain goods, etc.

I can see beneficial results being derived every day from the jeweler not pricing jewelry and other articles for the customer, loaned or bought elsewhere, and wish it were possible for this convention to stamp upon your minds this rule of advising all customers to buy whatever they may wish from a responsible jeweler, assuring them that the jeweler can sell them as cheap or cheaper than the "Vest Pocket" dealer or broker.

No advertising is as profitable as friends, and the best friends are those made by fair treatment and square dealing. A small job is of no profit in itself to our business, but by the many persons interested, if well done, the small job brings larger ones of much profit to our store. A reputation for prompt service and always to meet the wishes of our customer is of great benefit.

In all business there is drudgery—the monotonous grind of routine of the jeweler is as subject to it as any other business; but interest of many sided problems that tax the brain and broadens the faculties (sometimes the interest of bringing order out of chaos) relieves what otherwise would be monotony; at any rate that of striving for the satisfaction of a work well done is a gratification, and all work well done brings to the jeweler other work to do well.

The ability to handle small matters as well as great—the willingness to give careful attention to problems at first sight, seemingly not worthy of the expenditure of much energy, *that* brings an enviable standing. To be in this position the jeweler must have a well fashioned organization, a staff of employes working willingly to become greater and better, each one with the knowledge that his particular labor is for the good of the business as well as for his own personal good, that he is an understudy for a higher place into which he may step at any time. Fortunate is the jeweler surrounded with employes working for success coupled with integrity.

The calling of our profession as jewelers is one of which all should feel proud; no other business demands more honesty than ours, and that we have the confidence of our different communities there is no doubt. Nowhere in such confidence placed in a set of men as with the jewelers. Both proprietors and employes share it alike; therefore we must be honest with our customers, with our neighboring jeweler, and strive to make each one happier and better; and above all we must be honest with ourselves and our God.

ADDRESS BY P. F. COFFIN, NEW YORK.

B. F. Coffin, organization engineer, New York, addressed the jewelers on the subject of "Store Organization—Selling Expense and Profits." He told the jewelers that during the present age of progression and strong competition it is most important that a merchant install into his business an arrangement of records which will give to him a correct analysis and acquaint

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him with true conditions. He then took up the subject of store organization and discussed it at some length, pointing out the advantages to be gained by such system. He told the jewelers that the important factor in the operation of every business is expense. "If you are selling merchandise at a certain percentage of gross profit to realize a net profit, you must operate within an established selling expense. If you do not know your gross profits on your sales, how do you know the amount to be used for selling expenses?" asked the speaker.

Having established a percentage of gross profit in each of the departments of their business, and having proportioned the selling expenses, the speaker said, it was easy to foresee a normal net profit. He told the jewelers that the matter now develops itself in building business. In conclusion the speaker said: "Do not continuously make the excuse that any new methods or suggestions are unnecessary detail, and let it go at that. Take paper and pencil and figure the possibilities of every suggestion offered you. Alone you cannot fathom the problems confronting you. Avail yourself of every opportunity for advancing your knowledge and experience along the lines of business organization."

Illustrating this point, Mr. Coffin said he had recently been informed by the management of a New York department store that they expected to increase their profits $25,000 during the present year through the operating of a perpetual inventory. This increase was based on the possibility of doing the same amount of business as was done the previous year. "Does this illustrate to you that advanced methods of organization increase profits?" concluded the speaker.

Mr. Coffin's address will appear in a more extended form in a future issue.

C. S. Wiley, chairman of credentials committee, submitted an auxiliary report which showed that there were at that time 156 delegates, which was 22 more than at the convention last year.

The report of the committee on the president's address was submitted by Chas. T. Evans, Utica, as chairman. The report was as follows:

Your committee having heard and read the excellent address of your president earnestly recommend to each and every member of this association that he carefully reread that address and in so far as possible follow out its many good recommendations.

While many of the suggestions are theoretical rather than practical at this time, yet the accomplishment of these would bring to pass the realization of the jeweler's fondest hopes.

We recommend the indorsement of those members of the jobbing trade who have abandoned the retailing of goods

We recommend that the legislative committee of the several State associations endeavor to have passed laws regarding fraudulent advertising.

We recommend the passage of uniform gold and silver stamping laws in such States as have not heretofore established same.

We recommend to our members that for their own protection they give the benefit of their patronage to such concerns as stamp their goods with a quality and registered trade-mark.

We recommend to our members that they carefully investigate the cost of doing business, and from the information gained establish selling prices on their goods which will return conservative profits.

We recommend that the several State associations through their executive committees take up the matter of strengthening the membership of the national and State organizations.

We recommend that efforts be made through our executive committee to establish organizations in such States as have heretofore been unorganized.

We especially recommend for action by this convention:

(a) A minimum selling price on sterling silver by the manufacturers;

(b) The appointment of a committee to investigate and formulate a plan of campaign of advertising by the national association and corrections of certain omissions we deem of vital importance affecting the sale of jewelers' wares in fashion magazines.

August Loch, Pittsburgh, chairman of the National Auxiliary Finance Committee, was unable to attend the convention and it was announced that the report will be submitted later and will be published in the trade papers.

National Secretary Claud Wheeler made a report of the States making the greatest increase in membership as follows: Ohio, 85; Wisconsin, 82, and Kansas, 61. The president's banner given to the State showing the largest growth in membership therefore went to Ohio. T. H. Craig, of Illinois, presented the banner to Ohio and it was accepted by A. L. Thoma, president of the Ohio State association. Mr. Craig in making the presentation said that Ohio could have the banner only one year, as Illinois is going after it next year. In reply Mr. Thoma said that the Ohio delegation came to Richmond to get that banner and would make a strong effort to keep it.

The report of the committee on deceased members was then submitted. It was as follows:

Your committee find from the records that the following members of the association have answered to the call that Father Time gives to all men to strike the balance and close the books of life on this earth: M. J. Johnson, Wayne, Ark.; A. E. Medley, Melbourne, Ark.; George Elbe, Chicago; D. Depue, Blissfield, Mich.; Charles Graves, Bad Axe, Mich.; J. F. Hendrich, Cass City, Mich.; Charles H. Reynolds, Alpena, Mich.; therefore, be it

Resolved, That we, the American National Retail Jewelers' Association, in convention assembled in Richmond, Va., extend to the relatives and friends of these brothers our heartfelt sympathy in their bereavement.

FRANK H. ROBERTSON.
CARL J. RICKER.

Col. John L. Shepherd was called upon as the last speaker on the program. He said in jest: "When you have gone home you will all say Col. Shepherd made the finest speech at the convention. When I tell you I am not going to make a speech you will agree with me. My subject is "Reciprocity Among Jewelers," and reciprocity goes hand in hand with sympathy. My heart goes out to you as having to listen to so many speeches."

Speaking more seriously he said that he felt that he could add nothing of benefit commercially or socially to what had already been said by the able speakers who had preceded him. Since silence is golden, he asked the jewelers to excuse him, but added that he had been requested to recite a bit of doggerel poetry of his own composition.

Continuing he said that all that had been said of Virginia is true and that when he was a prisoner of war in Richmond 50 years ago he did not imagine that 50 years hence he would sit on the same platform with the Governor of the State and the Mayor of the City of Richmond. He said that he took the position that glory does not belong to any State, but to the American Union. In conclusion he repeated the poem he has read at many conventions.

The meeting then resolved itself into the session for the election of officers. Senator Zelliken, of West Virginia, made the nomination speech placing before the convention the name of Steele F. Roberts for re-election. In his speech he said that the jewelers would do well to follow a chief who had led them to previous victories and that it is best in times of stress to follow the direction of those who have proved their worth.

The presentation of the name of Mr. Roberts was greeted with a wild burst of cheering and the nominations were quickly closed by unanimous consent. Vice-President Combs moved that the secretary be instructed to cast one ballot for Steele F. Roberts as president, and Secretary Wheeler in casting the entire 156 votes paid his compliments to the newly-elected president.

President Roberts arose to reply and in broken sentences filled with emotion voiced his appreciation and said that he hoped his work in the future would merit the honor showered upon him.

Ira D. Garman placed in nomination for first vice-president the name of T. L. Combs, Omaha, Nebr., to succeed himself to that office and he was unanimously elected.

Claud Range nominated George H. Tucker, Chicago, for re-election and a unanimous ballot was cast by Secretary Wheeler.

B. R. Jolly, Raleigh, N. C., placed the name of Secretary Claud Wheeler, Columbia, Mo., before the meeting for re-election. He said:

It has been said here to-day of the office of president of this association: "We need a man who is a worker and one who thoroughly understands the requirements of the office and has the good of this association at heart. We should congratulate ourselves in having just such a man to succeed himself, and for the office of secretary we need a man who has proven his efficiency, knows the policy of the president and will work in harmony with him, as has been proven, for the good of the association. And last but not least, we need a man who, on occasion, can make himself and the association popular with the ladies, and you all know one of our best business assets is to be popular with the ladies." I wish to say, gentlemen, I found the man last night, "after the ball was over." It was not long after his meeting some of these beautiful Richmond ladies as well as some of the visiting ladies equally beautiful, before the band was requested to play some of his favorite airs, and I can assure you he acquitted himself nobly and with credit and honor to this association. Gentlemen, I wish to place in nomination for secretary, Claud M. Wheeler, of Missouri.

Mr. Hutterly moved that President Roberts cast one ballot for Claud Wheeler and the motion was carried amid applause.

Calls of "speech," "speech," resounded through the auditorium and in reply Mr. Wheeler said:

It is not the job of the secretary to make speeches, and I am not in training, but I want to assure you that I appreciate the confidence expressed by your action to-day.

F. H. Robertson placed before the convention the name of J. R. Stebbins, Ashtabula, O., for treasurer, saying that Mr. Stebbins is a man of pure platinum quality, and of the greater value because of his small statue. Mr. Hutterly seconded the nomination and Mr. Stebbins was unanimously elected.

F. J. Euler, Baltimore, Md., placed in

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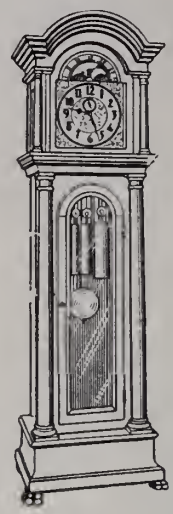
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nomination the name of Charles T. Evans, Utica, N. Y., as a member of the executive committee. Secretary Wheeler said that the National association gave New York a hearty welcome when the New York State jewelers joined the National association and that he was glad to endorse the nomination. Mr. Evans was unanimously elected and made a suitable reply in a few well chosen words.

Mr. Hess presented the name of A. W. Anderson, Neenah, Wis., before the convention as the second member of the executive committee, and after being heartily endorsed and seconded by Mr. Thoma, Ohio, he was unanimously elected. This finished the election of officers.

The meeting then took up the question of selecting a place for the convention of 1912 and called for the committee report, which was as follows:

We, the committee appointed by your president to recommend a meeting place for the National Retail Jewelers' convention for 1912 make a divided report. Two of the committee are in favor of holding the meeting at Cedar Point, O., one member is for Kansas City, Mo.

RAYMOND HUGHES,
C. N. HETZNER,
A. J. STARK.

The selection of the city for the next convention resolved itself into a contest between Cedar Point and Kansas City, Mo., and before the final vote was cast the meeting became the scene of a great debate between partisan members of the association, after C. E. Sunderlin, speaking for the New York delegation, withdrew Niagara Falls and Buffalo in favor of Cedar Point. Mr. Spear, Washington, D. C., withdrew his city, but before doing so made a strong bid for the convention in 1913.

A motion was made to ballot on Cedar Point and Kansas City. Secretary Wheeler read the list of States with the number of votes each was entitled to cast, together with the votes of the officers. He also read a telegram regarding giving to T. L. Combs the power of proxy vote of the Iowa delegates, none of whom were present, on all subjects during the convention. Ex-President Archibald pointed out that this could not be done according to the constitution, which says that in the absence of a full delegation the delegate or delegates present may vote the full delegation vote, but it does not provide for proxy voting.

Before the voting began the speech making in favor of the two cities created considerable excitement and fun.

Carl Ricker, Emporia, Kans., speaking for Kansas City, extended a warm welcome to that city and pictured the attractions of the city. He said that at Kansas City there would be plenty of work and the jewelers would be given a good time afterwards. Mr. Ricker was supported by T. L. Combs, Omaha, Nebr., who pointed out that the west had had only one of the five previous conventions. Secretary Wheeler also urged that the convention come to Kansas City, speaking of the hotel accommodations, etc. Several other jewelers spoke in favor of Kansas City.

For Cedar Point there was also a battery of speakers, who hurled their oratory against the arguments of the Kansas City supporters. J. R. Stebbins, Ashtabula, O., painted a glowing word picture of the beauty of Cedar Point, its sunsets, which he said rivaled those along the Rhine, the fine bathing, the splendid hotel accommodations, the world famous band to furnish music, the soothing effect of the lapping of the waters of old Lake Erie, etc., etc.

J. J. Freeman, Toledo, added his appeal for Cedar Point, as did several others, it being urged that a flat rate of $1.50 could be obtained at a hotel where excellent accommodations would be afforded.

Everything that could be said for both cities was put before the convention and after some time the meeting asked for the ballot and Messrs. Steinmacher, Howe, Steecker and Carmichael were appointed tellers. As the names of the States were read the delegate vote was cast. The final count showed a total of 125, of which Kansas City received 72 and Cedar Point 53. Before the meeting adjourned the vote was made unanimous for Kansas City.



A JOLLY GROUP WHO ENJOYED THE RIVER TRIP.

Immediately upon adjournment the convention reconvened in executive session and adopted the following resolutions:

THE RESOLUTIONS

Whereas, The charter of the American National Retail Jewelers' Association is ineffective in several respects; be it

Resolved, That the executive committee of the American National Retail Jewelers' Association be empowered to either have changes made in the present charter or to obtain a new charter as they may deem for the best interests of the association

* * *

Resolved, That the president and secretary of the American National Retail Jewelers' Association be hereby empowered to procure a list of the non-retailing jobbers and manufacturers of the United States and distribute said list to the members of the association, and that they be hereby empowered to use the funds of the association necessary in obtaining this information and in distributing these lists to the members of the association.

* * *

Resolved, That the American National Retail Jewelers' Association request all manufacturers of jewelry to stamp a plain and distinct trade-mark on all the goods sold to the retail jewelers.

* * *

Resolved, That the manufacturers of sterling silverware be requested by the members of the American National Retail Jewelers' Association to fix a reasonable uniform selling price for their goods, and in fixing this price they should bear in mind that the jeweler is expected to engrave such goods free of charge.

THURSDAY EVENING.

The early part of the evening was given to the address by Leon De Machy, representing J. R. Wood & Sons, New York, on the diamond fields of South Africa, the mines in operation and washing and sorting and safeguarding diamonds. The entire set of pictures was shown, accompanied by a condensed talk on the pictures. The first lecture was published last week and another will be found in abstract on page 89 of this issue.

After the moving picture lecture the jewelers went into another executive session.

FRIDAY A. M.

As was announced Thursday afternoon by President Roberts, Friday morning was devoted to a short business session. The meeting was called to order about 10 A. M. and a short session was held, which was adjourned in time to make the start for the boat trip on the James River, beginning at 11 A. M. President Roberts thanked the convention for the honor bestowed upon him in his re-election yesterday afternoon, and said he would exert his best efforts to build up the association.

The following resolutions were presented and adopted:

Reiterating our resolution of former years commending manufacturers who have upheld the standard of their wares and distributed them through exclusive jewelry channels, we further

Resolve, That we are greatly gratified at the advance made easier by the co-operation of watch manufacturers, silversmiths and others who have taken formal steps in the upholding of living prices and marketed their product through the retail jeweler. Such steps have redounded to the advantage of the trade and public.

In recognition of the warm welcome and hospitality extended to us by the city of Richmond through her citizens in the Chamber of Commerce and her city government, and in further recognition of the honor done us by Governor Mann, Mayor Richardson and President Woods, of the Chamber of Commerce in their addresses of welcome, and in recognition of the unexcelled enjoyment afforded us day and night and the action of the jewelers of Richmond in sacrificing an entire day by closing their stores to attend the James River excursion in our honor; therefore be it

Resolved, That the sixth annual convention of the American National Retail Jewelers' Association, because of such action, will long be remembered by us as a bright spot in our commercial and social lives. We hereby express to our dear Richmond people and our associates our feeling of deepest appreciation.

Resolved, That we express our thanks to the local and trade press for their comprehensive reports of the convention.

* * *

Resolved, That we express our appreciation of the Jefferson Hotel for care given this convention by the management.

* * *

Resolved, That we sincerely thank those who addressed the convention and the exhibitors for their presence and co-operation in making this convention a success

* * *

Resolved, That we express our thanks and appreciation to our officers for their untiring and successful efforts for the benefit of this association and the convention of 1911.

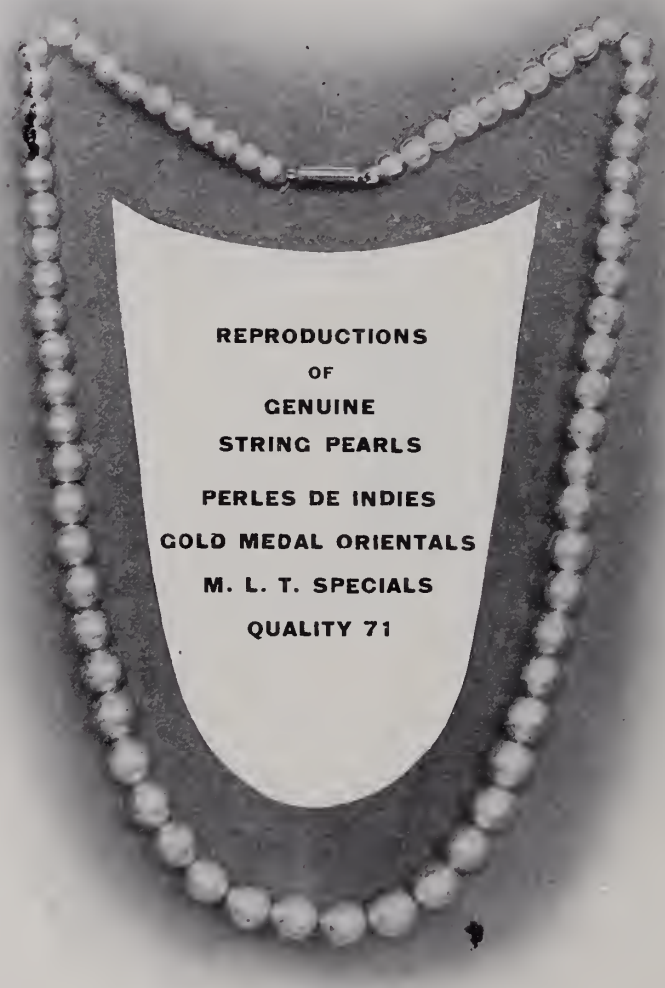
FRIDAY P. M.

Immediately upon the adjournment of the Friday morning session the trip down the James River was commenced. Some of the jewelers had left the city the previous night, but the addition of the Richmond jewelers, all of whom closed their stores for the entire day, together with members of the Chamber of Commerce and other city officials and their wives and families, swelled the number on the excursion boat to over 500.

Special trolleys were ready for the jewelers at the Hotel Jefferson, and after Chairman Schwarzchild, of the entertainment committee, had distributed trolley tickets, the trip to the Old Dominion wharf, where the *Brandon* was waiting for the trip, was made. Shortly before the noon hour the cables were loosened and the trip began.

To those who have never taken the boat trip down the historic James River it is needless to try and describe it—one must go and see for himself. A band accom-

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in the

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11 JOHN ST., NEW YORK

panied the jewelers, and on the trip down the river refreshments were served with lavish hand. Watermelons vied with fried chicken for place of honor on the menu, and plenty of cigars, etc., were always at hand

On either side of the river the banks are lined with a dense growth of southern trees broke occasionally by some splendid southern mansion set in a framework of vivid green. Points of historic interest were pointed out as the trip progressed. and, despite a severe rainstorm which lasted for a time, the trip was most enjoyable The gentlemen of the south and the ladies as well did everything in their power to make the trip pleasant for the visiting jewelers, and the reputation so justly gained for hospitality was more than maintained. When the steamer turned her nose homeward to Richmond all the enjoyment of the downward trip was repeated; and to make the homeward trip even more enjoyable, if that were possible, the sun came out and a big rainbow gave promise of a pleasant day to come.

The boat reached Richmond on the return trip at 6 P. M., on schedule, and by the time that the jewelers had reached the Jefferson Hotel, after expressing their pleasure at the splendid trip, most of the exhibits of gold and silver, etc., had been packed and ready for the return trip to the north country.

A large delegation of jewelers started home on the 8.20 P. M. train, and the trip was the more pleasant because of the opportunity afforded to live over again in exchanging experiences the four days' stay in historic Richmond. A number of the jewelers stayed over until Saturday and made the return trip by boat.

On the way down the river the visiting ladies adopted resolutions extending thanks to the Jewelers' 24-Karat Club of Richmond for the hospitality shown them. The resolutions were as follows:

To the 24 Karat Club of Richmond, Va.

The visiting ladies at the meeting of American National Retail Jewelers' Association convening in your city, Aug. 1-4, 1911, desire to give expression to their appreciation of the famous southern hospitality which has been so evident during our stay in your historical and beautiful city. It will be with deep regret that we part, but in leaving we assure you that the taste of your famous Smithfield ham, fried chicken and the aroma of the mint will be fresh in our memory for years to come. In giving you this expression of our pleasure, we wish to say that it is our hope we may be able to accept your kind invitation and meet "you all" again.

(Signed) Caroline Lunt, Chicago; Mrs. W. H. Galloupe, New York; Mrs. T. L. Combs. Omaha, Nebr.; Mrs. C. A. W. Best, New Bedford, Mass.; Mrs. C. H Carmichael, Boonville, Ark.; Mrs. T. H. Craig, Champaign, Ill.; Miss Pearl Oldsam, Urbana, Ill.; Mrs. Elizabeth Riker, Emporia, Kans.; Mrs. Susan B. Smith, Bridgeport, Conn.; Mrs J. P Henebry, Roanoke, Va.; Mrs. H. A. DeVoiex. New York; Mrs. K. F. Thomas, Chicago; Mrs. W. W. Warrick, Pittsburg, Pa.

Thus came to an end one of the most pleasant weeks in the history of the jewelry trade.

The Roster.

The members of association in attendance included:

J P Archibald, Blairsville, Pa.; J. W. Bender, Wilson, N. C.; John Buchanan, Petersburg, Va.; M. M. Berger Norfolk, Va.; Webb C. Ball, Cleveland, O.; Jas. H. Bell, Tarboro, N. C.; D. A. Buchanan, Richmond, Va.; C. G. Brown, Lockport, N. Y.; R. L. Bowman, Wadesboro, N. C.; C. C. Beman Greensboro, N. C.; L Lyle Bentz, Martensburg. W. Va.; Charles Bickelman, Schenectady, N. Y.; T. W. Blake, Raleigh, N. C.; J. J. Bartholomue, Baltimore, Md.; B. H. Bell, Beaufort, N. C.; Milton Baer, Washington, D. C.

Harry A. Carss, Philadelphia, Pa.; H. W. Carroll, Bennettsville, S. C.; W. F. Chear, Sanford, N C.; W. Combs, Omaha, Nebr.; C. H. Carmichael, Bannerville, Ark.; H. W. Cooley, Sidney, N. Y.; T. H. Craig, Champaigne, Ill.; J. D. Cameron, Rockingham, N. C.; Charles C. Crook, Baltimore. Md.

F. L. Davis, Philadelphia, Pa.; Calvin Dubois, Walton, N. Y.; J. E. Duans, North Wilkesboro, N. C.; F. H. Driesell, Norfolk, Va.; P. G. Dienet, Harrisburg, Pa; I. A. Dersher, Reading, Pa.

F. G. Enler, Baltimore, Md.; Charles T. Evans, Utica, N. Y.; Boyd Evans, Utica, N. Y.; J. Charles Ernst, Charleston, W. Va

E. J. Funst, Allentown, Pa.; J. R. Fearerno, Washington, D. C.; M. H. Fearnow. Washington, D. C.; J. B. Fisher, East Radford, Va.; J. Shannon Faber, Clifton Forge, Va.; J. J. Freeman, Toledo, O.; Wm. G. Frasier, Durham, N. C.; G. M. Fisher, Salishury, Md.

B Greenberg, Washington, D. C.; I. D. Garnon, Philadelphia, Pa.; S. L. Grog, Blackstone, Va.; Ross I. Geddens, Goldsboro, N. C.; J. B. Gaecklein, Baltimore, Md.

Raymond Hughes, Baltimore, Md.; G. A. Hudson Wooster O.; W. H. Harper Hurloch Md.; B. C Hartman, Staunton, Va.; M. Hielbroner, Tarbona, N. C.; W. G. Hagg, Ahingdon, Va.; Philip Horr, Aurora. Ind.; John Hansen, Washington, D C; J. P. Hershry, Roanoke, Va.; John Harris, Trenton, N. J.; Charles H. Howe, Syracuse, N. Y.; Cornelius N. Hetznes, Peru, Ind.; A. J. Hutterly, Washington, D. C.; John P. Hess, Fond du Lac, Wis.

W. A. Imkeep, Jr., Columbus, O.; J. S. Innes, Richmond, Va.; F. A James, Petersburg, Va; E. F. Jakeman, Norfolk, Va.; B. R. Jolly, Raleigh, N. C.; W. L. Jones, Martensburg, W Va.; H. D. Janes, Trenton, Tenn.; A. F. Jahnke, Jr., Richmond, Va.

S. S. Kaufman, Fredericksburg, Va.; W. J. Kettler, Washington, D. C.; S. Kronholtz, Stamford. Conn.; J. F. Kohler, Richmond, Va.; C. Fred Kohler, Richmond, Va.; E. C. Kohler, Richmond, Va.; O. A. Kerns, Moundsville, W. Va.; Mellon Kohler & Sons, Hagerstown, Md.

C. Lumsden & Son, Richmond, Va.; D. W. Lauhach, Philadelphia, Pa.; W. C. Lauch, Newport News, Va.; Peter Lindenstrutt, Pensacola, Fla.; E. J. Lehr, Joceoa, Ga.; Robert W. Little, Cumberland, Md.; H. L. Lang, Staunton. Va.

J. W. Myers, Richmond, Va.; W. M. Myers, Richmond, Va.; Charles A. Mauch, Marshall, Va.; B. F. Mebane, South Boston, Va.; C. A. McDonald, Richmond, Va.; S. K. O. Mexon, Henderson, N. C.; G. K. Murne, Cedar Forks, N. Dak.; R. J. Martin, South Hill, Va.; Eli C. Meyer, Richmond. Va.; Frank P. Nuse, Buffalo, N. Y.; R. A. Nall. Star, N. C.; J. W. Nichols, Waynesburg, Pa.; O. F. Neese, Jr., Burlington, N. C.; W. H. Ormye, Washington, D C.

Frank Persohn, Baltimore, Md.; Stanton Pilcher, Petersburg, Va.; F. G. Palmer, Newport News, Va.; Herbert C. Parsons, Water Valley, Miss.; George D. Parsons, Washington, D. C.; Walter Powell, Cumberland, Md.

D. B. Ryland, Lynchburg, Va.; C. J. Ricker, Emporia, Kans.; James Reuben. Lawrenceville, Va.; Steele F. Roberts, Pittshurg, Pa.; C. E. Range, Trenton, Mo; James Ralston. Weston. W. Va.; F. H. Robertson, Blackwell, Okla.; A. G. Ruff, St. Johns, Mich.; J. L. Roberts, Pittsburg, Pa.

Frank P. Steitz, Newark, N J.; J. J. Speed, Danville, Va.; M. E. Stark, Denver, Colo.; Anthony S. Chemel, Cincinnati, O; Edward Simper, Cincinnati, O.; Geo. F. Scheer, Richmond. Va.; B. F. Sieger, Erie, Pa.; W. Spelling, Richmond, Va.; Chas. S. Stifft, Little Rock. Ark; W. F. Steinmacher, Pittsburg, Pa.; Emil J. Scheer, Rochester, N. Y.; W. H Schwarzschild, Richmond. Va.; Dennis Schiam, Jacksonville, Ill.; Geo. W. Spier. Washington, D. C.; Frank F. Stapp, Dunkirk, N. Y.; H. Snider, Easlig, S C.; Chas. E. Sunderlin, Rochester, N Y.; P. M. Shirley, Fort Royal, Va.; Henry F. Stecker, Milwaukee, Wis.; A. J. Stark. Denver, Colo.; J R. Stebbins, Ashtahula. O.; E. B. Smith, Shepherdstown, W. Va.; Jerome W Schirm. Baltimore, Md.; C. E. Spear, Ayden, N. C.; E. L. Smither, West Point, Va; Geo. M Schaefer, Richmond, Va.; Lewis Selig, Elizaheth City, N. C; Geo. J. Schaefer, Baltimore, Md.

E. H. Titmas. Petersburg, Va; Jean R. Tack, Newark, N J.; W. T. Tress. Ottawa, Ill.; A. L. Thoma, Piqua, O.; Geo. H. Tucker. Chicago

M. Ulieseh, Muskogee, Okla.; John P. Vogt, Baltimore Md.; John S. Vaughan, Suffolk, Va.

T. G. Watkins, Richmond, Va; A. L. Wilcox, Durham, N. C.; J. C. White Erdein, Tenn.; J. W. Winstead, Elm City, N. C.; E T Whitehead, Scotland Neck, N. C.; C. S. Wiley, Pittsburg, Pa.; G. B. Williams, Richmond, Va; Robert L. Winston, Richmond Va; A. Walter, Jersey City, N. J.; T. S. Wall, Wallhurg, N. C.; J. M. Waters, Sylvania. Ga; E. Wentworth, Albany. N. Y.; Claud Wheeler, Columhia, Mo.; W W Warrick, Pittsburg, Pa.; David L. Williams, Winston-Salem, N. C.

THE GUESTS AT THE CONVENTION.

William G. Andrews, New York; John A. Abel, New York; E. T. Allen. Waterhury, Conn.; A E. Alexander, Wallingford, Conn.; E. M. Bracher, Providence, R. I.; B. E. Browne. Monessen, Pa.; W. H Bowghton. Waltham, Mass; Irvin, Bloom, New York; John Boyojian, New York; C. T. Bailor, Richmond, Va.; C. A. W. Best, New Bedford, Mass., and wife; Louis Cohn, New York; Rev. W. C. Campbell, Richmond, Va.; B. F. Coffin, New York; B. M. Carroll, Bennitsville, S. C.; H. W. Carroll, Jr., Bennitsville, S. C.; E. M. Cuha, Providence. R. I.; L. D. Cole, Newburyport, Mass.; Fred W. Cornell, Newark, N. J.; A. M. Clark, New York; W. S. Curdy, Philadelphia, Pa.; Lew Cowen, Bristol, Conn.; J. E. Cruess, Waterbury, Conn.; C. C. Crooks, Baltimore, Md., wife and daughter; C. H. Carmichael, Booneville, Ark.; I. H. Craig, Champagne. Ill.; Mrs. C. A. Doubet, Washington, D. C; C. E. De Borde, Waterbury, Conn.; C. S. Dowdy. Richmond, Va.; H. A. De Vaux, Ludington, Mich.; Leon De Macby, New York; R. J. Doomon, Bridgeport, Conn.; Mrs. P H. Diener, Harrisburg, Pa.; Mrs. Chas. T. Evans, Utica, N. Y.; H. K. Eyre, Richmond. Va.; Geo. E. Englehard, Chicago, Ill.; Mrs. J. Chas. Ernst, Charleston, W. Va; Mrs. H. K. Eyre, Richmond. Va.; Geo. H. Edwards, Kansas City, Mo.; A. N. French. New York; Mrs. E. J. Faust, Allentown, Pa; E. S. Fishback, Columbus. O.; J. H. Freney, Waterbury, Conn.; Albert L. Flint, Walton, Mass.; R. A. Farley, Baltimore. Md.; Mrs. W. H. Jalloup, New York, W. P. Gretter, New York; A. J. Goode, New York; E. Gauman, Ludington, Mich.; J. C. Gigon, Philadelphia, Pa.; W. H. Galloupe. New York; Isador Gellert, Brooklyn, N. Y.; Thomas Griffin, Richmond, Va.; G. C. Hauway, New York; W. C. Hanson, Waterbury, Conn.; W. L. Hough, New Haven, Conn.; A. L. Halley, New York; J. H. Karkey, Charlotte, N. C.; D. H. Havens, Wallingford, Conn; Mrs. G A. Hudson, Wooster, O.; Mrs. J. P. Henebry, Pittsburg, Pa.; H. Heyward, Wallingford, Conn.; Harvey Huber, Richmond, Va.; Geo. T. Howard, Newburyport, Mass; J. C. Higgins, New York; Chas. E. Hancock, Providence, R. I.; Z. M. Hanau, Chicago, Ill.; Chas. P. Higgenbothen, South Bend, Ind.; Alfred T. Hunt, New York; Wm. Hollweg, New York; H. Heyward, Wallingford, Conn.; Geo. A. Holmes. Providence, R. I.; Victor B. Hume, Providence, R. I.; Ruth E. Jones. Martinsburg, W. Va.; Mrs. W. L. Jones, Martinsburg, W. Va.; Miss M. A. Jahnke, Richmond, Va.; Miss B. W. Jahnke, Richmond, Va.; Mrs. J. E. Jahnke, Lexington, Va.; Mrs. C Fred Kohler, Richmond, Va.; Mrs. Wm. J. Keppler, Washington, D. C.; Henel R. Kohler, Hagerstown. Md; Wm. H. Kinna, New York; Fred'k C. Koef, New York; Milton O. Kepler, New York; Geo. W. Kite, Philadelphia, Pa; John F. Kohler, Richmond. Pa.; L. H. Kellam, Richmond, Pa.; John G. Keplinger, Springfield, Ill; S. Lindenberg, Cincinnati. O.; Miss Caroline Lunt. Chicago; G. Warren Leopold, Philadelphia, Pa.; Ernest M. Lunt Chicago, Ill.; Geo. D. Lunt, New York; A. G Lee, Philadelphia, Pa.; C. F. Lauterbach, Jr., Petersburg. Va; Morris Lissauer, New York; Miss Ida G. Munford, Providence, R. I.; Arthur H. Moore. Newark, N. J.; Jas S. McKeeby, Chicago, Ill.; Mrs Jas. McKeeby, Chicago, Ill.; Mrs. J. W. Myne Richmond, Va.; L. McDonald, New York; C. A. Merrifield, St. Johns, Mich; J. Milherninty, Chicago; Mrs. Sarah E. Nash. Des Moines, Ia.; Luella Nash, Des Moines, Ia.; H. A. Norton, Wallingford. Conn.; J. H. Nicolas, Chicago; Henry A. Norton. Wallingford, Conn.; E L. Minford, Providence, R. I; J. B. Osthoff. Cincinnati, O.; H. C. O'Neil, Chicago; Pearl Oldham, Urbana, Ill; Mrs. Geo. D. Parsons, Washington, D. C; F. H. Primo, Oneida, N. Y.; Philip Van Praag, Brooklyn, N. Y.; Charles Rothol, New York; J. E. Reagan, Indianapolis. Ind.; Mrs. Carl J. Ricker, Emporia, Kans.; Mrs Alva G. Ruff, St. Johns, Mich; Chas. W. Rattemann, Cincinnati. O.; Y. C. Regan, South Bend, Ind.; W. H. Race, Meriden, Conn.; Meyer D. Rothschild, New York; R. A. Reiner, New York; A. Roeder, New York; A. J. Sheff, Pittsburg. Pa.; Mrs. B. F. Dieger, Erie, Pa.; F. J. Spellman, Waterhury, Conn; Mrs E. L. Smither, West Point, Va.; Louis Sickles, Philadelphia, Pa.; Harold Stecker,

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Convention Notes.

Where were the Michigan and Iowa delegates?

* * *

Ex-President J. P. Archibald renewed old acquaintances and enjoyed the week's proceedings.

* * *

The executive sessions held during the convention were closed to the press.

* * *

Vice-President Combs talked it all over on the boat trips. See picture for proof.

* * *

Ira D. Garman was on hand from Philadelphia and enjoyed a pleasant week.

* * *

President Roberts presided at every session, and conducted the convention in a business-like manner.

* * *

R. A. Nall represented Star, N. C., at the convention. There were about 14 jewelers, all told, from that State.

* * *

Every jeweler in Richmond closed his store for a whole day to help entertain the visitors on the James River trip.

* * *

A number of jewelers who have attended previous conventions were missing. Among them were Joe Mazer and August Loch.

* * *

Louis Cohn, of Henry Freund & Bro., represented the New York Wholesale Jewelers' Association as a guest at the convention.

* * *

Secretary Claud Wheeler was one of the busy men at the convention, but he found time to renew old acquaintances and meet new friends.

* * *

To Detectives Thurman, Kellam and Griffin was assigned the protection of the jewelers during the convention and on the trip down the James River.

* * *

The city of Richmond was well represented during the convention by many of the most prominent jewelers of the city.

* * *

Many of the visiting jewelers with their wives had an opportunity to see the points of interest in historic old Richmond.

* * *

Neat little booklets, depicting scenes at Cedar Point, were distributed before the vote for the next meeting place of the annual convention was taken.

* * *

The true spirit of southern hospitality was shown to visitors throughout the week and was especially noticeable at the ball and on the James River trip.

* * *

Cards containing the choruses of familiar southern songs were distributed the night of the grand ball and the singing of the large assemblage was much enjoyed.

* * *

The trip on the James River and the watermelon and fried chicken will long be remembered by the many visitors, to whom the trip afforded much pleasure.

* * *

W. H. Schwarzchild, as chairman of the entertainment committee, was the man of the hour. He was everywhere all the time, and saw that no one missed having a good time.

* * *

A telegram received by Albert Zilliox, president of the Buffalo Retail Jewelers' Association, announcing the death of his father, called him home while on the way to the convention.

* * *

New Jersey was represented by Jean R. Tack, Newark; John Harris, Trenton, and Otto Roggenkamp, Elizabeth. Mr. Harris says that he enjoyed the watermelon song in German, and Mr. Tack had a pleasant word for all.

* * *

Several meetings of the jewelers who are watch inspectors for the different railroads throughout the country were held during convention week to discuss matters pertaining to this branch of the business.

* * *

The mayor of Richmond won the heart of everyone and his apt reference to the five-story buildings being torn down to make way for one 20 stories high reflected the spirit of progress in historic old Richmond.

* * *

Who said the convention was going to Cedar Point in 1912? Surely, such able assistance as was rendered by one of Richmond's fairest daughters in booming Kansas City was not in vain.



A GROUP OF PROMINENT MEMBERS OF THE A. N. R. J. A. DISCUSSING ASSOCIATION AFFAIRS DURING THE RIVER TRIP.

The one big difficulty seemed to be to begin the meetings on time. It kept A. O. Hulterly, Washington, D. C., busy at the beginning of each session getting the jewelers into the convention hall.

* * *

The speech of Treasurer Stebbins, Ashtabula, O., in favor of Cedar Point as the next convention place, was sure some speech. That "dip in old Lake Erie" got a bang from a number of Kansas City speakers.

* * *

Senator Zilliken, of West Virginia, a well known and popular jeweler, was on hand again this year and made the nomination speech which placed the name of President Roberts before the convention for re-election.

* * *

Many were disappointed at not having the pleasure of again hearing Mr. Dabney speak. His description of the Richomnd mint julep proved to be an accurate one. If you don't believe it ask anybody who sampled one.

* * *

The Jewelers' 24 Karat Club, of Richmond, distributed souvenirs on the trip down the James River. Those for gentlemen were dainty magnifying glasses, and the ladies were presented with small mirrors in celluloid cases.

* * *

R. C. Bernau, Greensboro, N. C.; Frank H. Robertson, Blackwell, Okla., and Charles A. Mauch, Marshall, Mo., were appointed a committee on publicity and went to New York Monday working on a scheme to place before the public news of the latest styles in jewelry, etc.

* * *

New York delegates were out in full force. They were: Charles E. Sunderlin, Rochester; Charles H. Howe, Syracuse; Emil J. Scheer, Rochester; Charles T. Evans, Utica; E. F. Wentworth, Albany, Charles Bicklemann, Schenectady; Calvin Du Bois, Walton; F. P. Nuse, Buffalo; F. F. Stapf, Dunkirk; C. G. Brown, Lockport; Henry Cooley, Sidney.

The Workers in a Diamond Mine.

ADDRESS BY LEON DE MACHY.

I showed you yesterday a diamond mine in full operation and you have seen the natives working for us. To-day I want to relate a few of my own experiences with these natives, and I will end my series of lectures in showing you the "Cullinan," the largest diamond ever found and will tell you what became of it.

I had between 400 and 500 of the natives under my own supervision. They used to come to the mines from every part of South Africa, some of them coming from the Zambezi and had walked for three months.

We kept them for three months, and during that time were not allowed to leave the company during working hours, and lived in what we called the "compound," a piece of ground surrounded by four walls. There they slept and cooked their own meals. They were not very particular about their bedding. A piece of corrugated iron was their bed and a piece of wood the pillow. We paid them, some 25 cents a week, some 50 cents, and the skilled workers got five shillings a week.

These natives were the only ones who could work in a diamond mine. In fact we were very much satisfied with their work, but we found only one fault with them, they used to steal the diamonds they found. Every company tried its utmost to prevent them from stealing, but without success. They knew that if caught they would be sentenced to five or 10 years of penal servitude. We used to give them 10 per cent. of the gross value of any diamond they were honest enough to give us. In spite of that they kept on stealing diamonds whenever they had a chance to do so. They used every kind of tricks to accomplish their purpose. The most customary way was to swallow the diamond. But this was of no avail to them, because if they were caught we were sure to get the diamond back sooner or later. Others hid the stones in a part of their body. One of them in De Beers mine had found three beautiful white diamonds, had put them into a rag, cut his leg open and placed the rag in the cut. But soon he presented symptoms of lockjaw and the doctor soon discovered the cause. It was always suspected that some Zulu guards who had charge of searching the natives were in connivance with them. What made it also easy for the natives to steal diamonds, was the presence in Kimberley of many "I. D. B.'s" (illicit diamond buyers), and also the proximity of the town of Christiania, in the Orange Free States, only three miles distant, and where there were no laws forbidding them to buy diamonds illicitly. At the present time the De Beers Consolidated Diamond Co. has a thorough system to protect itself against diamond stealing and very few diamonds are stolen now.

The "Cullinan" was found Jan. 25, 1905, in the Premier mine, in the Transvaal. M. F. Wells, the manager, took it out of the blue ground himself by digging around it with his penknife.

It was the largest diamond ever found. It weighed 3,025¾ karats. Its length was 4½ inches, its breadth 2½ inches, while its girth varied according to position from 8¾ to 11¼ inches.

It was presented to King Edward VII. of England by the Transvaal Government. The King sent it to Amsterdam to the firm of M. J. Ascher & Co., to be cut.

Out of the "Cullinan" were cut two large diamonds, one weighing 584 karats and the other one 374 karats, plus some other brilliants weighing 97 karats, 67 karats, and some smaller ones. These diamonds are part of the crown jewels and are kept in the power of London. The largest Cullinan diamond was worn on his crown by King George V. of England during the coronation ceremonies.

SAART'S SILVER SELLS

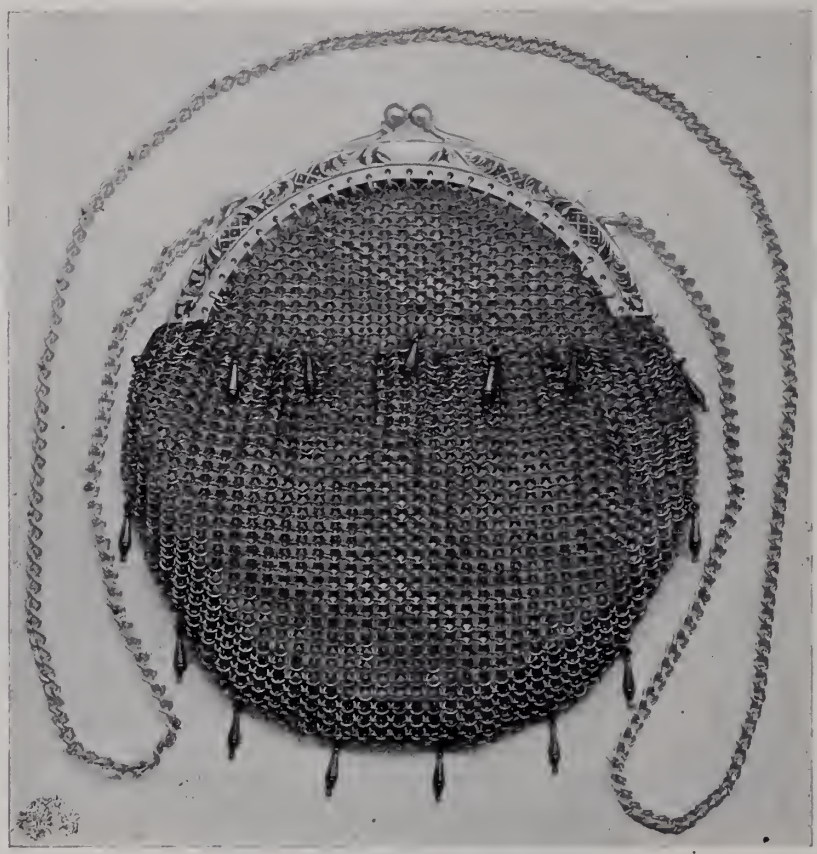
¶ It is distinguished for the great attractiveness of the designs, the skilful workmanship and priced at figures that make the goods move rapidly and leave a handsome profit to the dealer. Unquestionably the most popular line on the market.

THE FINISH IS UNEQUALED

Mesh Bags
Toilet Sets
Manicure Sets
Vanity Purses
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Sewing Sets
Sterling Knives
Vanity Bags
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Etc., Etc.

We show a great variety of patterns in the above lines, all beautiful and salable.

THROUGH JOBBERS ONLY.



No. 5541—The Latest Shoulder Bag—Illustration half-size.

Saart's Sterling Silver Specialties

are far ahead of anything you have ever bought before for the money. There is no comparison. You will find it the most profitable line to carry.

We know this,

and all we ask is a chance to prove it to you.

ORDER SAART'S SILVER NOW

and stock up before we are rushed with Fall orders.

THROUGH JOBBERS ONLY.

THERE IS BIG PROFITS AND QUICK ACTION IN SAART'S SILVER



No. 3209-K—Vanity Purse—Open.

IT'S A LIVE LINE FOR LIVE JEWELERS

We have issued a handsome

Catalogue

for the jobber, which we will send to reputable concerns conducting business under this plan.



No. 3209-K—Vanity Purse—Closed.

THE W. H. SAART CO.

ATTLEBORO, MASS.

NEW YORK OFFICE
9-11-13 Maiden Lane

Jewelry Trade's Great Exhibit Astonishes Richmond

Many Manufacturing and Wholesale Firms Exhibit Gems, Jewelry, Watches, Silverware and Cut Glass During the Convention of the American National Retail Jewelers' Association.

RICHMOND, Va., Aug. 5.—The greatest display of jewelry and precious stones ever seen in this city was enjoyed by hundreds of people who visited the Hotel Jefferson during the week, where the annual convention of the American National Retail Jewelers' Association was being held. It is hard to place an exact estimate on the value of the goods displayed which totaled at least $175,000. The exhibitors included many of the largest concerns in the country and the exhibition was one of the greatest ever held by the trade in this country.

Tuesday evening the Jefferson was the center of a large crowd of the best people of Richmond and for over three hours there was a constant flow of the wealth and beauty of this fair city through the corridors of the hotel. They admired the glittering diamonds, the rich sparkle of cut glass and the splendor of silverware, watches and jewelry to their heart's content and went home to marvel at the vast amount of money invested in the jewelry and kindred trades.

The most valuable exhibit was without question that of Powers & Mayer, New York, who displayed an amazingly valuable collection of their gem set jewelry, including many magnificent pearl and diamond pieces. Special care was taken to guard this costly display, which was located in the State suite and carefully guarded. Diamonds set in platinum in a variety of costly and artistic fancies created much favorable comment from all who were fortunate in seeing this exhibit. Articles ranging well into the thousands of dollars were shown in cases, together with smaller artistic creations. The exhibit was in charge of F. C. Kopf and Milton O. Kepler.

An exhibit which attracted its full share of attention was that of the Oneida Community, Ltd. The display included a general line of silverware which was displayed in Room B. Chests of silverware, together with individual pieces and sets, were greatly admired by both ladies and gentlemen. The exhibit was in charge of F. H. Primo, James Harkey, M. E. Kinsley and C. N. Burnham, who welcomed all visitors.

Robert H. Ingersoll & Bro. had an exhibit in room D which included their lines of Ingersoll-Trenton and other watches. As souvenirs postal cards were given containing a reduction of the group photograph of those who attended the convention. This idea made a great hit and hundreds of cards were distributed which were mailed to friends. The cards were gotten out in short order and were typical of the enterprise of this concern. The exhibit was in charge of A. S. Hawley and A. Roeder.

The Pairpoint Corporation, New Bedford, Mass., had a most excellent showing of cut glass, silver and brass goods, including a fine line of electroliers. The exhibit was so large and varied that the principal display was made in room 616, while a smaller exhibit occupied a position in room B. This exhibit was one of the largest at the convention. It was in charge of C. A. W. Best, Geo. E. Sherman and H. F. Thompson.

R. Wallace & Sons Mfg. Co. displayed an excellent assortment of silverware, including a number of this concern's well known patterns, among which were the new Laural in plated ware and the Washington pattern in sterling silver. A complete service of the Washington pattern was displayed and visitors were also emphatic in praise of the new Sheffield plate line and the mission silverware. Souvenir spoons in three designs were distributed. J. H. Nicolas, Chicago representative, and H. Haywood, factory representative, were on hand to welcome visitors. H. A. Norton, general manager, was also at the convention for a short time.

The Star Watch Case Co. had a fine exhibit in room 627. The room was draped with American flags and in the center of the display was a large horseshoe of watch cases. A general line of cases were shown, together with cases in solid sterling overlaid with 12 karat gold. The designs were many and artistic. Special attention was called to the ballbearing bows and these were presented as souvenirs. H. A. De Vaux, special factory representative, was in charge and welcomed the many visitors, who were much pleased at the fine display and made to feel at home by the welcome extended by Mr. De Vaux.

The New England Watch Co. had a splendid exhibit, which attracted much attention. This company showed its new and complete lever line and was represented by the following travelers: E. T. Allen, J. E. Cruess, E. C. Barde, John Freney, P. Gretter, W. C. Hansan, W. L. Hough and Frank Spellman. These travelers cover almost the entire country, so every dealer who called at the exhibit found some one to welcome him that he knew. The company gave away a special gold case opener stamped "Richmond Convention."

Siegel, Rothschild & Co., Baltimore, occupied room 606 with an elaborate display of umbrellas, canes and parasols. The exhibit included gold, silver and ivory handles. A special feature was made of the detachable handle for umbrellas, which are sold exclusively to the jewelry trade. The room was in charge of D. A. Weinberg and S. A. Farley.

The Waltham Watch Co.'s booth was the center of interested groups watching the operation of a working model of the company's watch, which was enlarged to a diameter of about two feet. The line of watches attracted merited attention. The company was represented by A. S. Flint, W. A. Wigmore, W. G. Boughton and R. A. Reiner. The exhibit was in room A, where watch dial badges, with red, white and blue streamers, were distributed.

The exhibit of J. R. Wood & Sons in room 1 showed a diamond cutting and polishing plant in full operation, under the direction of skilled workmen. Many of the visitors had never seen how diamonds are cut and prepared for setting and the opportunity was eagerly seized by hundreds who were much interested in the process. Alfred T. Hunt was in charge. Philip Van Praage operated the lopping machine and I. Gellert the brilliantering machine. During the convention week visitors were both entertained and instructed by a moving picture lecture given by Leon De Machy, representing J. R. Wood & Sons. The lectures described the diamond fields of South Africa and the method of obtaining and caring for diamonds, while the pictures showed the entire process in splendid shape. The J. R. Wood & Sons line of wedding rings was also displayed.

A feature of interest in connection with the display made by the South Bend Watch Co. was an exhibition of a number of watches which had been through the San Francisco fire. The watches were running, as usual. Chas. T. Higginbotham, consulting superintendent of the company, who is a well known horologist, was on hand, as usual. The exhibit of watches was in charge of J. Augustine Smith, salesmanager, who had with him C. J. Tompkins, assistant sales manager, and V. C. Regan, a traveler in Virginia, Tennessee and Kentucky. The exhibit was in room 2. Fans and watch fobs were given as souvenirs.

The Dueber-Hampden watches were displayed in room B, and the exhibit, which was the center of a busy throng, was in charge of George M. Kite and Henry A. Schrantz. This exhibit included a splendid collection of Dueber-Hampden products, including the new 12 size line. A watch, said to be the smallest time-keeper in the world, was exhibited in contrast to a large watch in a silver case. Souvenir watch pins and match safes were given to visitors.

The Winthrop Mfg. Co. was represented by E. L. Mumford, who displayed a line of this concern's jewelry in room A and called especial attention to a patent cuff button.

J. E. Higgins and L. McDonald represented the Western Clock Mfg. Co., and welcomed visitors to the exhibit, which included the lines of this concern.

Another booth worthy of special attention was the one containing the exhibit of the Rogers, Lunt & Bowlen Co., in room A, where C. A. Merrifield, southern representative of the concern, met the trade and extended a welcome to all comers. The exhibit included a general assortment of the concern's product, and much favorable comment was given the "Mount Vernon" pattern.

The Stillman Safety Lamp Co. had an exhibit of lamps, in charge of J. W. Potter, in room A.

F. & M. Weintraub exhibited a line of so-called Sheffield ware. The display was in room A and was in charge of Fred Weintraub and Chas. Rotholz.

Hamilton & Hamilton, Jr., Providence, exhibited a line of jewelry in room B. It was in charge of D. H. Wells and E. M. Cunha.

The International Silver Co. had the largest exhibit at the convention. The assortments comprised the best efforts of all the different International Silver Co.'s factories, including sterling silver of Wilcox



SOME OF THE PRINCIPAL EXHIBITS AT THE RICHMOND CONVENTION.

1. Pairpont Corporation. 2. Dennison Mfg. Co. 3. J. R. Wood & Sons. 4. R. Wallace & Sons Mfg. Co. 5. International Silver Co. 6. Oneida Community, Ltd. 7. New England Watch Co. 8. Star Watch Case Co. 9. Swartchild & Co. 10. Rogers, Lunt & Bowlen Co. 11. Waltham Watch Co.

& Everston, Simpson, Hall, Miller & Co., Barbour Silver Co. and Watrous Mfg. Co., Sheffield effects of the Barbour Silver Co. and the Meridan Britania Co., together with all the different well-known Rogers plated flat ware lines. A fine display of cut glass, silver deposit and plated hollow ware was also made. A novel idea of the exhibit was an 1847 girl in original costume of that period, who distributed teaspoons with the 1847 girl etched in the bowls. The exhibit was in charge of W. H. Race, D. H. Havens, Frank Wilcox and A. E. Alexander, and was shown in room C.

Abel Bros. & Co., New York, had an exhibit in a prominent place in the auditorium lobby, where they showed a fine line of diamond jewelry and other effects, including wedding rings. The display was in charge of John Abel and W. G. Alexander. Celluloid paper cutters were the souvenirs.

The Woodside Sterling Co. distributed catalogues.

C. E. Hancock & Co., Providence, held an exhibit in room 396, where a general line of their jewelry was shown. C. E. Hancock was in charge, and gold key chains were given to visitors.

The Brown Street Clock Co., Monessen, Pa., was represented by B. E. Brown, who displayed in the main lobby a painting of the Brown Street Clock which was of actual size. The clock shown stands 15 feet high and is 12 feet to the middle of the dial. These clocks sell from $140 to $200.

The S. Cottle Co., New York, was represented by Jack Goode, who displayed a line of mesh bags in room 292. One 14-karat gold bag contained 22,000 links and required the work of three men to make. It cost $3,000. Unique silver bags with 11 different styles of mesh were also shown. Mr. Goode also represented the Chapin & Hollister line.

Boyajian Bros., New York, displayed oriental jewelry in room A.

The American Silver Co. and the Leedin Novelty Co. were represented by Lew Cowen, who had an exhibit in room 622 of flat ware and silver-plated toilet goods.

The A. & Z. Chain Co., Providence, R. I., and the Electrolytic Art Metal Co., Trenton, N. J., were represented by Irving Bloom. He displayed 1-10 and 1-4 gold-filled chains and bracelets and sterling silver hollow on the sixth floor. Mr. Bloom is on a trip south.

The Holmes & Edwards Silver Co., Bridgeport, Conn. (International Silver Co. successor), had a general line of flat ware in cases together with stag handle cutlery. A feature of the exhibit was a "big spoon." R. J. Dormon and K. H. Stetzer had charge of the exhibit on the sixth floor.

The E. H. H. Smith Silver Co., Bridgeport, Conn., was represented by E. H. H. Smith. The display in room D included flat ware, saw-pierced Sheffield ware, Flemish and Mission patterns.

Swartchild & Co., Chicago, had a complete exhibit of materials, etc., in charge of Edward Keating in room D. Mr. Keating brought along his "dog," "Spare Ribs." The souvenirs were celluloid rules and pennants. The booth was tatsefully gotten up and attracted its share of attention.

The Dennison Mfg. Co. held its display in room D, where an assortment of boxes, cases and window display fixtures were shown to the many visitors. The exhibit was in charge of William Hollwey, New York manager, assisted by J. F. McKeeby, Chicago representative, and H. K. Eyre, Richmond representative. The souvenirs were wax stickpins.

A. J. Sheff & Co., Pittsburgh, Pa., exhibited and demonstrated their patent ring sizing machine. The exhibit was in charge of A. J. Sheff and W. W. Warrick.

Other concerns represented at the convention were: The Hamilton Watch Co., by E. S. Fishback; E. Howard Watch Works, by Adelbert G. Lee; Towle Mfg. Co., by Ernest Lunt, Geo. D. Lunt, Geo. T. Howard and L. D. Cole; Crescent Watch Case Works, by W. H. Galloupe; Illinois Watch Co., by Joseph C. Gigon and Joseph Keplinger; the L. E. Waterman Co., by T. C. Hanway; the Shepard Mfg. Co., by A. A. Dieter; Champenois & Co., by C. F. Sweasy; H. O. Hurlburt & Sons, by G. Warren Leopold; J. B. Bowden & Co., by A. N. French; Rosenzweig Bros., by Harold Stecker; L. Adler & Sons, by Charles Steiner; O. J. Somers & Co., by O. J. Somers; L. Strassburger's Son & Co., by Morris Lissauer; Moore & Son, by Arthur Moore; J. A. & S. W. Granbery, by Fred W. Cornell; H. C. O'Neil, auctioneer, Chicago; the Jos. Noterman Co., by J. B. Osthoff; the G. S. Lovell Clock Co., by E. O. Common; Henry Lederer & Bro., by E. M. Bracker; Elgin National Watch Co., by W. H. Kenna and H. F. Thomas; the Baldwin-Miller Co., by J. E. Reagan.

Trans-Atlantic Voyagers.

FROM EUROPE.

A. L. Hodes, New York, returned on the *Lapland*.

J. F. Crane, of Mandeville, Carrou & Crane, Newark, N. J., returned Saturday on *La Provence*.

Morris Drieblatt, of M. Drieblatt & Co., New York, returned recently on the *Mauretania*.

G. B. Vitelli, of the firm of Borrelli & Vitelli, 401 Broadway, arrived last Friday on the *Lusitania*.

Henry H. Jacobson, of Jacobson Bros., New York, returned last week on the *George Washington*.

A. W. Armington, of the Shreve, Crump & Low Co., Boston, returned on the *Adriatic* last Thursday. David L. Gluck, New York, returned on the same boat.

Ira Grinberg, of Adolf J. Grinberg & Son; S. and I. Berman, of S. & I. Berman; C. J. Kaletschof, of Wagner & Co., and A. J. Mayer, of Arnstein Bros. & Co., all of New York, arrived on the *Kaiser Wilhelm II.* on Thursday.

TO EUROPE.

David Mayer, New York, will sail Saturday on the *Lapland*..

Arthur Silberfeld, New York, sails for Europe to-day on the *Lusitania*.

J. Kohn, of Herzfelder & Kohn, New York, and Joseph Fisher, of Philadelphia, sailed from New York last Wednesday on the *Mauritania*.

O. H. O'Mara has succeeded William A. Beasley in business at Fairmount, Ind.

News Gleanings.

Leslie F.Conner, Bethany, Ill., has moved to Marion.

N. C. Lund, Le Beau, S. Dak., has moved to Creston.

A. F. Pierce, Milford, Ill., has moved to Bickwell, Ind.

Frank G. Mitchell, Marshall, Mo., has moved to Sedalia.

Geo. Bemis, Fairbanks, Alaska, has moved to Tanana.

Ludwig K. Lee, Hillsboro, N. D., has moved to Buxton.

Geo. C. Lohr has succeeded Lohr & Lohr at Estelline, S. D.

C. G. Hodges, Chadbourn, N. C., has moved to Vineland.

C. E. Weston, Shoshone, Idaho, has moved to Richfield.

Taylor & Hoffman have succeeded J. W. Tylor, Gadsen, Ala.

O. F. Wittorf has succeeded A. S. Barnes at Grants Pass, Ore.

Williams Bros., Crowell, Tex., has moved to Altus, Okla.

R. A. Lambert has succeeded Kingsbury & Lambert, Ripon, Wis.

F. D. Lampman, Mackinac Island, Mich., has moved to St. Ignace.

Alton B. Phinney has succeeded Perry N. Walters, Bentonville, Ark.

G. D. Davidson has succeeded Spillane & Clark at Albany, N. Y.

J. Q. Adams, Tucumari, New Mex., has moved to Des Moines, Ia.

The Peck Jewelry Co. has succeeded Edward J. Peck at Joliet, Ill.

Peter H. Queensrud, Forest River, N. D., has moved to Joplin, Mont.

W. H. Miller, Kingsley, Ia., has been succeeded by Iver B. Lund.

Morahn Bros., Sheridan, Ill., has been succeeded by E. S. Morahn.

Hause & Roulet, Toledo, O., have been succeeded by Toulet & Son.

Hodge, Miller & Co, Seattle, Wash., have sold out to H. Greenblatt.

The Knapp Co. has succeeded O. B. Humma & Co. at Sheldon, Ill.

W. H. Cubbison has succeeded John W. Holliday at Tarkio, Liberal, Mo.

Chas. H. Allen & Co., Mart, Tex., have been succeeded by Chas. H. Allen.

John B. Dupont, Kewanee, Wis., has been succeeded by John B. Dupont.

A. Helton Pauley, Bloomington, Ind., has been succeeded by Ed. Williams.

Chas. A. Rosenbloom, Elmira, N. Y., has sold his business to Wm. C. Comfort.

Datus E. Overman has become successor to Fred A. Stebbins, Montezuma, Ind.

Robert W. Eumford, Oscoda, Mich., is disposing of his business and will move to Flint.

Emerson F. Randolph, Williamson, W. Va., has been succeeded by Randolph & Mittendorf.

Patrick J. Condon, Miami, Fla., is still in business in that city, previous reports to the contrary being erroneous.

E. Waldemiere, a jeweler in Biloxi, Miss., recently bought the entire stock of optical goods of the Southern Optical Co., New Orleans, La. By the purchase of this stock Mr. Waldemiere becomes the owner of the largest store in the State for such supplies.

THE PEN TRIO

Waterman's Ideal Fountain Pen in Self Filling, Regular, and Safety Types



Regular

This is the Regular Pen, the success of which brought fountain pens into general use and favor. Simple and serviceable. Made with all the highly approved Waterman patents: Spoon feed, Clip-Cap, superior gold pen, cone-shape friction cap, etc.

Self-Filling

The same reliable Waterman's Ideal, only with the filling device inside the barrel. This pen has all the advantages of the regular type, with the addition of an automatic ink tube which is convenient, unobtrusive and durable.

Safety

The Safety Type is one which is preferred by many people as it provides a ready pen that may be carried in hip pocket, or anywhere, in any position, or by women in purse, trunk, etc., and cannot spill the ink.

Waterman's Ideals supply a line which has real live interest and selling qualities. Everyone who enters your store is a possible purchaser. It is only a question nowadays of which type of Waterman's Ideal is wanted. People have their preferences in that. The three standard types are shown above. This is the complete line, requiring the minimum of space and investment, carrying the greatest publicity and the most intelligent and comprehensive co-operation in selling.

Write for catalogue, terms, selling suggestions and aids

L. E. Waterman Co., 173 Broadway, New York

Boston Chicago San Francisco Montreal

Philadelphia.

D. V. Brown has been on a trip to New England for several weeks.

Geo. W. Beck, Vineland, N. J., expects to occupy his new store Sept. 1.

A Lechner Houston, a jeweler of Texas, was a visitor to this city during the week.

Phillip Freidei, watchmaker, 117 S. 8th St., is enjoying a holiday with his family at York, Pa.

F. A. Meade, representing L. P. White, is very busy arranging his stock for an early Fall campaign.

I. S. Landis, retail jeweler, Coatesville, Pa., will retire from active jewelry business in the near future.

Harry Finney, manager of A. Kennedy & Bro.'s store, 13th and Arch Sts., has started on a vacation trip.

Mr. Douglass, of the Walter Ballard Optical Co., Atlanta, Ga., spent the week end in this city on business.

M Weiss, 927 Arctic Ave., Atlantic City, has moved to a more desirable location on Carolina Ave., above Atlantic.

Harry A. Cain and F. L. Davis, jewelers of this city, are attending the jewelers' convention at Richmond, Va.

Nat Kinckner, salesman for M. Sickles & Sons, will spend his vacations with his family on the Perkiomen Creek.

C. W. Jones, of E. J. Hertz, 101 S. 13th St., will spend the balance of the Summer with Mrs. Jones at Ocean City.

L. A. Breitinger, a local jeweler, has a new safety device for factory use which promises to become very popular.

William A. Emery has resigned his position as watchmaker for C. R. Smith & Son, southeast corner 18th and Market Sts.

Frank Boyle, formerly with F. H. Chapman Co., but now a representative for William A. Rogers, called on the trade last week.

George Koehler, 6225 Woodland Ave., accompanied by Mrs. Koehler, is at Atlantic City, where he will spend the month of August.

The sympathy of the trade is extended to Harry Gold, 2113 N. Front St., upon the sudden death of his father, which occurred last week.

Frederick Goldman has moved from 11th St. and Columbia Ave. to Kensington Ave. above Cambria, where he has opened an attractive store.

J. M. Keller, retail jeweler, 9 S. 60th St., is chairman of the committee for the street carnival to be held at 60th and Market Sts. next month.

John Breyer, watchmaker, 117 S. 8th St., will be the guest of Capt. Harry Davis, of the Athletic baseball club, when the team starts on its western trip.

"Old Home Week" will be celebrated in good old-fashioned style at Vineland, N. J., next week. All of the local jewelers will participate in this great event.

Mr. and Mrs. H. B. McFarlan, of East Downingtown, Pa., are passing the Summer in a most delightful way motoring back and forth to Atlantic City.

J. E. Caldwell & Co. display in their window this week the cups which are to be presented by the Philadelphia *Inquirer* for the motor races to be held along the Atlantic coast.

The American Balance Staff Mfg. Co., this city, has purchased the old-established business of the Robinson Mfg. Co., Fulton, Ky., and will remove the latter plant to 204 N. 9th St., this city.

Alterations and improvements have been started on the retail jewelry store of Frederick Sauter, 2713 Girard Ave., and after completion will make this store one of the most attractive in this locality.

Ferd Levy, formerly in the wholesale jewelry business and until recently a representative of the firm of H. Lederer & Bro., New York, has opened a credit and collection agency at 927 Chestnut St.

Mrs. Samuel Chestnut, wife of Samuel Chestnut, with M. Sickles & Sons, who has been spending the Summer at Cohoes, N. Y., was called home last week on account of the sudden death of her brother.

F. D. Grover, retail jeweler, 2806 Germantown Ave., is negotiating for the sale of his business in order that he may retire permanently. Mr. Grover was one of the first jewelers to establish himself in this section.

James A. Campbell, retail jeweler, 1209 Fairmount Ave., has purchased 10 acres of land at Pleasantville, N. J. It is Mr. Campbell's intention to cultivate this ground and eventually branch out as a genuine farmer; squabs and chickens will be the most interesting feature.

Mr. Kaiserman, the genial messenger from Bethlehem, Pa., has surprised his friends in the trade by announcing his determination to resign his present position and accept the position as manager of the famous band which Charles M. Schwab, the steel magnate, has organized in Bethlehem recently.

The following jewelers were visitors to this city during the week: William Izard, Wildwood, N. J.; W. S. Porter, Burlington, N. J.; Leo Levy, Chester, Pa.; E. L. Thomas, Phoenixville, Pa; E. K. Bean, Lansdale, Pa.; D. H. Krause, North Wales, Pa.; J. A. James, Swedesboro, N. J.; George M. Baily, Uniontown, Pa., and S. K. Hanley, Reading, Pa.

Joseph Fisher, diamond importer, 722 Sansom St., sailed Wednesday last on the *Mauretania* from New York for Europe, where he will visit the diamond markets and select his Fall stock. He expects to return about Sept. 5 on the *Lusitania*. During his absence, Mr. Fisher's wife and family are stopping at their cottage in Atlantic City, N. J.

Carl Werner, 18 years old, 2060 Ridge Ave., has reported to the police that the pawnshop which he has temporary charge of during his mother's stay at Atlantic City, had been entered by two men, who attacked him and during the scuffle one man held him while the other rifled the money drawers and escaped with $75. Special policemen are investigating the call.

Notice has been given that an application will be made on Aug. 25, 1911, for a charter of an intended corporation to be known as the Hollander-Fleischman Co., the object is the buying, selling and trading such articles as gold and silver jewelry, metals, precious stones, clocks, watches, bric-a-brac and such articles of a cognate and similar character. Solicitor R. L. Levy.

The following representatives were among those visiting this city during the week: J. Wiltshire, with F. H. Noble & Co., New York; J. D. Lent, with the Western Clock Mfg. Co., New York; J. Schwab, New York; T. G. Frothingham, North Attleboro, Mass.; M. Nickerson, with the Ostby-Barton Co., Providence, R. I.; Harry C. Kip, with the H. F. Barrows Co., North Attleboro, Mass.; W. H. Tarleton, representing the Wightman & Hough Co., New York, and Leo Henle, with Sussfield, Lorsch & Co., New York.

James A. Currie reported last week that his home at 617 N. 55th St., had been entered by burglars, and stock amounting to from $500 to $600 had been taken away in addition to a quantity of jewelry and other articles belonging to his wife and daughter. The burglary occurred while Mr. Currie was absent seeing his wife and daughter off for a trip to Toronto, Can., where they were going for a two weeks' stay. When he got back to his house from business he found that sneak thieves had entered by way of a cellar window and all the bureau drawers had been rifled and a quantity of jewelry taken. What the loss to his wife and daughter is he cannot tell until they return. In the newspaper account of the robbery Mr. Currie's name was spelled almost every way but the right way.

Baltimore

Detectives are on the lookout for Henry Heinberg, 643 Raborg St., who is wanted on the charge of obtaining $300 by false pretenses. It is charged that he visited the stores of S. E. Livingston, 622 E. Baltimore St., and Harry Gammerman, 606 S. Baltimore St., and representing himself to be a man of means asked that he be allowed to take some jewelry home for his wife's approval. Both jewelers were taken in by the man, and it is said that the operator got $200 from Livingston and $100 from Gammerman.

Miss H. M. Dempster, jewelry buyer for Hochschild, Kohn & Co.'s department store, took her vacation at her old home in Philadelphia, with a few side trips to Atlantic City and other Jersey Coast resorts.

Gen. J. Stuart McDonald is on track of big game in Canada. He will remain four weeks in the wilderness.

The Baltimore Sterling Silver Buckle Co. is now occupying the entire third floor of the concrete building at 22 St. Paul St. New machinery has been added and more men employed. The company will turn out over 100 designs in buckles and other silver novelties this year. The road salesmen set out this month.

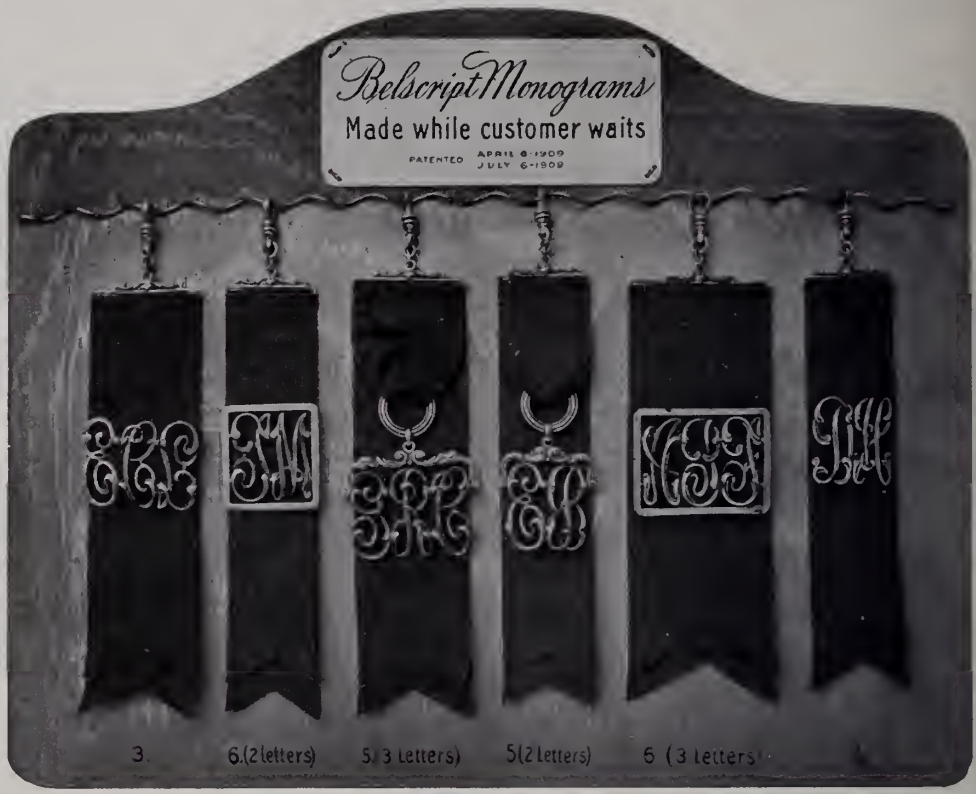
B. G. Zerdin is remodeling his retail store at 708 S. Broadway. A tiled vestibule and Italian marble panels will be features. The entire three-story building will be illuminated by electricity.

G. A. Schlechter, Reading, Pa, who several months ago gave up the retail jewelry business, recently started manufacturing jewelry, badges and medals. His plant covers about 3,000 feet of floor space.

THE SUCCESS
OF
The Belscript System

is due to the fact that it squarely meets an every-day need of the jeweler. Think what it means! Any monogram made while your customer waits; no getting up of designs on spec.; no risk; no delay. You have the goods and make the sale then and there without any dissatisfaction or come-backs.

Samples
Sent on Memo. at our expense



JOSEPH L. HERZOG & CO., *Succeeding Louis Kaufman & Co.*

Makers of LK Rings
(Reg. U. S. Pat. Office.)
45-51 Rose Street, Cor. Duane, NEW YORK

Los Angeles, Cal.
THE GARDEN CITY OF THE WORLD

THE HOME OF

Meyer, Cahn & Talbott

Wholesale Jewelers—Watches, Diamonds and Silverware—Tools, Materials—and Manufacturing Opticians

512 SOUTH BROADWAY

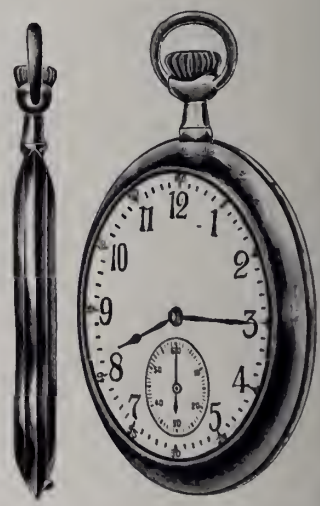
PACIFIC COAST AGENTS FOR

ILLINOIS WATCH CASE CO.

AND

DUEBER-HAMPDEN WATCH CO.

Two of the most popular lines of handsome and well made Watches and Cases



One of our Good Sellers—Winner. 20-Year 12-Size Open Face, Knife Edge Case, Plain or Handsomely Engraved.

Price, Net, $2.75

Pittsburgh.

J. C. Crawford has gone on the road in the interest of his house with a Fall line of goods.

Henry Terheyden left last Wednesday night on a business trip to New York and other eastern points.

E. T. Myers, Crescent Jewelry Co., left last week for Conneaut Lake, where he is spending his vacation.

M. L. Cronan, of the Grogan Co., accompanied by his wife and family, is at Atlantic City for a few weeks.

The store of E. A. Stevens in Center Ave. was closed last week for several days on account of the death of his father.

E. G. Schaffnit, of the E. W. Hill Co., and his wife and family left last Thursday for Wildwood-by-the-Sea for a two weeks' stay.

The Charles H. Holyland Co. is displaying some very handsome cups. This concern has been doing a good business in this line.

W. J. Sample, of the Grogan Co., who was in New York on business and at Olcut Beach on Lake Ontario for pleasure, has returned home.

William Heeren, of Heeren Bros. & Co., is at Du Bois, Pa., where he is spending his vacation in the mountains and recovering his health.

T. H. Martin, president of the Pittsburg Association of Optometrists, and his wife and children are in Atlantic City for a few weeks on their vacation.

All of the business houses of Jeannette, Penn. Manor, Irwin and Larimer, Pa., were closed last Thursday because of the annual outing of the merchants of those places.

Adolph Kaule, of Kaule & Chuchel, North Side jewelers and opticians, recently bought out the interest of his partner and will manage the business himself under his own name.

Miss Hannah Bevan and Miss Blanche L. Bevan, both of Heeren Bros. & Co., and Miss Ada Leibold, of the same firm, are enjoying a few weeks' vacation at Geneva Lake, O.

T. A. Garlick, of West, White & Co., is in Canada visiting relatives. G. W. White, of the same firm, returned Monday from a vacation trip spent in New York, Providence and Attleboro.

J. Clare Crawford was confined to his home a week ago because of having been poisoned with ivy. His face and arms were badly swollen as a result of his coming in contact with the poison vine.

At the last weekly meeting of the Pittsburg Association of Credit Men the members were entertained by the association's glee club, which made itself famous at the Minneapolis convention a few weeks ago.

W. W. Wattles & Sons have been displaying a handsome painting in their show windows said to have hung in a convent at Matamoras, Mexico, for upwards of 300 years. The painting has attracted much attention.

Thomas H. McNary, Washington, Pa., was a member of the merchants' committee of Washington, Pa., which last Thursday gave their annual outing. Mr. McNary's photograph was printed in some of the Pittsburg papers along with the other members of the committee.

C. Glenn Sipe has been taken into full partnership by his father, Sam F. Sipe, but the firm name will not be changed, and the business of the house will be conducted just as it has been. Sam F. Sipe is now in Europe buying diamonds, and will not return to America until Aug. 19. The new partner in the firm was recently married.

City Solicitor Charles A. O'Brien has caused to be printed in the daily papers a notice that application will to-day be made to the court for appointment of a guardian to look after the property of Paul Pfaff, who is now a ward of the city home at Marshalsea. The hearing on the applications for the appointment of the guardian will be held in open court.

The following out-of-town buyers were in Pittsburg last week: F. H. Hayes, Washington; Frank Bloser, New Kensington; J. V. Rosendahl, Irwin; T. H. McNary, Washington; G. R. Pattison, East Liverpool; W. J. Horton, South Sharon; R. V. Marshall, Freeport; E. A. Grodecorn, Monongahela; S. E. Rochendorfer, Washington; W. P. Wehrle, Punxsutawney; C. H. Bauer, Blairsville; Myer Posner, Mt. Pleasant.

Carl B. Gillespie, of Gillespie Bros., returned from his trip to South America, where he had been since last February. While in Brazil he inspected the diamond mines there, but from his impressions in letters, does not think much of the diamond possibilities of that country. Mr. Gillespie visited other sections of the Southern continent. He went to Rio de Janeiro and crossed the Andes Mountains to Santiago. He also visited Calao and Lima in Peru, and the Isthmus of Panama, from which point he sailed for New York.

The Pittsburgh Chamber of Commerce on Saturday issued a formal request to all persons to use "h" in spelling the name of Pittsburgh. The government has given official recognition to the spelling of the name of the city with an "h" by restoring its use. All of the jewelers will comply with the chamber's request, since most of them always did spell the name of the city with an "h." The State Legislature at its recent session passed an act restoring the "h" to the name. It appears to be a foregone conclusion now that the name will be spelled as it was in the pioneer days.

A fire of unknown origin damaged the store of the Anchor Loan Co., 218 Federal St., North Side, July 27, Mrs. Harry Frenn, who lives above the store, narrowly escaping with her life. The loss to the stock amounted to $700. Frenn and his wife were asleep in the apartments above the store and were awakened by the smoke pouring into their room through the floors. Frenn climbed to the ground from the second story and implored the firemen to save his wife, and Mrs. Frenn was brought to the ground in safety. The loan company conducted a jewelry and loan business.

Steele F. Roberts, who was re-elected president of the American National Retail Jewelers' Association, is expected home from Richmond early this week. The fact that he was honored with a second term was generally approved here, and his friends in the trade in Pittsburgh are waiting to congratulate him. J. L. Roberts returned Saturday from the convention city delighted with his trip. Mr. and Mrs. W. W. Warick left Richmond for a sea trip to Boston and other eastern points. It is stated here that P. G. Diener, of Harrisburg, went to Richmond in his automobile, but was delayed in reaching the convention on account of an accident to the steering gear of his car.

Mrs. Charlotte C. Bair, wife of D. Scott Bair, junior partner of the firm of R. Siedle & Sons, 518 Wood St., died last Wednesday morning at 11.15 o'clock at the Passavant Hospital, of an incurable disease. Mrs. Bair was operated on eight months ago, but never regained her health as a result of the operation. She had been an invalid for a number of years. Mrs. Bair was the daughter of Mrs. Elizabeth Kircher, living at 2210 Wylie Ave. She leaves her husband, her mother, two brothers and a sister. The funeral took place Saturday from the residence of the deceased's mother in Wylie Ave. A number of jewelers attended the funeral services.

Announcement has been made that the new City Council will take up the question of removing that portion of the hill at Fifth Ave. which has been a source of controversy for years. There is not a jeweler in Pittsburg but what is interested in the undertaking. All agree that if the great improvements planned for Pittsburg are soon started, and those begun which were provided for by a recent bond issue, that Pittsburg jewelers will soon enjoy a share of the prosperity which the expending of millions of dollars is bound to bring to the city. There is a strong undercurrent against the construction of a combination market house and city hall. The downtown jewelers want the combination building.

It not often happens that a jeweler breaks into print in a humorous vein, but Ira E. Reidenbach, 205 Federal St., North Side, is willing to testify that he got a lot of notoriety and amusement out of a freak of nature and the unwitting report of a policeman. A heavy storm passed over Pittsburg Wednesday afternoon and did much damage, carrying down a 20-foot sign of the jeweler. A policeman who reported the accident, seeing his own name on the sign recalled the fact that he had painted it 20 years ago. The sign did not refer wholly to the jewelry trade, but also to an herb remedy which the jeweler has been boosting as a side issue to his business. The sign was restored to its original position, while the policeman's part in the affair was made the subject of a cartoon by the Pittsburg *Gazette-Times*, which saw the humor of the situation and proceeded to print the varied details in a mirthful way.

As noted last week, the store of Fred J. Harle, Durant, Okla., was recently entered and $2,000 worth of diamonds stolen. The store was entered about noon, while he was absent for a few minutes, and no one saw the robbers at work. The police now think they have a clue to the thieves in the fact that two men, strangers, were seen at a hotel in Muskogee a little while before the robbery was committed.

TRADE MARK
STERLING

Plymouth

The Colonial Pattern of Today

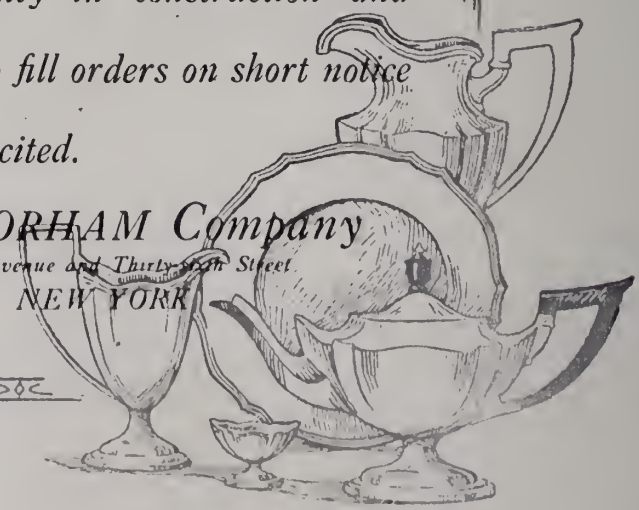
THE *Plymouth design of Hollow Ware, first offered by us a few years ago, met with pronounced success. In response to urgent requests from the trade we have prepared and are now offering a full line of Flatware to meet this popular demand.*

The simplicity of the outline and the refinement of the decoration produce a design in harmony with the Plymouth Service, and equally appropriate for use with other Colonial or Old English bright finish ware. It is made bright finish only.

In addition to the Spoons and Forks, a complete assortment of fancy serving pieces is included. A radical departure has been made in the bowls of fancy pieces, which, while in perfect accord with the general spirit of the design, afford a most attractive novelty in construction and appearance.

We are prepared to fill orders on short notice for Fall Trade.

Correspondence solicited.



TRADE MARK
STERLING

The Gorham Company
Fifth Avenue and Thirty-fourth Street
NEW YORK

August, Nineteen hundred eleven.

THE JEWELERS' CIRCULAR
WITH WHICH ARE CONSOLIDATED THE HOROLOGICAL REVIEW, THE JEWELERS' WEEKLY, THE JEWELERS REVIEW

PUBLISHED EVERY WEDNESDAY BY
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L. J. Mulford, Pres. & Treas. V. S. Mulford, V.P. & Sec.
11 JOHN ST., COR. BROADWAY, NEW YORK.

TELEPHONE: 3148 CORTLAND. CABLE ADDRESS: JEWLAR, NEW YORK

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THE number of business suspensions during the month of July was reported by R. G. Dun & Co. to be 1,127, showing some contraction compared with the same month last year, when the total was 1,147, but there is an increase over the 1,105 reported in 1909. Compared with the same month in 1908, when 1,232 concerns suspended operations, the exhibit is much in favor of the past month. As regards liabilities, very similar comparisons are made, aggregate indebtedness of $12,150,070 showing a considerable decrease from the $13,790,753 of July last year, an increase over the $9,527,893 two years ago, and a considerable contraction from the $14,222,126 of the corresponding month in 1908. The most favorable feature of the statement this year is the comparison made with earlier months of the present year. The failures in the jewelry and clock trade last month are given by *Dun's Review* as 22, with liabilities of $204,228, as compared with 21 in July, 1910, with liabilities of $192,521; 20 in July, 1909, with liabilities of $95,057; 21 in July, 1908, with liabilities of $183,697, and three in July, 1907, with liabilities of $2,793.

A Great and Successful Convention.

THE sixth annual convention of the American National Retail Jewelers' Association at Richmond, Va., which ended Friday evening, was a success in every way and will be long remembered by all who participated for the many unusual features which characterized the gathering. That the convention showed more progress in the association and the association work was manifest at the very beginning in the report showing the increase in membership, but the serious sessions, the many important papers that were read and the general character of the work done marks another step forward in the development of the national organization and helps to put it upon a firmer basis than ever before. The reelection of practically all the officers eligible to succeed themselves was not only a graceful compliment to the present administration, but gives these gentlemen an opportunity to continue to carry out their program and plans for development which have proved so successful in the last 12 months. The only change in the officers was that in the treasurer, the former incumbent of the office having ceased his connection with the retail trade and joined the manufacturing end.

One thing this convention showed clearly and that was that the hospitality for which the south is famous is no myth or superstition; also that not only did the jewelry trade of that section of the country appreciate the honor of having the convention in Virginia, but also the business and governing interests as well, were willing to do all they could to make the stay of the jewelers in Richmond both instructive and enjoyable. An unusual honor was conferred the convention in the presence of both the Mayor of Richmond and the Governor of the State, not to speak of the president of the Chamber of Commerce and other leading officials and business men. The grand ball and the trip down the James River were conducted on a lavish scale, everything being done to see that the delegates and guests got the maximum of enjoyment from the event. In fact, the convention established a precedent as far as hospitality is concerned that will be hard to exceed or even equal in the future.

A full report of the proceedings of the five days' session, which was begun in the last issue of THE JEWELERS' CIRCULAR-WEEKLY, is continued and finished in this issue. Most of the important speeches and addresses appear in full either in a running account or in the Horological or Retail Advertising Departments in this issue. Lack of space necessitates the publication of a few others in full at a later date. It is our deep regret that every word of the proceedings could not be placed before the entire jewelry trade at this time.

> To the man who is far behind times as to have no faith in the utility of his trade journal, I want to ask two questions: First, have you given the journal a chance to do anything for you? Second, what have you done for the journal?
>
> —*Frank Farrington, Author of "Store Management Complete," etc., etc.*

Was It Only a Newspaper Fake?

AS a result of a letter sent by the editor of this journal to the New York *Times*, calling attention to the fact that there was no apparent foundation for the story that the hour painted on dummy clocks used by jewelers as signs represents the time of Lincoln's assassination or death, the *Times* received an interesting letter from one of its readers who claims that the story associating Lincoln's assassination with the jewelers' sign clock was a newspaper "fake" made absolutely out of whole cloth, and he proceeds to give the date of the original article and how it originated. The letter reads as follows:

To the Editor of the New York *Times:*

Possibly it may interest Mr. Willson, editor of THE JEWELERS' CIRCULAR-WEEKLY, whose letter you publish to-day, to know just how the fiction of the jewelers' dummy clocks originated.

The first story was printed in a New York newspaper (the *World*), on Sunday, Aug. 2, 1891. At that time I was making an extensive research into the city's records for old New York material. A friend of mine on one of the newspapers told me I was taking entirely too much trouble and putting too much effort into my work

"Fake it," said he, "nobody will ever know the difference."

We were walking down the Bowery at the time, and right before us was a jeweler's shop with a good-sized dummy clock before the door. The hands on the clock pointed to 8:20.

"See that clock," said my newspaper friend, "I don't know why the hands point to 8:20, but they do on most dummy clocks. It would take you about 20 years to find out with your method of investigating old records. Now under my idea it would take only 20 seconds."

"Tell me the process."

"Well this morning I read a magazine story about the shooting of President Lincoln. Why not say the hands of the dummy clocks point to the hour of his death. Weave a little romance in and say that an admirer of Lincoln stood beside a dummy clockmaker when he heard the news of the shooting and said to the maker, 'Have the hands point to the hour of the shot.'"

On the second Sunday after that the Sunday newspaper printed the story that my friend had sold them and printed as well a cut of a jeweler's clock. I kept the story for many years, often

CROSS & BEGUELIN

Howard, Hamilton, Illinois, Waltham, Elgin and New England Watches
Centennial Timers and Split Seconds
Assortments of Diamonds
Ready-to-Set Ring Mountings
Latest Jewelry Creations in Staples and Novelties
Vest and Lapel Chains
Necklaces, Bracelets
Brooches, Buckles
Soldered Mesh Bags
Unbreakable Mesh Bags
Tools and Materials

23 Maiden Lane
NEW YORK

related the incident, and because of other associations remember the date perfectly.

CHARLES HEMSTREET.

Mr. Hemstreet is certain about the facts of which he writes and the date of the article, but we are inclined to believe that the origin of the story goes behind 1891, and though it may not have appeared in print before that time. The subject is an interesting one, and Mr. Hemstreet's contribution is valuable if only in showing how the story was spread before the public at large.

As we have often pointed out President Lincoln did not die at the hour indicated on clock signs, nor was he assassinated at this hour or anything near it; also jewelers' dummy clocks bore this hour long before Lincoln's administration. These dummy clocks do not always bear the same time, but in practically all instances now and in the older days, the hands were placed equi-distant from the figure 12, and the time indicated (18 minutes after 8 or 18 minutes of 4) appears the most appropriate place for the hands, because with the twelve they divide the dial into three arcs and leave a sweep above for the jeweler's name and a place for the second hand.

Large Gem Importations Continue.

THAT the diamond and gem trade of the country is doing well and that the importers believe that they are greatly in need now of stocks is evidenced by the importations of precious stones at the Port of New York during July just past, for the figures given out by the appraiser at New York show the month to be among the largest of recent years. Altogether the appraiser reports that the value of precious stones and pearls as passed through his department for the month ending July 31 amounted to $4,475,986, or approximately over $1,400,000 more than the total importations of July a year ago. Though the total of last month is about $600,000 less than the figures of July, 1909, which was a record-breaking month in the history of the Customs, as far as diamonds and other gems were concerned (nearly $5,113,000 being imported at that time), July still stands among the great months of this and previous years.

Of last month's total the value of the cut precious stones and pearls was $3,570,282 and of the uncut or rough gems (principally diamonds) $905,703. The value of the cut stones beats the figures of last year by nearly $1,000,000, and the value of uncut stones beats that of a year ago by about $400,000.

How well the importations both as to the cut, uncut and total, compare with previous years is to be seen at a glance in the following table:

Year.	*Cut.*	*Uncut.*	*Total.*
1911....	$3 570,282.98	$905,703.82	$4,475,986 80
1910....	2,520,098.69	506,016.63	3,026,115.32
1909....	3,843,921.78	1,269 035.33	5,112,957 14
1908....	1,109 842.00	147,414.00	1,249,256.59
1907....	3 075,004.00	1,383,729.00	4,458,733.00
1906....	3,676 926.35	1,063,070.38	4,739,996.73
1905....	3,149,735.89	843 096 01	5,992,831.90
1904....	1,368,154.14	811 797.22	2,179,948.36
1903....	1,464 117.60	700,608.00	2,164,755.60
1902....	2,143,805.58	511,071.07	2,654,806.65
1901....	2,355,389.61	189 010.43	2,544,400.04

New York Notes.

Michael M. Goldberg, 14 Maiden Lane, started Aug. 1 on his annual western trip.

Harry E. Harwood, of Harwood Bros., was in New York on a buying trip last week.

William S. Pitcairn, the American agent for Royal Doulton china, returned last week on the *Carmania*.

L. Snyder, gold, silver and general engraver, has moved his business from 3 Eldridge St. to 18 Eldridge St.

Castellano & Onorato have begun business at 9-11-13 Maiden Lane as wholesale and retail dealers in coral jewelry.

A. Brandaleone, diamond setter, formerly of Brandaleone & Sitzman, has started in business for himself at 18 Eldridge St.

Mr. Ridgway, of Meakin & Ridgway, china importers, arrived from Europe last week after spending two months abroad.

Tiffany & Co. last week advertised a reward of $500 for the return of a gold-edged black leather wallet which was lost in this city.

Henry H. Jacobson, of Jacobson Bros., 65 Nassau St., returned from Europe last week on the *George Washington*, after a visit to the diamond markets.

Norbert Salter, 71 Nassau St., returned Saturday from the European diamond markets, where he has been purchasing a large assortment of loose goods.

Charles P. Schuller, the New York agent for the C. F. Monroe Co., Meriden, Conn., has returned to New York after a visit to the factory there for the company.

L. Lechenger, a manufacturing jeweler of Houston, Tex., is visiting this city at present and intends to stay for about three weeks. He is stopping at the Breslin Hotel.

John Davison, 12 Barclay St., the American agent for the Coalport ware, arrived from Europe recently on the *Celtic* after a visit to the British factories which he represents.

David A. Seligman, representing the Hiles Jewelry Co., St. Joseph Mo., was in New York last week and made his headquarters with Mann Bros. & Co., 100 Nassau St.

Morris Dreiblatt, of the firm of M. Dreiblatt & Co., 45 John St., who returned from Europe recently on the *Mauretania*, made large purchases of diamonds for his concern while abroad.

A new corporation of the Borough of Queens, styled D. B. Goetz, has been incorporated to deal in jewelry, novelties, etc., with a capital of $2,000, consisting of shares of $100 each.

Seamon Danziger, formerly of 63 John St., has moved to room 802, the Frankel building, 45 John St. Mr. Danziger returned last week on the *Kaiser Wilhelm II.* from a visit to Antwerp.

Alex. J. Mayer, of Arnstein Bros. & Co., 170 Broadway, who has been visiting the diamond and precious stone markets in Europe, returned to this city on Tuesday on the *Kaiser Wilhelm II.*

A man who tried to force an entrance into the R. J. Brenner store at Red Bank, N. J., was recently arrested by Constable Hankins, of Freehold, at the railroad station. The man's pockets were filled with loot and he was taken to the county jail to await trial.

Courtland E. Hastings, agent for the Silversmiths' building, 15 Maiden Lane, who is now in Europe, while in Hamburg recently was the guest of the widow of the late Herman Levison, formerly a well-known California jeweler.

Returning on the *Adriatic*, which reached this city last Thursday, were David L. Gluck, 37 Maiden Lane, and A. W. Armington, of the Shreve, Crump & Son Co., Boston, Mass. Returning the same day on the *Kaiser Wilhelm II.* were Ira Grinberg, of Adolf J. Grinberg & Son; S. & I. Berman, and C. J. Kaletsch, of Wagner & Co.

The New York Assay Office reported the gold bars sold during the month of July to be $1,862,176 as against $1,833,022 in July, 1910, $1,630,929 in July, 1909, and $1,358,235 in July, 1908. The total for the first seven months of this year was $15,728,110, every month with the exception of April, beating the corresponding month of last year.

Word was received from the Buffalo police last week that Harry Hunt, arrested on suspicion of being implicated in the robbery of Jacob Jacoby in this city on July 22, and in the murder of Adolph Stern, Jacoby's nephew, who was shot by the thieves, had been released from custody. The Buffalo police ascertained that Hunt was not one of the men wanted.

Mrs. Wilhelmine Bene Veronica Rogge, widow of Julius Rogge, at one time a well-known jeweler in Williamsburg, died on Saturday, July 29, at her residence, 980 Bedford Ave., Brooklyn, after an illness of three days. The interment was made in Lutheran Cemetery. Mrs. Rogge, who was born in 1837, was twice married. Her first husband was Herman Jurgens and her second one was Julius Rogge. She is survived by a son and two daughters.

J. Kohn, of Herzfelder & Kohn, importers of diamonds, 6 Maiden Lane, sailed for Europe on a four months' trip, on Wednesday last on the *Mauretania*. Mr. Kohn will visit the diamond markets and intends to make weekly shipments to his concern here. L. Herzfelder will be in charge of the New York office while he is away. Ralph Lewis will continue as western representative and Joe Werzansky will represent the house in Newark and the east.

Vincent S. Mulford, of the Jewelers' Circular Publishing Co., was recently elected a director of the Thompson-Starrett Co. This is the most successful construction company in the country to-day, and is now erecting the New York City Municipal building, the Continental Fire Insurance Co.'s building on lower Maiden Lane, the McAlpin Hotel, to be the largest hotel in New York, and the 55-story Woolworth building, to be the highest building in the world.

The house of E. B. Meyrowitz, opticians, is reported to be about to erect a modern building at 235 and 237 Fifth Ave., just north of 23d St. Mr. Meyrowitz's concern will occupy the store basement and one loft of it, and will transfer the business now at 104 E. 23d St. The new building will cover a plot 30.8 by 100 feet, according to the plans filed with the fire department last week. It will be six stories high, but may be extended to 12 stories. The upper floors will be used as lofts and offices. The new structure is expected to be ready for occupancy by Feb. 1, 1912.

At a special meeting of the Board of Directors of the Jewelers Board of Trade held last Thursday at the offices of the board, 15 Maiden Lane, the following concerns were admitted to membership: Hugo Baer, Braunstein & Fischer, Abraham Gerson, Gunzburger & Gluck, John A. Poltock and the State Bank, all of New York; Lewis Finklestein, St. Paul, Minn.; Manufacturing Jewelry Co., Philadelphia, Pa.; Morstrom & Co., and Gasper Schweitzer, Chicago. This brings the total membership in the board up to 744.

Herman Meyer, who said he lived at 354 W. 55th St., was arrested by two detectives one night last week on the charge of having robbed Charles Gordon, a jeweler at 379 Eighth Ave., early last June. It is said that Meyer entered the store on June 13 and asked the jeweler to show him a pin that he had seen in the display window. As the jeweler stepped into the show window Meyer, it is alleged, closed and locked it. When the jeweler was imprisoned his supposed customer took a cluster ring and scarf ring from a showcase and ran. When arraigned at the 54th St. Court he was held in $1,500 bail.

Evidently some friend with a peculiar sense of humor sent to a New York newspaper last Thursday a notice of the death of Roland J. Turpisch, a member of the firm of Charles A. Turpisch & Sons, Stapleton, S. I. When scores of letters of condolence addressed to his wife arrived at the jeweler's home during the day, he was both surprised and indignant. The notice stated that the funeral would be held from his home, 580 Bay St., on Thursday, Aug. 8, and requested Wilkes-Barre papers to please copy. Mr. Turpisch married Miss Elizabeth Bean, of Kingston, Pa., and the couple after a short wedding trip gave a reception to their friends in their Stapleton home. Mr. Turpisch stated that the notice was undoubtedly the work of one who knew him intimately, as the request that the Wilkes-Barre papers should copy proved. He further stated that he was in perfect health and was not contemplating his demise in the slightest respect.

Showing a great many bruises and looking as if he had been severely beaten, Julius Perets, a jeweler at 1879 Second Ave., appeared in the Night Court last Sunday night under arrest on a charge of disorderly conduct. He had been arrested by Patrolman Samuel Geller, of the E. 101th St. Station. The policeman said that the jeweler had asked him to make an arrest, which he refused to do. Whereupon Perets became abusive and the officer said that he was compelled to club the jeweler before he could get him to the station house. This, said the officer, accounted for his prisoner's battered condition. After the magistrate had heard the evidence of the jeweler, his wife and several witnesses, he discharged Perets, and said that it was one of the most unjustifiable assaults which he had ever seen. The magistrate advised the jeweler to go to Commissioner

(*New York Notes continued on page* 103.)

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ORGANIZED 1852
81-83 FULTON STREET

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Will extend every facility that good banking will justify

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Established 1852 Nationalized 1911

Charter Member New York Clearing House

Foreign Exchange Department

Checks and Cable Transfers upon our own correspondents throughout the world

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Over Fourteen Million Dollars

New York Notes.

(*Continued from page* 101.)

Waldo and tell him the story of how he had been treated by the officer. He also asked that the minutes in the case be sent to Chief Magistrate McAdoo.

W. J. Johnston, Pittsburgh, Pa., was among the out-of-town visitors in this city last week.

David Mayer, 14 Maiden Lane, sailed Saturday on the *Lapland* for the European diamond markets.

Robert Dodd has resigned his position with Cross & Beguelin, 23 Maiden Lane, because of poor health.

I. Ollendorff, of the I. Ollendorff Co., 15 Maiden Lane, is back from a three months' pleasure trip in Europe.

Mr. Hurvitz, of Hurvitz Bros. & Bloom, Rochester, N. Y., called on Maiden Lane concerns during the week.

A. L. Hodes, 65 Nassau St., returned last week on the *Lapland*, after a visit to the European diamond markets.

Joseph E. Judels, of Henri E. & Joseph E. Judels, 170 Broadway, was on a trip to Boston last week. Jac E. Judels is on his usual western trip.

Arthur Silberfeld, importer of diamonds, 35 Maiden Lane, sails for Europe to-day on the *Lusitania*. While abroad he will visit the diamond markets.

Eugene A. Kohut, American pearl dealer, 65 Nassau St., returned last Friday on the *Lusitania* from a month's trip to the European pearl markets.

Joseph Swift, of Swift & Fisher, North Attleboro, Mass., was among the eastern jewelers who called in the Maiden Lane district during the week.

J. F. Crane, of Mandeville, Carrow & Crane, Newark, N. J., arrived in the city Saturday from a European trip. He returned on *La Provence*.

Judge Holt, last Monday, appointed Colin W. McLennan receiver in bankruptcy for Robert Lewis, a jeweler at 3411 Broadway. The assets are $700.

I. Lachman, of I. Lachman & Co., Seattle, Wash., is in this city, and Monday he paid a visit to the offices of THE JEWELERS' CIRCULAR-WEEKLY. He is making his headquarters at the Herald Square Hotel.

G. B. Vitelli, of the firm of Borrelli & Vitelli, 401 Broadway, arrived last Friday on the *Lusitania* after a three months' trip abroad, where he inspected the Paris, London and Italian branch offices of the firm.

Miss Mittler, jewelry buyer for Stern Bros., has resigned her position to accept a similar one with Lesner & Co., Sixth Ave. and 23d St. Miss Kincaid, one of the assistant buyers at Wanamaker's, has taken Miss Mittler's position.

New York City jewelers were represented at the sixth annual convention of the A. N. R. J. A. at Richmond, Va., last week by a number of merchants from the Maiden Lane and nearby districts.

The police have as yet been unsuccessful in finding the thief who, as told in the last issue of THE JEWELERS' CIRCULAR-WEEKLY, invaded the store of David Silverman, 1572 Madison Ave., last week and shot the proprietor in the shoulder, making his escape with two gold watches. A third watch was dropped by the thief as he fled, and the police have photographed finger marks found on the case in the hope it will aid them in capturing the culprit.

Among visitors in this city during the past week who made their headquarters with the Jewelers' Co-operative Syndicate, 68 Maiden Lane, were the following: J. Levinski, Waco, Texas; Hardwick Ruth, Montgomery, Ala., representing C. L. Ruth & Son, and Julius Goldstein, Mobile, Ala.

Among callers at the offices of THE JEWELERS' CIRCULAR-WEEKLY on Monday were Frank H. Robertson, ex-president of the Oklahoma Retail Jewelers' Association, Blackwell, Okla.; R. C. Bernau, Greenboro, N. C.; Charles H. Mauch, Marshall, Mo., and Claud Wheeler, secretary of the American National Retail Jewelers' Association, Columbia, Mo.

An involuntary petition in bankruptcy was filed Tuesday against Satlow & Deinhert, jewelers, 81 Chrystie St., New York, by Aaron Rosin. The petitioning creditor alleges that he sold to the firm merchandise to the amount of $700 between July 1 and 18, for which he now holds promissory notes. The petition further alleges that the firm made payments amounting to $3,000 within the past four months with the intent to prefer creditors, and that merchandise and accounts receivable to the amount of $1,000 was transferred with the intent to delay, hinder and defraud. The petition states that the firm's assets are about $3,000 and debts about $19,000.

Two roughly dressed young negroes entered the jewelry store of Paul Shapero, 855 Ninth Ave., last Thursday evening, and asked to see a gold watch. Mr. Shapero was suspicious of his customers and asked them frankly if they had the money to pay for one. They said they had, and to prove it one brought forth a roll of bills. Thereupon he showed them a gold filled watch valued at $8, but was careful not to let the timepiece out of his hands. Suddenly the negro who stood near the door snatched the watch from Mr. Shapero and darted from the store, closely followed by his companion. The jeweler did not follow, realizing the danger of leaving his store unprotected, but he notified the police. One of the negroes is described as being about 20 years of age, 5 feet 10 inches in height. He wore overalls and an undershirt with the sleeves cut short, which showed a vaccination mark near his shoulder. The smaller of the two men was a mulatto about 5 feet 6 inches tall. He wore clothes similar to his companion's.

The police of Brooklyn are searching for two young men who entered the store of Gothard Lowenstein, 76 Flatbush Ave., about a week ago, and made an unsuccessful attempt to rob the jeweler. Mr. Lowenstein stated that it was about 11:30 A. M. when the two men entered the store and asked the price of certain repairs on a watch, explaining that they did not have the watch with them. When the jeweler turned his head for a minute one of the men made an effort to squirt ammonia in his eyes and the other struck him on the head with a hammer, and then both ran out of the store. The jeweler, in an effort to attract attention, smashed with his hand one of the glass doors in the rear of the display window. The attempted robbery was well timed, as the policeman who is generally on the corner in front of the store was not on duty. One of the men is described as being about 5 feet 9 inches in height, about 20 years of age; he wore a Panama hat and a suit of light clothes. The other man is about 5 feet 7 inches tall, of dark complexion. He wore a light suit and an ordinary straw hat. Both were clean shaven.

A young woman entered the store of a prominent East Side jewelry firm on Third Ave., near 58th St., Manhattan, last Thursday, and said she would like to see diamond rings. After looking over several she selected one valued at $400, and explained that she would like to have it sent to her home, so that her husband, who was sick in bed, could see it. She told the jeweler that she had recently moved into a house in the neighborhood, from Chicago. Instead of one man being sent to the house with the ring, as is their usual custom, the firm sent two. When they arrived at the house they found the woman's husband in bed with his knee bandaged. He seemed satisfied with the ring, and asked if the jewelers' clerks would accept a check. This they refused to do, so he then told the two men to come around with the ring in the afternoon and he would have the cash for them. When the men returned in the afternoon, the man explained that his friend had not as yet returned from the bank with the money. After waiting for some time, the jeweler's employes became suspicious and returned to the store. The jewelers notified the police of the occurrence, and detectives later searched the house. The occupants of the rooms had left, but it is said the police found a torn check in the rooms, made out to the order of the jewelers. The police of the E. 51st St. station arrested a man answering the description of the woman's companion, and are holding him until a further investigation can be made.

Death of Solomon Bamberger.

CLEVELAND, O., Aug. 2.—Solomon Bamberger, a member of the jewelry firm of Bamberger & Gaines, 915 Euclid Ave., died late yesterday afternoon at his home, 2383 E. 40th St. He was 65 years old and for the past month had been an invalid.

Mr. Bamberger came to Ohio when a youth, settling in St. Marys. He lived there 40 years, and then came to Cleveland five years ago to engage in the jewelry business. He was a member of the Masonic fraternity and of The Temple.

Besides his widow, two sons and one daughter survive. They are Louis Bamberger, Gilbert Bamberger and Mrs. Ray Kahn, all of Cleveland.

Frank E. Davis, a prominent jeweler and optician in Northampton, Mass., has been spoken of as candidate for Mayor of that city. Mr. Davis has been urged by his friends to enter politics, and it is thought that under the circumstances he will consent to be a candidate. He has been prominent in Northampton for many years.



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New Effects in Shirred and Herringbone Mesh

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In 14-Karat Gold, Sterling Silver and Platinum

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EST. 1860

DECORATORS OF CHINA AND GLASS
CRESTS & MONOGRAMS A SPECIALTY

49 Wooster St., New York

Providence.

George Briggs, Jr., has recently purchased a 40-horsepower automobile.

Mr. and Mrs. C. P. Darling started last week on a motoring trip to the White Mountains.

John H. Felberg has just registered a 30-horsepower touring car with the State Board of Public Roads.

George Frey is now calling on the customers of the Ford & Carpenter Co., of this city, through the middle west.

Robert Curran left last week from New York for the middle west with the sample line of Arnold & Steere, of this city.

The New Acma Plating Co., 59 Page St., which was burned out recently, has started again fully equipped with new and increased facilities.

The factory of the George H. Fuller & Son Co., Pawtucket, which has been shut down since July 26, opened Monday on full time.

George N. Steere, secretary and general manager of the Payton & Kelley Co., contemplates taking the road this Fall in the concern's interests.

Horace M. Peck, manager of the Manufacturing Jewelers Board of Trade of this city, was a visitor among the trade in New York the past week.

F. A. Simmons, the Dorrance St. retailer, was at his place of business last week for the first time in nearly two months on account of illness.

The office and stockroom of the Metal Products Corporation are now settled at the company's plant, at the corner of Eddy St. and Thurber's Ave.

Stanley Loeb and Charles Phillips have started out on the road with the new line for the Rhode Island Ring Co., the former going west and the latter south.

Mr. and Mrs. Thomas O'Gorman, of this city, entertained a party of friends at a dinner at the Mathewson House, Narragansett Pier, on Thursday evening.

Mr. and Mrs. Meyer Harzberg have returned from Baltimore, where they have been the guests of relatives, and are now at their Summer home at Long Meadow.

A quarterly dividend of 1½ per cent. on the capital stock of the Silversmiths' Co. will be paid Aug. 15 to stockholders of record at the close of business, Aug. 10.

Capt. E. Merle Bixby, superintendent of the silverware department of the Shepard Co., is in charge of the camp of Boy Scouts at Buttonwoods for a couple of weeks.

Mr. and Mrs. William L. Mauran, of this city, who are occupying a cottage at Narragansett Pier for the Summer, departed Tuesday last on an automobile trip to the White Mountains.

A sneak thief entered the shop of Newton A. Wing on the third floor of the Calendar building, 25 Calendar St., the other afternon and stole a vest and a watch and chain belonging to Mr. Wing.

S. E. Budlong & Co. have removed their plant from the Amasa Mason building, 129 Eddy St., to 144 Pine St., taking one-half of the shop in the Metcalf building recently vacated by the Wolstenholme Mfg. Co.

F. H. Adams, formerly of Kahn & Adams, who sold out at auction at 129 Eddy St. recently, has gone to Florida for a brief business trip. He has just got settled in his new shop at 206 Weybosset St., room 10.

While Edward E. Dammers, of Wayland, Mass., formerly of this city, was driving his automobile through Steeple St., Saturday, the machine skidded on the wet pavement and collided with a wagon, throwing the occupants out.

Harvey & Otis have removed their manufacturing jewelry establishment from 183 Eddy St. to the fourth floor of the new Waite-Thresher Co. building, Chestnut and Pine Sts. and Abbott Park Pl., where they have increased facilities and floor space.

William H. Thurber, of the Tilden-Thurber Co., father of Fred B. Thurber, who was a member of the crew of the *Sea Bird* in its recent famous trip across the ocean, has presented an enlarged framed photograph of the craft to the Rhode Island Yacht Club.

Seeing smoke from the roof of Otis Bros.' refinery, 91 Blackstone St., at 9:30 o'clock Thursday evening, Patrolman McLaughlin called engine No. 10 on a still alarm. The firemen found the sawdust in the shop had taken fire, but the flames were extinguished before any damage was done.

Clarence M. Dunbar, of the Cook, Dunbar, Smith Co., former commodore of the Rhode Island Yacht Club, who sold his famous power boat *Artmar* early in the season and has been out of yachting activities since, has just purchased the high-speed cruising launch *Mary T.* from Stonington, Conn., parties.

The big sprinkler gong in the new Waite-Thresher Co. building, Pine and Chestnut Sts. and Abbott Park Place, awoke the echoes with a loud clang about 8 o'clock last Wednesday evening, drawing a big crowd to the neighborhood. Police officers went all over the big building with the watchman, but found nothing wrong.

Among the foreign importations received through the Providence Custom House during the past week were the following of interest to the manufacturing jewelry industry: From Bremen—nine packages of imitation precious stones, one of glass ware, one of manufactures of metal and one of jewelry; from Hamburg—one package of brushes; from Liverpool—three packages of manufactures of metal and one of enamel.

The Silverman Bros.' Mutual Relief Association held its semi-annual meeting Saturday evening and installed officers as follows: President, Harr Katz; vice-president, Morris Udis; recording secretary, Miss H. Corbett; financial secretary, Louis Shabrum; treasurer, Israel Silverman. A social was held at the close of business and refreshments were served. Dancing was enjoyed until midnight.

The employes of the L. S. Starrett Co., Athol, Mass., enjoyed a three days' outing in this city and vicinity last week under the personal escort of F. A. Ball, superintendent of the factory. The party visited all of the large manufacturing establishments, Roger Williams Park, the State House, Brown University and other places of interest in this city, then went to Newport and also visited Block Island and Rocky Point, having a Rhode Island clambake at the latter place.

The Bowen building, corner of Page and Friendship Sts., which was badly damaged by fire about a month ago, has been completely repaired and several improvements have been made. These include the coating of the halls and stairways with metal sheathing, newly painted throughout, and all windows opening out upon fire escapes have been pivoted top and bottom so as to swing freely in case of sudden egress being necessary.

Employes of the A. T. Wall Jewelry Co., Clifford and Claverick Sts., to the number of 55, enjoyed the annual Summer outing at Bay Shore Pavilion, on the Country Club grounds, Warwick, Saturday afternoon. After lunch a series of sports held the attention of the gathering until the call for dinner. Quick response was made to the latter, and the company did full justice to the elaborate bake prepared for the occasion.

According to a cablegram from Rome, Fred B. Thurber and his two companions, on their remarkable cruise from this port to Italy across the ocean in the 25-foot yawl *Sea Bird,* are now on their return trip home. The little vessel was loaded on the *Koenig Albert* at Naples Saturday and started for America with the crew aboard the same steamer. The three daring seamen were the guests of honor on Friday of several of the yacht clubs at Sorrento, near Naples.

The special committee appointed by the advisory council of the New England Manufacturing Jewelers' and Silversmiths' Association to consider the welfare of the association has held several meetings, the last one being especially interesting, and several important topics were brought out that will be fully discussed during the coming Winter. The committee will make a report at the first meeting of the council after the vacation period, which will be held the first week in September.

The vanguard of the early Fall buyers reached this city last week, and among those registered at the Crown and Narragansett hotels are: S. Hudis, of the Rosenbaum Co., Pittsburg, Pa.; B. Katz, of Solomon & Katz, Milwaukee, Wis.; A. L. Stone, of Stone Bros., Chicago; Herman Pichel, of Samstag & Hilder Bros., New York; Miss Henrietta Graf, of Berg Bros., New York; I. M. Oppenheimer, of M. J. Oppenheimer & Son, Baltimore, Md., and Louis R. Jacobs, of D. Jacobs & Co., Cincinnati, O.

Admitting sufficient evidence to convict, Genuro Galluci was adjudged guilty of embezzlement of five watches, valued at $225, when arraigned before Judge Rueckert in the Sixth District Court the other morning and fined $200 and costs. He claimed an appeal and furnished surety for his appearance to answer the charge before the higher court. The watches were alleged to be the property of James Shadaro, who was in the business of selling them on instalments through Galluci. The complaint charged that they were embezzled July 1. Galluci was also charged in another complaint with signing a wrong name and address on the pawnbroker's book when pawning certain articles with the James A.



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TRADE MARATHON MARK
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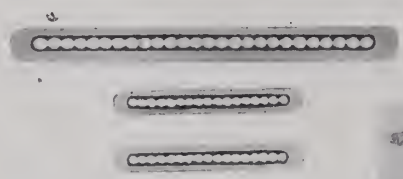
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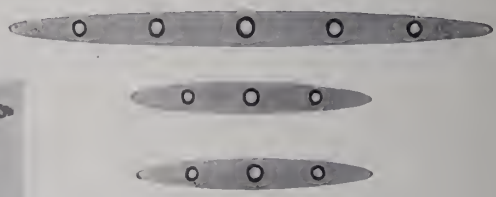
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Set any Color $10.75



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MANUFACTURER OF DIAMOND JEWELRY

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Gems and Precious Stones

Flexible Cover, postpaid, 50c.

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The Jewelers' Circular Publishing Co.
11 John St., New York

Foster Co. He admitted sufficient evidence to convict, was fined $25 and costs and claimed an appeal. Levino Petorini, 24 years of age, pawned several watches that were given him by Galluci, the police claim, and he was arraigned under three complaints of signing a wrong name and address on a pawnbroker's book. He admitted sufficient evidence to convict and was fined $25 and costs in each case, which he appealed.

Albert L. Castritius, Westerly, who has been in Rochester, Minn., for the past six months, returned the past week. He left Westerly the first of February to settle the estate of his father, R. L. Castritius, who was in the department store business under the firm name of McKay & Co. After he had settled these affairs and had planned to return, Mr. Castritius was appointed administrator, being obliged to remain several weeks to settle that estate. He has taken over the dry goods store of McKay & Co., which has been in existence for 50 years. He has secured the services of B. D. Shepard, of Minneapolis, to manage the store, and hereafter Mr. Castritius will conduct the store at Rochester and the jewelry store in Westerly.

Canada Notes.

Rudolph Brown, of Langham, Sask., is visiting friends in Toronto.

William Parks, St. John, New Brunswick, is advertising his stock for sale.

E. R. Bourke, Quebec City, advertises that he is selling out his whole stock.

S. Kirk, Grand Rapids, British Columbia, and A. D. Morrison, of the same town, have been burned out.

Charles N. Simmons and wife, Oso, Ont., have given a chattel mortgage to J. W. Reynolds for $1,000.

S. Kirk was among the merchants burned out in a recent fire at Grand Forks, B. C., in which A. D. Morrison also sustained some loss.

Stanley Jones, who pleaded guilty to the theft of a diamond ring from Diggins & Marshall, Hamilton, received a sentence of two months' imprisonment.

Samuel Frankel, 53 Yonge St., Toronto, has purchased the premises at that address from the estate of the late Sir Casmir Gzowski. The purchase price is said to be $70,000.

The business center of Farnham, Que., was destroyed by fire on the night of Wednesday, July 30. Among those burned out were Keast & Brown and Elzear Rye, jewelers.

A fire which destroyed the business section of the town of Farnham, Quebec Province, on Monday, July 31, burnt out Keast & Brown, jewelers, whose loss is estimated at $10,000, and Elzear Rye, jeweler, who places his loss at $5,000.

Frederick John Freeman, who several weeks ago stole $150 worth of goods from the jewelry store of Chapman Bros., 261 Yonge St., Toronto, was on Tuesday last sentenced to six months' imprisonment.

Among the out-of-town jewelers who called on the Toronto trade this week were: W. G. Young, London; T. A. Watson, Newmarket; A. B. Galbraith, Shelburne, all Ontario, and C. F. Clare, Campbelltown, N. B.

Newark.

William G. Hagin, of the American Oil & Supply Co., Lafayette St., spent his vacation in Florida County, N. Y.

C. J. Bioren has just returned from a trip through the south, visiting Baltimore, Washington and points in Virginia.

Harry A. Blackford, of Gaven Spence, 895 Broad St., left August 5 for his vacation, which will be spent at Putnam, Conn.

The Bernard M. Shanley, Jr., pin was won by Peter Bey at the weekly shoot of the Speedway Gun Club, held on the traps last week.

Ralph Wakefield, a salesman for Burstow, Kollmar & Co., 18 Columbia St., has been spending his vacation in the Adirondack Mountains.

E. N. Mandevillee, salesman for the Arch Crown Mfg. Co., Camp and Orchard Sts., returned last week from his vacation, which was spent at Sea Cliff, L. I.

Julius Weinbrecht, until this Spring one of the members of the jewelry manufacturing concern of Burstow, Kollmar & Co., has been making an extended tour of Europe for the past four months.

Henry Allsopp is among the eight members of the Deal Golf and Country Club who have qualified for the club championship. These will play each Saturday until the championship series is ended.

The annual outing of the employes of the Essex Pearl Button Works, of Devon St., Arlington, was held this year at Nutley, N. J. Three special trolley cars were used to convey the party to and from the outing.

H. Foersterling, Perth Amboy, N. J., has been granted a patent for a composition of matter to be used in extracting precious metals from their ores. L. J. Farrell, of Jersey City Heights, has been granted a patent for a fountain pen.

Joseph E. Garabrant, of the jewelry manufacturing firm of Moore & Sons, Inc., 22 Green St., has been spending his vacation in the White Mountains. The trip was taken in an auto and Mr. Garabrant visited many interesting places en route.

Richard H. Veale, Jr., has been on a trip through the New England States in the interests of Thurstans & Waters, 50 Columbia St., during the past week. Among other large cities on his route were Boston, Worcester, New Haven and Bridgeport.

C. H. Davidson, salesman for Kohn & Co., Camp and Orchard Sts., has started on his trip through the middle west, stopping first at Pittsburgh. Henry H. Holbert, another salesman for the same company, left last week for a trip through the eastern States.

New Jersey retail jewelers were represented by three delegates at the convention of the American National Retail Jewelers' Association, held last week at Richmond, Va. They were Jean R. Tack, of this city; Otto Roggenkamp, Elizabeth, N. J., and John Harris, Trenton.

Jacob Rinko de Roos, a Manhattan jeweler, whose home was at Rockaway, L. I., died on Sunday of last week in St. Elizabeth's Hospital, Elizabeth, N. J., from typhoid fever after an illness of 21 days. Mr. Rinko de Roos was a native of Holland. He was 28 years old and was unmarried. The interment was at Linden and Rosedale Cemetery.

Theodore C. Mertz, manufacturing jeweler, Johnson St.; William H. Schwartz, of Wm. H. Schwartz & Co., manufacturing jewelers at 555 Mulberry St., and Matt. Stratton, of Alling & Co., 13 Orchard St., took part in the fifth annual casting tournament of the Asbury Park Fishing Club, which was held last Saturday on the fishing grounds at Park and Eighth Aves.

Curtis R. Burnitt, of the American Oil & Supply Co., acting as president of the Board of Trade, attended a meeting of the officials of the cities of Newark and Elizabeth and of the trade boards of those cities, held Thursday of last week in the Newark Board of Works' rooms. The meeting was at the call of the Newark Board of Works to consider an application for the pier head line along the westerly side of Newark Bay.

Louis V. Aronson, president of the Art Metal Co., Mulberry St., is greatly interested in Summer work for poor children. He is a member of the Newark playground commission and recently he entertained 3,000 boys and girls of all ages with a free moving picture show at the Prince St. playground. A high standard of order was maintained by the volunteer police force aided by the boy scouts. Last week Mr. Aronson and W. S. Rich gave 60 inmates of the Hebrew Orphan Asylum, of Newark, an outing at Hillside Park.

The baseball teams representing the Jones & Woodland Co. and Durand & Co., who are tied for the championship of the league for this year, will play off the tie game on Saturday, Aug. 19. "Pop" Deitrich, a former member of the Orange ball team, now playing with the team from Carter, Howe & Co., will umpire the game. At the weekly meeting of the league on Thursday night of last week the disputed game of June 24 between the Carter, Howe & Co. and Shiman-Miller Mfg. Co. teams was ordered played on Saturday, Aug. 12. These teams hold respectively third and fourth positions at the present time. It was also decided at last week's meeting to hold an outing on Saturday, Sept. 9, at Heidelberg Park. There will be a game of ball on this date between the champions and the All-Stars. In addition to the ball game, the following athletic events were decided upon: 100-yard dash (open event); standing broad jump (open event); base-running; shot put, and throwing the baseball. There will be prizes for each event.

Connecticut.

Walter Taft, secretary of the C. F. Monroe Co., Meriden, is enjoying a vacation in Maine.

J. M. Hallenback and C. D. Morris, Wallingford, left last week for a visit to Portland, Me.

The second annual outing of the foremen of the New Haven Clock Co., movement department, was held last week and was largely attended. A fine shore dinner was served, over which F. W. Gerding presided as toastmaster.

The entire stock of jewelry of L. A. Martinez, Ansonia, is being sold out at auction and L. A. Martinez, proprietor, will go to Binghamton, N. Y., where he has purchased a jewelry store. The auctioneers are Comrie & Brokaw, of New York.

Boston.

D. C. Percival, Sr., has been at Lakeside, N. H., during the past week.

The New England Watchmakers' Club is to have its Summer outing Aug. 20.

Reginald C. Heath, of Bigelow, Kennard & Co., has returned from Mattapoisett.

Kelsie McKeen, salesman for the Thomas Long Co., is at Savin Rock, West Haven, Conn.

A. T. Maynard, of Maynard & Co., has returned from a recreation trip to Rockland, Me.

Charles L. Depollier, head of the Dubois Watch Case Co., was one of the trade visitors of the week.

Miss Carman, former saleswoman for C. A. W. Crosby & Son, has returned to the firm's employ.

John W. Sherwood, vice-president, of the Solidarity Watch Case Co., was a visitor to the trade last week.

Charles G. Perry, vice-president of the Ripley-Howland Mfg. Co., is touring in the White Mountain region.

James H. Parks, of the diamond department of Bigelow, Kennard & Co., has been on a vacation trip to Martha's Vineyard.

C. U. Barry, watchmaker for D. C. Percival & Co., has returned with his bride from their wedding trip to the Provinces.

E. C. Fitch, president of the Waltham Watch Co., is back from a six weeks' stay at his hunting and fishing camp in Labrador.

Frank E. Folsom, silverware buyer for Bigelow, Kennard & Co., has been on a business visit to New York City the past week.

W. J. Nathan, of Nathan & Hurst, goes next week on a trip to Bermuda for a sea voyage and a brief period of rest on the island.

C. A. Woodsome, of the E. B. Horn Co., is at his cottage at Crow Point, Hingham, for the Summer, motoring to Boston to business daily.

M. N. Smith, of the Smith Patterson Co., was back at his desk, last week, after an extended outing with his family in a tour of Europe.

William B. Tilton, traveler for D. C. Percival & Co., has returned from his vacation and starts out this week with new Fall sample lines.

Foster Blakeley, who represents the Boston office of the Poole Silver Co. on the road, is at Kennebunk, Me., for a brief respite from business.

Henry L. Reynolds, head of the retail watch department of the Smith, Patterson Co., is at Five Islands, Me., with his family, for a part of August.

R. Luftig, heretofore in room 27, Jewelers' building, now occupied by Edward Kirby, is temporarily in room 52, pending the fitting up of room 57 for his use.

Frank F. Davidson, of the Thomas Long Co., is at China, Me., his Summer place, for an outing. Charles W. Davidson, of the same company, has just returned from a vacation trip in Maine.

E. M. Wilder, trade engraver, is back from an outing at Belgrade Lake, and Ernest Langford, his assistant, has gone to Plymouth, Mass., where he has a Summer place, for the current month.

Louis F. La Pointe, head of the jewelry department of the Jordan Marsh Co., who has been buying novelties in Vienna, Berlin and Paris for the past two or three weeks, sails Aug. 12 on his return voyage.

Miss S. Gertrude MacPherson, who resigned her position as buyer of gold-plated jewelry for the Smith, Patterson Co., recently, is to be married, Aug. 24, in Jamaica Plain to Charles Bendix of this city.

Albert Johnson, formerly inside salesman in the wholesale department of the Smith Patterson Co., has been transferred to the traveling force, and is showing sample lines for the concern in a number of New England cities.

A. Clothier has leased the entire building at the corner of Franklin and Washington Sts., the second floor of which is occupied by Jason Weiler, jeweler, who may be obliged to vacate the store, as the new lessee is likely to require the entire building.

The Waltham Watch Co. has set at work this fall a larger number of new hands than usual. Most of them are employed on the new models which the company is putting on the market to meet the call for a low-priced movement.

Joseph M. Lind, jewelry department salesman for the Jordan Marsh Co., has returned to business after an absence of several days, due to illness. Robert Evans, of the clock department, is back from an automobile tour in New York State.

A. W. Armington, of Shreve, Crump & Low Co. arrived home from Europe last week, and Charles H. Crump and R. Stanley Sanderson, who have also been abroad several weeks, sailed on the *Arabic* for this side Aug. 1.

William H. Prescott, head of the wholesale clock department of the Smith Patterson Co., has returned from a trip to the Provinces with vivid recollections of last week's New England coast hurricane, in which the steamship *St. George*, on which he was a passenger, was caught.

Frank W. B. Pratt, head of the Pratt clock establishment, on Franklin St., who has been at Cape Porpoise, Me., for his 24th annual visit, has returned and taken a cottage at Marblehead, Mass., for the remainder of the Summer, intending to make daily trips to and from business.

Reginald W. P. Brown, of the Nelson H. Brown clock house, is one of the promoters of E. S. Lincoln-R. W. P. Brown, Inc., Brookline, electrical engineers, capitalized at $250,000, and chartered under Massachusetts laws, last week, by Messrs. Brown, Lincoln and Arthur T. Johnson.

Boston Police Headquarters received a cable message Aug. 1 from Inspector Lynch, stating that he and Inspector Morrissey sailed on that date from Libeau, Russia, having in custody Harris Rothstein, who is wanted here under an indictment on the charge of robbing the Ullian jewelry store.

A sale of part of the site of the Adams House in Boston last week to the proprietor of that hotel by the Federhen heirs recalled the Federhen firm, once among the most prominent in the Boston jewelry trade. The property was acquired by the late John Federhen, Sr., in 1821, and had been in the family's possession ever since.

Buyers in town during the week include: H. S. Proodian, Worcester, and his brother, C. S. Proodian, Nantucket; E. F. Welch, Westboro; C. L. Barnard, Milford; J. E. Whiting, Andover; A. E. L. Scotton, Ipswich; J. O. Bailey, Marlboro; F. X. Gassett, Bridgewater; E. S. Burnham, Essex; S. Solomon, Salem, Mass., and John Stark, St. John, N. B.

Arthur C. Smith, Boston representative of the Crescent Watch Case Co. and other lines, who has been occupying room 58, Jewelers' building, is temporarily in one of the rooms formerly leased by the Waltham Watch Co., which has been vacant since the latter's removal to Franklin St. Remodeling of room 58 for other tenants is in progress.

P. Hanley, dealer in cut glass at 157 Federal St., has concluded arrangements to represent the Richter Mfg. Co., Providence, with its silver deposit ware lines in this city. Frank F. Carpenter, treasurer of the Richter Co., was here last week in conference with Mr. Hanley relative to the subject, and samples are soon to be opened on Fall designs.

Eugene J. Campbell, head of the watch department of Bigelow, Kennard & Co., has returned from a visit to his former home in Yarmouth, N. S., where he participated in the "old home week" celebration. Arthur C. Vose, salesman for the house, is at Orr's Island, Casco Bay, Me. James H. Parks, head of the diamond department, has been taking his vacation at Provincetown, Mass.

Henry Glorieux, a former employe of the Ripley-Howland Mfg. Co., who has been located for a number of years in Newark, N. J., first as a jewelry manufacturer and later as a real estate dealer, was a welcome visitor in town during the week. He was greeted at the Ripley-Howland plant by three men who were his fellow-workmen there 44 years ago and have been with the concern ever since—Walter Nicoll, William H. Barker and William B. Walker.

The convention of the "ad" men in this city, last week, attracted a great deal of attention from the general public. Much publicity was given to it by the newspapers, as a matter of course, and one of the features of the entertainment program was a trip Wednesday to the Waltham Watch Co.'s factory, where the visitors were given a cordial reception by Harry L. Brown, the treasurer, and other officials, being shown over the plant and tendered a luncheon.

Byron G. Lowell, Watertown, Mass., has gone to Maine for the month of August, in accordance with his annual custom. Mr. Lowell is one of the oldtime clock and watch repairers, and there are few antique timepieces with whose style he is unfamiliar. Each year he combines business and pleasure at this season, by traveling through "down east" rural districts and setting the clocks of the grangers in order. He expects to visit a large part of Lincoln County, Me., on this trip.

Reorganization of the American Soda Fountain Co. is contemplated, in accordance with a report of a committee appointed to consider the project. The committee proposes a company organized under Maine laws to take over the New Jersey

corporation, with a capital of $1,250,000 instead of $3,750,000, as at present. The stock is to be all of one kind and exchanged on the basis of 90 new shares for 100 old first preferred, 7½ new shares for 100 old second preferred and 2½ new shares for 100 old common.

John Stark, of St. John, N. B., was among the buyers in town in the past week.

Frank J. Chase, of Chase & Pindar, has gone to the White Mountain region on a motoring trip.

H. A. Martin, head of the wholesale cut glass department of the Smith-Patterson Co., is taking a rest from business at Brant Rock.

Harry B. Hollis prolongs his stay this week at the Hotel Wentworth, Newcastle, N. H., to about 10 days, instead of making only a week-end trip.

Miss Story, former buyer of the brass goods department of F. Vorenberg's, has relinquished her position there and is succeeded by Miss McCarthy.

Charles H. Crump, of the Shreve, Crump & Low Co., has returned from a European tour covering about three months' time. He was accompanied by Mrs. Crump and by R. Stanley Sanderson, of the concern.

Herbert M. Ford, buyer for the Mitchell-Woodbury Co., went to western Massachusetts last week on his vacation. Warren H. Ford, salesman for the house, has returned from an outing at Kingston, N. H. Warren A. Merrill, of the company's hotel department, has gone to Onset, Mass., for his midsummer recreation period.

Comparative statistics, based upon the census figures relating to the jewelry industry in this State and Rhode Island, were read here with much interest, when announced from Washington, Aug. 1, and published in the last issue of THE JEWELERS' CIRCULAR-WEEKLY. Rhode Island's jewelry output for 1909, the year under comparison, was valued at $20,685,100, against $15,210,738 for Massachusetts, an excess for the former of $5,474,362. Massachusetts led on value of silverware output by $340,436, with a total of $6,538,736, against $6,198,300 for Rhode Island.

Inspectors from police headquarters on August 1 took into custody Harry Finkle and George F. McCarty, charged with the larceny of a watch and chain valued at $65 July 20 from Edward H. Dunbar, of Norwood, Mass., a retail jeweler. Mr. Dunbar first missed the watch while walking from the Jewelers' building, this city, to the South station to take his train for Norwood. He immediately notified the police and was able to give them the number of the watch. Two days later he was notified that it had been pawned with Max H. Mirkin, of 78 Cambridge St., for $20, and he redeemed the timepiece. The sequel came August 1 when Finkle reappeared with another watch at the same pawnbroker's shop. Mr. Mirkin refused to loan any money on it and when Finkle left Mirkin locked up his store and followed him, hailing an officer on the way who joined him in the pursuit. When they came up with Finkle he was in the company of McCarty and both were placed under arrest.

Liesemer Bros. have succeeded Louis J. Liesemer, Detroit, Mich.

North Attleboro.

William H. Bell has returned from a two weeks' outing in Canada.

The Webster Co. closed its factory last Saturday evening for one week.

N. T. Wright will represent G. C. Hudson & Co. in New York in the future.

T. Charles Perkins left Monday on a three months' trip in the interest of R. Blackinton & Co. He spent last week at Hyannis on a vacation.

George Livingston, Jr., is traveling through the New England States in the interests of the Watson-Newell Co.

Harry Booth and Robert Squire, two local jewelry salesmen, are enjoying an automobile trip through New York State.

H. A. Cowell, of the Plainville Land Co., was in town last week, interviewing manufacturers of this town about occupying the proposed new building in Plainville.

Winthrop L. Tidd, treasurer of the Hanlon Thornton Co., has filed the following corporation report: Machinery, $2,388; cash and debts receivable, $2,354; manufactures and merchandise, $3,400; patent rights, $10,000; profit and loss, $8,769; total, $26,911. Capital, $25,000; accounts payable, $1,911; total, $26,911.

The majority of the jewelry firms resumed operations on Monday morning, after being closed all last week for the annual vacation period. Never before in the history of the town has the closing period been so universal, and a large number of the manufacturers have expressed the hope that the practice will be in vogue again next year. The firms in the Riley building will not resume work until next Monday.

Attleboro.

W. H. Saart is enjoying an automobile trip through the White Mountains.

Charles O. Sweet and wife are at Nantucket, Mass., for a short vacation.

S. O. Bigney & Co. have located their Chicago office in the Heyworth building.

Ralph Hoxsie, of Mason, Howard & Co., is making a trip through the middle west.

George Heywood, New York salesman for the Horton, Angell Co., was in town last week.

Chester Howard, salesman for the W. E. Richards Co., enjoyed a rest at Cape Cod last week.

Col. S. O. Bigney was in New York last week making arrangements for beginning a fight upon the illegal stamping of plated jewelry.

The third annual outing of the Mossberg Co. was held last Saturday at Rocky Point. Athletic games were held and an excellent shore dinner enjoyed.

The nomination papers of Edward A. Sweeney, president of W. H. Wilmarth & Co., candidate for re-election as representative, were filed this week.

George H. Berthold has been granted a patent for a fob chain, bracelet, etc., and for the method of making the same. He has assigned both to the Metallic Co., Attleboro.

The first annual excursion of the C. M. Robbins Co. will be held at Rocky Point, Aug. 19. The committee in charge of the affair consists of J. E. Straker, O. Nelson, G. Mullin, R. C. Thompson, F. Swim and H. J. Clegg.

The State Commissioners of Gas and Electric Companies will not consider the request of the Attleboro Board of Selectmen for a hearing upon the cost of gas in Attleboro until September.

Carl J. Gronvald was fined $20 in the District Court, last Wednesday morning, for not properly keeping the records of his boiler at the plant of the Attlebore Mfg. Co. Inspector H. A. Sullivan, Fall River, was the complainant.

Washington, D. C.

William W. Lever, 60 years old, a diamond broker who had made his headquarters in Washington for the last eight years, was taken in charge last week by the police and sent to the Washington Asylum Hospital. Later relatives made arrangements for his removal to his home in Newark, N. J. Lever called at police headquarters one night last week, and told a story about having been confined for two days in a room in a downtown hotel. After detectives had investigated his story, it was decided to send Lever to the hospital for observation as to his mental condition. Before going in the diamond business Lever was a crack rifle shot with a Wild West show.

Efforts are being made by the Washington police to get some trace of an alleged bogus representative of the Elgin Watch Co., who was in this city several days last week. According to the police, the man advertised in the local newspapers for agents and collectors. He claimed that he was the factory representative of the Elgin Co. and was about to commence a wholesale selling campaign in Washington. He endeavored to obtain a $50 cash deposit from persons he hired, as "evidence of good faith." So far as the police learned, he did not get any money. Several persons who answered the advertisements became suspicious and notified the police. The watch company was communicated with and advised the police that the man was unknown to them. In the meantime, however, he had left the city.

Harrisburg, Pa.

The Conlyn jewelry store in Carlisle has been moved to the adjoining building.

William F. Day, Millersburg, this county, has removed to Waynesboro, where he will conduct a jewelry store.

The dedication of the bronze memorial tablet at Camp Curtin, this city, has been set for Oct. 11. It is being made in Reading, and will be suitably inscribed.

Thursday of this week the Greencastle, Pa., stores were all closed to enable the business men to attend the annual outing of the Business Men's Association at Pen-Mar.

Harrisburg merchants will be largely represented at the coming annual convention of the Pennsylvania Retail Merchants' Association to be held in Lebanon. Wilmer Crow, this city, is president of the State Association.

E. L. Peisar, Glenwood Springs, Colo., has been succeeded by J. W. Rawles.

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Vol. LXIII. CHICAGO, WEDNESDAY, AUGUST 9, 1911. No. 2.

Chicago Notes.

R. S. Church is on a trip to Seattle.

Mr. and Mrs. L. Bach are at Colorado Springs, Colo.

C. E. Bunker is taking a vacation at Michigan City.

W. W. Beckwith is spending a vacation at Bridgehampton, L. I.

Frank J. Barton, of the Catlow-Barton Co., was here last week.

O. A. Starke, of the Star Watch Case Co., was here last week.

Frank E. Behrendt has severed his connection with Ferdinand Hotz.

E. V. Wendell, of the Western Watch Case Mfg. Co., is in New York.

Reuben W. Cohen, with the Geo. H. Cahoone Co., is on an eastern trip.

Al Kolker, with the Juergens & Andersen Co., returned to Denver last week.

Henry Freund, of Henry Freund & Bro., spent a few days here last week.

Lou Berger, with Enos Richardson & Co., visited the trade here last week.

A. R. Kamberg, with L. H. Schafer & Co., is on a trip through Wisconsin.

Mrs. Herbert W. Allen is at South Framingham, Mass., on a visit to her brother.

W. T. Loud, representing Allsopp & Long, visited the trade here last week.

O. E. Benkendorff, with the Adelphi Silver Co., is on a middle western trip.

M. G. Evans, with Norris, Alister & Co., is on a trip through Illinois and Missouri.

W. T. Hixson, of El Paso, Tex., was here last week on his way home from the east.

H. M. Lorish, with the Alvin Mfg. Co., is on a trip through Minnesota and Wisconsin.

G. S. Titus, representing the Poole Silver Co. and the A. J. Gannon Co., is on a trip northwest.

Geo. E. Strawn, of E. A. Dayton & Co., has returned from a two months' vacation in Nebraska.

A petition in involuntary bankruptcy has been filed against the United States Mail Order House.

Otto Kortkamp, of St. Louis, Mo., passed through here last week on his way to Elkhart Lake, Wis.

Bach & Co. have gone into the loose and mounted diamond business in addition to their watch business.

Hamilton B. McKinley, with the Elgin National Watch Co., has returned from an extensive western trip.

The Elgin National Watch Co. has declared a regular quarterly dividend of 2 per cent., payable Aug. 1 last.

C. T. J. Delaporte, formerly at Berlin, Wis., has opened a new jewelry store at Moline, Ill. He was here last week.

Claude Seymour, of Otto Young & Co., returned from a three months' European trip last week, accompanied by his wife.

S. O. Bigney, of S. O. Bigney & Co., spent a few days here last week visiting his Chicago representative, Mr. Badgley.

Among the diamond men here last week were: Jac. E. Judels, of Henri E. & Jos. E. Judels, and Albert E. Levy, of Marchand Freres.

R. T. Kleckner, with the Theodore W. Foster & Bro. Co., is in the northwest. A. W. Schumann, with the same concern, is in the south.

Lou Fleming, now with Joseph Fahys & Co., will take charge of the watch-case department of the South Bend Watch Co. about Aug. 15.

J. L. Clement, formerly with K. Ernst, Danville, Ill., was here last week buying his opening stock for his new store at Hartford, Mich.

Mrs. O. N. Kircher, jewelry buyer for the Harned & Von Maur Co., Davenport, Ia., stopped over here last week on her way to New York City.

The E. Howard Clock Co. recently installed a tower clock at Lyons, Kans. The clock has four dials, each six feet in height, hour strike, and the bell weighs 1,400 pounds.

B. R. Fischer met with a peculiar accident last week. While in a clothing store on W. Madison St. he fell through an open trap door to the cellar and severely hurt his right leg.

A man giving the name of John Barker, who is believed to be Jay Duryea, was arrested here last week. Duryea is wanted in connection with the diamond robbery of H. T. Reed, Los Angeles, Cal.

F. G. Thearle, of the C. H. Knights-Thearle Co., returned from Richmond, Va., this week, where he attended the A. N. R. J. A. convention. Mr. Thearle is the secretary of the National Wholesale Jewelers' Association.

Finley M. Drummond, formerly with the Towle Mfg. Co., is one of the incorporators of the Utica Clay Mining & Transportation Co., a subsidiary corporation of the Utica Fire Brick Co., of which Mr. Drummond is secretary-treasurer.

Chicago wholesale jewelers will be slightly inconvenienced by the new factory law which prohibits the employment of females in any capacity over 10 hours a day. Especially during the holiday season will this be felt, as it is the custom then to work nights in order to fill orders.

Mr. and Mrs. J. L. Felsenthal arrived from Europe last week, bringing with them the body of their daughter, Florence, who died at Marienbad. The funeral was private and took place last Thursday, the interment being at Rosehill Cemetery. Mr. Felsenthal is indignant over the way he was treated after his daughter died, the authorities at Marienbad charging him altogether $1,500 to prepare the body for shipment.

Among the out-of-town jewelers here last week were E. Peck, Carl Oesterle and Robt. Kiep, Joliet, Ill.; F. H. Peters, Moline, Ill.; M. Plain, Aurora, Ill.; F. A. Marean, Belvidere, Ill.; C. F. Graff, Elkhorn, Wis.; Mr. La Fountain, Gibson City, Ill.; John C. Jones, Tucumcari, N. Mex.; Gordon Overstreet, Hoopeston, Ill.; Geo. Olin, Janesville, Wis.; Frank Le Bron, Keokuk, Ia.; W. T. Hixson, El Paso, Tex.; C. T. J. Delaporte, Moline, Ill.; Samuel J. Strickler, Salina, Kans.; Geo. B. Stager, Winona, Minn.; Geo. K. Munroe, Grand Forks, N. Dak.; Otto Kortkamp, St. Louis, Mo.

New Orleans, La.

Leonard Krower, who is at present convalescent in New York, is expected back in New Orleans in four weeks.

Richard Hunken, representing Allsop & Allsopp, spent four days in New Orleans this week, stopping at the Cosmopolitan Hotel.

Ed. Hasse, representing R. Wallace & Sons Mfg. Co., is stopping at the St. Charles. Irving Clark, representing Reed & Barton, is also in town. Mr. Holden, for the Alvin Co., is at the Grunewald.

Coleman E. Adler furnished two of the most handsome loving cups that will be run for as first prizes in the *Picayune's* New Orleans-to-Memphis Automobile Tour, which starts Aug. 12 in front of the *Picayune* building.

Louis Hausmann, president of T. Hausmann & Sons, has left New York after making extensive purchases, and is with his family, stopping at the Cedar Lake Park Hotel, Schlesingerville, Wis.



The Next Chapter

of this interesting romance will appear shortly. It *should* appear in *your* store. If it doesn't, it may be because you are not alive to the wisdom of aggressive efforts for business at this time, or, perhaps, you are not availing yourself of the many advantages offered you by

The Allen Superior Diamond Service

These advantages—*in Quality, Price, Assortment* and *Speedy Deliveries,* memo, or stock—are pronounced and widely recognized. It will pay *you* to "catch on."

The "Engagement Season"—(which after all is but a part of your diamond business) is by no means over. It is just fairly under way.

From now on, *expect a renewal of active diamond demand*—which will profit you greatly *if you are prepared.* Good stones at August prices (Herbert W. Allen & Co. prices) are a wise investment for both present and later needs.

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Cincinnati, Ohio

HERBERT W. ALLEN & CO.

"The Seal of Superior Service"

San Francisco.

Mr. Harris, representing Lehrberger, Armer & Co., is now covering the San Joaquin Valley and was recently in Tracy.

E. V. Saunders, treasurer of A. I. Hall & Son, has returned from a short business trip to the southern part of the State.

H. H. Wiendieck, a pioneer retailer of Red Bluff, Cal., was here recently and called on a number of the local wholesalers.

F. Languetin, of Harris & Languetin, has returned from an extended vacation, having covered a large stretch of territory on his motorcycle.

Louis R. Thompson, traveling for Rothschild & Hadenfeldt, left last week on a trip along the coast that will be of several weeks' duration.

C. A. Parlin, who for some time was located in this city, is now in Yreka, Cal., where he is filling a position in Ralph Lake's jewelry store.

Ben Fershtand, who was here recently purchasing a new stock of goods and store fixtures, has opened for business at Miron, a town in the oil fields.

Henry Abrams, of the Henry M. Abrams Co., is back from a short out-of-town business trip. He describes conditions in the country districts as being rapidly improving.

Jack Lewis, representing H. C. Van Ness & Co., who recently returned from a trip through southern California, has left on his regular Fall trip through the northwest and will be away for several weeks.

Walter E. King, Stockton, Cal., was here on a business mission this week. He brings word that the firm of Powell, McKee & Co., Sacramento, Cal., has disposed of its business to Larson & Elliott, a new firm.

A. F. Debrowsky, Redding, Cal., is expected to pay a visit to this city shortly to make selections of stock and fixtures for the new store he is to open there shortly. A fine store has been leased and this will be fitted up in high class style.

The bold thieves who entered the store of Miss Anna L. Silveira at 72 Jackson St. a couple of weeks ago and made away with goods valued at fully $12,000 have not been apprehended, although detectives have been busy on the case. An accurate description of the goods stolen has been secured and a close watch will be made in the leading coast cities for goods offered for sale.

W. J. Lindrow has leased a small store at 17 Kearny St. and will open a jewelry establishment there some time during the present month. The location is regarded as being a very satisfactory one, being but a few doors from Market St. and on a well traveled street. It will be close to the store of the Baldwin Jewelry Co. and across the street from A. Andrew's new Diamond Palace.

Gaston Noel, a retail jeweler located in the Phelan building, who disappeared recently owing local wholesale houses large sums, has not been found; although the authorities are making strenuous efforts to apprehend him. Noel was formerly in business on Fillmore St. and previous to his business experience there was employed in New York. It was his practice not to buy heavily from any one firm, but to spread his patronage to many concerns. Not until he had disappeared was it known that he had been securing goods from almost all of the local firms handling gems.

Milwaukee.

News has been received in Milwaukee that Otto Nelson, well-known jeweler of Peshtigo, Wis., was painfully injured recently while repairing his automobile.

News has been received in Milwaukee of the death of Mrs. Goldie Kemnitz, wife of Edward W. Kemnitz, a jeweler connected with R. B. Anger & Co., Oshkosh, Wis. Mrs. Kemnitz had been ill for a year and a half, and her death was not unexpected.

Several finds of valuable pearls were reported from various sections of Wisconsin last week. Phillip Ullins, Edgerton, found a perfect 14-grain pearl in the Catfish River, for which he has refused $500. Harry Schmidt, a 15-year old boy of Prairie du Chien, secured a 31-grain pink specimen, for which William Moore, a pearl dealer of Prairie du Chien, has offered $800. While the mad rush for pearls during the low stage of water in the Mississipi in 1910 greatly depleted the clam beds in some sections, the harvest thus far this season has been satisfactory.

Jewelers all over the State are endeavoring to evolve some plan which will allow them to handle the coming holiday trade satisfactorily and yet not violate the new law relating to the working hours of women and girls. The new act limits the working hours of females to 10 in the day time, eight in the night time, and a total of 55 per week. It will be necessary, in most cases, for the jewelers to keep their places of business open two or three evenings per week during the holiday season and have their employes start later in the morning or take a part day off occasionally in order to keep the total number of hours down to 55 per week.

Robberies of two jewelry stores about Wisconsin have just been reported to the Milwaukee police. Burglars, thought to have come from Chicago, recently broke into the show windows of Christianson Bros., Racine, Wis., and were evidently frightened away before they completed the job, as they took only nine watch cases, leaving considerable valuable jewelry in the window. The watch cases were valued at only a small sum, while watches rings and other articles of jewelry in the window were worth hundreds of dollars. Sneak thieves broke into the jewelry store of Joseph Faris, Fond du Lac, Wis., took several watches, various small articles and $62 in cash.

The storeroom stock of jewelry formerly owned by J. B. Tary, Benwood, W. Va., who went into the hands of a receiver recently, has been purchased by F. Barger, who will continue the jewelry business under his own name.

The bankruptcy case of Chas. E. Hodgen, Kokomo, Ind., noted last week, has been referred to the referee in bankruptcy, Harry C. Sheridan, Frankfort, Ind., and it is understood a meeting of the creditors will be held in Kokomo at the office of Morrison & McIntosh for the purpose of appointing a trustee.

Denver.

Mr. Clark, of the International Silver Co., was here this week.

Albert E. Lee, Pacific Coast agent for H. A. Kirby Co., and the S. Cottle Co., visited Denver this week.

Charles F. Goddard, who represents the Morgan & Allen Co., and other concerns, is visiting the trade.

Leroy Strasburger, representing L. Strasburger's Son & Co., and the LeRoy Mfg. Co., New York, is in the city.

Paul G. Storm, with Reed & Barton, Taunton, Mass., visited the local jewelers this week while on his honeymoon.

George C. Lenfestey, representing the De Passe Mfg. Co., and Sansbury & Nellis, is here showing a complete fall line.

T. B. King, of the W. W. Hamilton Jewelry Co., has started on a business trip through the State. He will be absent a month.

R. A. Kettle, manager of the Chicago office of the Waltham Watch Co., and Mr. Warren, of the Elgin National Watch Co., are calling on the trade in Denver.

R. L. Clark, representing Wilcox & Evertson and the Wilcox Silver Plate Co., is in the city with his wife, who accompanies him on a two-months' trip.

J. J. McGary, of the McGary Jewelry & Silver Polish Co., has returned from a 10-months' trip through New York State, Pennsylvania and the east. He reports business very good.

Among the Colorado jewelers visiting the local trade during the week were: F. A. Eaves, Idaho Springs; William Brennan, Brennan Bros., Loveland, and L. E. Gardner, Longmont.

San Diego, Cal.

D. G. Hall, watchmaker, formerly with J. Jessop & Sons, has gone with the C. W. Ernsting Co.

W. H. Peters, wholesale manufacturing jeweler, with place of business in the Timkin block, has closed out his establishment on account of his wife's health, and left the city.

The local trade has recently been visited by C. C. Abel, Adams & Abel Co.; Mr. Schreiber, the Sterling Silver Mfg. Co.; J. A. Young, T. B. Clark & Co.; G. H. Otto, Julius A. Young; Arthur W. Bennett, Simons Bros. & Co. and the Rogers, Lunt & Bowlen Co.

Raymond E. Couch, a watchmaker of this city, while on his vacation trip to Palomar Mountain fell on the rocks and fractured a leg. His condition has not warranted his return to this city, but he is undergoing treatment at the mountain resort where he was stopping.

Arthur Porak, formerly bookkeeper with J. Jessop & Sons, has resigned and gone to Portland, Ore. F. A. Johnson is on the staff of J. Jessop & Sons as manufacturing optician during the vacation absence of Samuel Biddle. J. A. Hemstock, formerly of Redlands, and James Kite, who recently returned from Alaska, have taken positions as watchmakers with the same firm.

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for Jewelers and Watchmakers

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11 John St., New York

Cincinnati.

A. Solomon will start in his western trip for A. & J. Plaut the last part of this week.

Eugene Frommeyer and E. M. Klein, of Klein Bros. Co., left Monday for trips through Indiana.

Charles Swigart, of Charles Swigart & Co., came home for Sunday from his trip through the northwest.

Theodore Neuhaus, president of the Theodore Neuhaus Co., spent several days in Milwaukee last week.

Victor Gebhardt, of Gebhardt Bros., has taken his family and gone fishing to Clark's Lake, Mich., for August.

Edward J. Mehlin, former watchmaker for the Duhme Co., came in from Dayton, last week, to visit friends.

B. S. Newman is touring the south for Frohman & Co. Jonas Wise is going through Ohio and Indiana.

Fred Pieper, Covington, Ky., is attending the convention of the American Optical Association at Salt Lake City.

Gus Peck of Peck, Selmeier & Peck, has returned from a three week's western trip, and left Monday for the east.

H. A. Rohs, Cynthia, Ky., is visiting his brother, Henry Rohs, son-in-law of Ben Schneider, well-known jeweler on Vine St.

J. C. Miller, of the Miller Jewelry Co., returned Saturday from a short trip to Chicago. W. L. Miller is traveling through Missouri.

J. W. Kueger, expert watchmaker, is now with Mecklenborg & Gerhardt, manufacturing jewelers, in the Miami building, 5th and Elm Sts.

Fred Thoma, of the Thoma Bros. Co., is traveling through Ohio; Carl is in Indiana, and Jerome in Kentucky. A. J. Augustine is also traveling in Kentucky.

J. W. Soler, of the E. & J. Swigart Co., has returned from a vacation spent in Mackinaw Island. C. W. Buchreitz has gone to Atlantic City for two weeks.

W. Pflueger and J. B. Osthoff, of Joseph Noterman & Co., left Monday for the south and central States respectively. Mr. Osthoff returned Saturday from the Richmond convention.

Clarence Loeb, of Hermann & Loeb, is traveling through the west. Irvin Hermann started Monday for Indiana and Illinois. Mayo Loeb left on the same day for Ohio. A. Hermann has come in from Kentucky.

William G. Courtney, of the Gustave Fox Co., left Sunday for a five months' tour of the south and east. Gus Fox is home after four weeks at Atlantic City. The salesroom and offices of the firm have been rearranged recently.

David N. Berris, of the Geneva Optical Co., was paid a flying visit, last week, by his father and mother, Mr. and Mrs. Joseph Berris, Adrian, Mich. Mr. Berris, Sr., is also an optician. Joseph W. Smith is traveling through West Virginia.

Simon Lindenberg, of Lindenberg, Strauss & Co., returned Saturday, reporting a great time at the Retail Jewelers' Convention at Richmond, Va. Sig Strauss left Sunday for the east and north. August Neustedt is traveling through the northwest.

Mr. and Mrs. A. G. Schwab, accompanied by their daughter, Mrs. Louis Lange and her family, are spending August at Atlantic City. Louis Lange is back from a three weeks' trip in West Virginia and will go to Atlantic City to join his wife within a few weeks.

E. J. Fox returned Monday from a vacation spent in northern Ohio, in the course of which he had a great deal of entertainment with a semi-pro team of baseball players. Lee Kahn, also of Lindenberg & Fox, left Sunday for Kentucky, and Lee Horn started north.

Saul Bingaman, of Bingaman & Co., is spending the Summer weeks at Lake St. Clair, near Mt. Clemens, Mich. Sam Bingaman returned recently from a four week's trip through Canada, and Lucien Bingaman came back Tuesday from Mt. Clemens. J. K. Bingaman spent Sunday at West Baden.

J. Zangers, president of the Cincinnati Optical Club; Harry Winston, its secretary, and Emil Klein, have already made arrangements to attend the convention of the Ohio Optical Association at Cedar Point, Aug. 21 and 22. It is probable that four or five other Cincinnati optometrists will make the trip.

The annual outing of the Cincinnati Optical Club was sadly used by the rain of a week ago Saturday, and of a consequence there will in all probability be no social session this season. Following the usual custom, August will pass without a meeting. The September gathering will be led in discussion by J. Raphaelson, Newport.

Out-of-town buyers noted in the city, last week, included: Philip Horr, Aurora, Ind.; A. M. Stamm, Williamsburg, O.; C. C. Higgins, Glencoe, Ky.; H. Bertram, Brooksville, Ky.; Ben Gratz, Lexington, Mo.; T. Wolff, Elwood, Ind.; H. H. Krauss, Springfield, O.; M. Powers, St. Paris, O.; Charles Sederberg, Milford, O.; F. A. Schweeting, Oxford, O., and John Robinson, Mt. Sterling, Ky.

Herman Poppendick, formerly with Richter & Phillips, has affiliated himself with Wallenstein, Mayer & Co., and is now preparing his cases for his first trip. A. C. Wallenstein is doing North and South Carolina, Elmer Wallenstein in Missouri, Arkansas and Tennessee, and Gilbert W. Wallenstein in Ohio, Kentucky and Indiana. Miss Lulu Westerkamp and Miss Clark are now taking their vacations.

Julius D. Jacobs, of D. Jacobs & Sons Co., is expected back Aug. 12 from an extended tour of the Thousand Islands and Canada, which he is now taking with his wife. Edward B. Jacobs leaves for Tennessee and Kentucky, Aug. 10. A. C. Jacobs starts Aug. 17 for Atlantic City to spend three weeks with his mother, Mrs. D. Jacobs. Gus Spiegel is back from Iowa and fitting himself for a four weeks' tour of Michigan.

A new Mosaic floor is being laid in the silverware department of the Frank Herschede Co. Three big 23-foot cases are being made by the Herschede Hall Clock Co. to replace the old cases, and these will be installed before the end of the month. The Hall clock salesroom in the basement has already been remodeled. The firm shipped Friday to the Estell Springs Hotel a handsome cup made for the ladies' singles tennis championship of Kentucky.

The deal by which Wm. S. P. Oskamp, president of the Oskamp Co., 7th and Race Sts., acquired the property at 8th and Race Sts., owned by George Massey and used as a restaurant, was completed Saturday. The terms by which Mr. Oskamp secured the leasehold were not made public, but the privilege of purchase was placed at $42,000, the fee held by the Woodruff estate. Work will be begun at once to erect a two-story building for the automobile department of the jewelry store at 7th and Race Sts., which has far outgrown the space given it there.

Following the death of Dietrick Gruen, founder and president of the D. Gruen Sons Co., watch and watchcase manufacturers, the remainder of the board of directors held a meeting in which his son, Fred. J. Gruen, was elected president. He had formerly been vice-president. George J. Gruen was continued in his position of secretary and treasurer, and Frank W. Gruen, another brother, was elected to the vacancy in the board. He is vice-president and cashier of the First Savings and Banking Co. of Dayton, O. Remaining members of the board are Judge Obed W. Irwin and Charles W. Biesser.

The biggest transaction in jewelry circles of some months is recorded in the closing of terms by the Oskamp-Nolting Co., by which they move from their present quarters on Elm St. to 26-30 W. 7th St. Their removal will put them much nearer the shopping district, and without doubt will prove a good move for their retail jewelry and optical trade. Their departure may presage the passing of Elm St. as one of the jewelry centers of the city, as the trading part of Cincinnati seems to be moving east and north especially. Notice of the removal of the Oskamp-Nolting Co. was given in the granting of a permit to Louis Hauck, a brewer who owns the property at 26-30 W. 7th St., to wreck it in preparation for the construction of a five-story concrete building for the jewelry firm. Work will be started very soon, with prospects of the new tenants occupying the premises in February or May. The first floors will be rented out.

Utica.

Judge Ray has referred the petition in bankruptcy, filed by Richard G. Kimmer, jeweler, in West Fulton St. Gloversville, and a meeting of the bankrupt's creditors to elect a trustee will be held at the court house in Johnstown on Aug. 14 at 10 o'clock.

Mr. Liberman, of Abelson & Liberman, wholesale jewelry, in the Martin building, bought the Isaac H. Thay building, 308 Columbia St., for $14,200. Thay recently went into bankruptcy and his trustee sold the property. It is a three-story brick building.

John Harris, a negro, was arrested in Chattanooga, Tenn., recently on a charge of buying jewelry on the instalment plan and, after making one or two payments on it, selling it.

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We can certainly serve you fine

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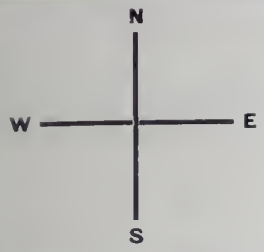
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Established 1844

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Our extensive Diamond business admits of our buying original unassorted lots, so we carry every grade and kind of loose diamonds.

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With Waltham, Elgin and Hamilton movements, Fahys and other lines of Filled Cases, we are prepared to handle your wants.

JEWELRY

Our endeavor for this year's Jewelry Line has been to obtain Artistic goods of good Quality at popular Prices, in both Gold and Fine Plated.

We believe we have attained this object.

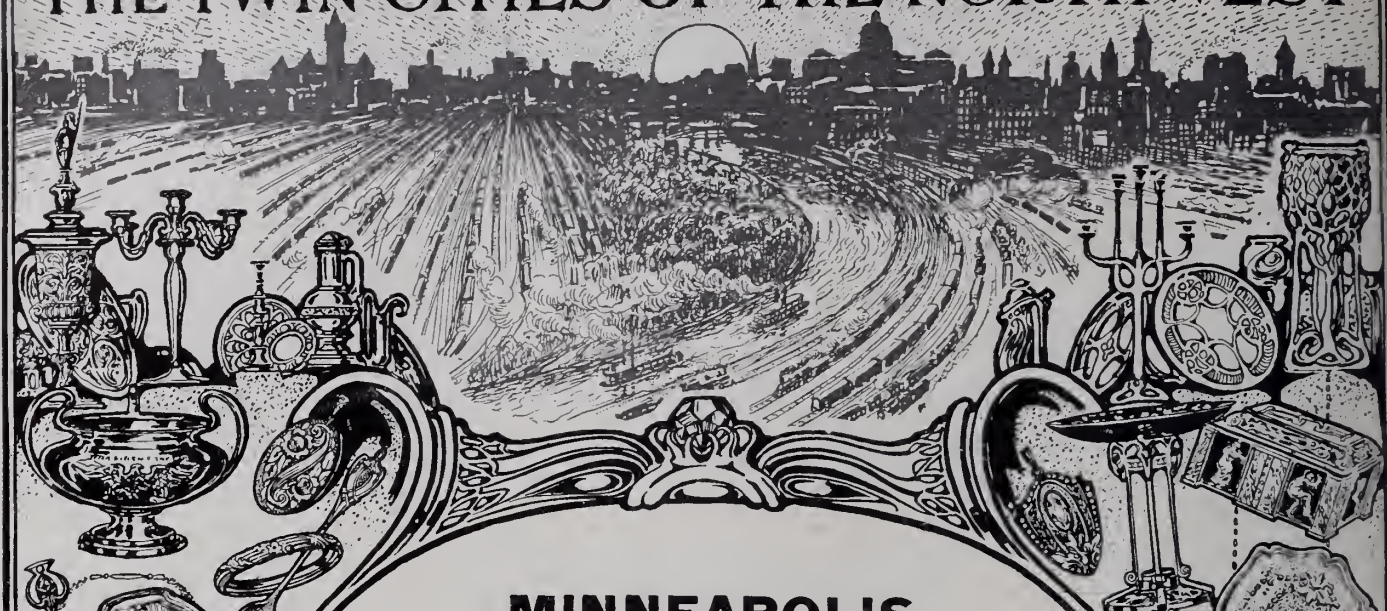
Lay in your Stock now, to meet the early Fall demand and get the pick of desirable new patterns.

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Established 1844

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Exclusively
Watches and Diamonds

BEARD BROTHERS
Watch Material, Tools and Jewelers' Supplies
Exclusively

THE JOBBING CENTER FOR JEWELRY AND KINDRED LINES

Indianapolis.

William Springhorn has returned from Dry Lake.

John Merrick, of Westfield, Ill., was a visitor in the city last week.

Jacob R. Greisser, who suffered a severe sun stroke recently, is improving.

Walter Rouse has returned from a two weeks' vacation spent at Lake Manitou.

Mr. and Mrs. Charles Mayer, Jr., have gone to Walloon Lake for several weeks.

Max J. Bieber has returned from Lake Manitou, where he spent a vacation of 10 days.

Wilbur Smith has completed a 10 days' vacation at Ravenswood, along White River.

Constantine Beckerer has returned from a visit to Niagara Falls and other eastern points.

Mr. and Mrs. Philip W. Gilblom are entertaining their son, Abraham Gilblom, of Chicago.

Donald Patton, who has been visiting relatives at Kokomo for some time, has returned home.

Fritz Wetzel has gone east for a few days and will visit New York and other jewelry centers.

Carl F. Walk will leave this week for an extensive automobile trip through the east with friends.

Mr. and Mrs. Asher Gray and children have returned from Petoskey, Mich., where they spent several weeks.

The Indiana Jewelry Co., Kentucky Ave. and Washington St., is selling out preparatory to discontinuing business.

Frank A. Kroetz, a watch maker at Columbus, has gone to Madison, Wis., to be with friends for several weeks.

Emerson Druley has gone to Ashley, Mich., where his brother, W. S. Druley, was killed a few days ago by a train.

Leo Krauss has returned from an eastern buying trip during which he visited New York, Providence and other points.

Mr. and Mrs. Edward Petri have gone to Lake Maxinkuckee on a two weeks' fishing trip. Mr. Petri is watchmaker for Julius C. Walk & Son.

Isidor Grohs, who was badly injured a short time ago, when a vehicle in which he was riding was struck by a street car, is improving slowly.

The Best Plating Co., which has conducted a general plating business, has decided to confine itself to gold and silver plating in the future.

Joseph E. Reagan has returned from Richmond, Va., where he attended the annual convention of the National Retail Jewelers' Association.

Fletcher M. Noe has gone on a trip through northern Canada and to the Pacific coast. Mrs. Noe will join her husband at San Francisco later in the month.

Roy Miller, who recently graduated from Princeton University, and who is the son of Enrique C. Miller, of The Baldwin, Miller Co., has entered the concern to learn the business.

The Commercial block, in which is located the firm of Burns & Anderson, and the Jacob H. Gresser Co., was damaged by fire a few days ago, but the two jewelry concerns escaped loss.

In order to conduct a retail jewelry business the Frank Mayr & Sons Co., of South Bend, has been incorporated with an authorized capitalization of $10,000. The stockholders and directors are George Mayr, F. Mayr, Jr., and F. Mayr, Sr.

George W. Morgan, a pearl dealer of Vincennes, has sold to Sam Kutner, a Parisian pearl buyer of the same city, a pearl for which he received $1,250. A few days ago Morgan bought the same pearl for $5 from a farmer boy, who found it in a mussel shell in the Wabash river.

Omaha.

Fred Brodegaard has returned from a trip to Blair, Nebr.

Harry Greenblatt has returned from a trip through Nebraska.

J. McFadden, with the Ryan Jewelry Co., has gone on a visit to Texas.

H. S. Knapp, with the Shook Mfg. Co., has gone on a trip to Missouri.

M. M. Huck, of North Bend, Neb., has gone to Kenosha, Wis., for a month's vacation.

Albert Edholm will leave about Aug. 15 for a month's vacation at Isle Royal, Lake Superior.

Lawrence Adams, with Louis A. Borsheim, has returned from a visit to Three Rivers, Mich.

Arthur Metz, secretary of the A. G. Smith Co., with his family, are spending a few weeks at Colfax Springs, Ia.

Out-of-town jewelers in Omaha last week included: R. M. Herre, Fremont, Neb.; M. C. Remington, Neligh, Neb.; A. F. Quigley, Herrick, S. Dak.; Peter Wilse, Portsmouth, Ia.

Robert Levy, Newark, N. J., was in town last week, and is out a good hat. At the restaurant where he took lunch somebody exchanged a 39-cent straw hat for his much more valuable head piece.

Secretary Franks is mailing to jewelers in Nebraska a full and complete report of the sixth annual convention of the Nebraska Retail Jewelers. It also contains all the papers read before the convention.

Omaha jewelers are very much pleased over the news that T. L. Combs was re-elected to the vice-presidency of the American National Retail Jewelers' Association at the convention held at Richmond, Va., last week.

C. E. Reese, one of the prominent jewelers of Salt Lake City, who sold his business about three months ago, has decided to settle in Omaha. Before deciding he visited cities on the Pacific Coast and as far south as Alabama, but finds the best business outlook in Omaha. He has leased the room at 307 South 16th St., and after remodeling it will open about Sept. 1 with a complete line of diamonds, jewelry and optical goods.

An optician and dealer in nautical instruments in Malta informs the American consul that he desires catalogues and price lists from American opticians and nautical instrument manufacturers. He requests that correspondence be in Italian. Further information may be had from the Bureau of Manufactures by giving the file number, which is 7053.

Minneapolis and St. Paul.

The partial failure of the crop in the northwest this Fall is proving a disappointment to many wholesalers and others who counted upon a heavy business following the expected good crop. South Dakota has been the worst affected, although the harvest shows a slightly better yield than was anticipated when the hot winds did their work. The western half of North Dakota has also been seriously damaged and will get about half a crop. The eastern half of the State will have a generally good crop. Minnesota is spotted and irregular. The southwestern part is quite poor, and it ranges from that to a fair average. The total will mean only a moderate wholesale business at best.

A. E. Barker, the North Minneapolis jeweler, is named from the North Minneapolis Commercial Club as a member on a committee to arrange for a revision of the city charter.

Bruno Zimmerman, formerly of Parkers' Prairie, Minn., has been in the Twin Cities during the week. He has just bought the business of Ed. Haas, at Stanley, N. Dak., and will continue the business there.

A. L. Haman, St. Paul, is just getting out an exclusive watch catalogue, which will be mailed to the trade about Sept. 1. The book will be about 8x10 in. in size, consisting of 240 pages, profusely illustrated.

Walter B. Dahl, of 2409 Central Ave., Minneapolis, is arranging to engage in the manufacture of a patent ring tray, of which he is the inventor. This tray appears like any other, but the withdrawal of a ring automatically locks in all the other rings. None can be taken out until the first is returned. This limits the customer to examining a single ring, and will prevent secreting a ring out of a case. Mr. Dahl has begun manufacturing the tray, for which he has had a number of orders.

Cleveland.

Currier & Winzenreid expect soon to open a store on W. 14th St.

Ground was broken last week for the new store of Glen McGraw, now doing business at 9008 Lorain Ave. He hopes to be doing his next holiday business in his new store.

A. B. Runkle, Sandy Lake, Pa.; Sam Brainard, Medina, O.; G. F. Elgin, Kent, O.; Benj. Mosley, Willoughby, O.; J. W. Pitkin, Grafton, O., and Geo. A. Clark, Lorain, O., were in Cleveland last week.

J. W. Pitkin, Grafton, O., was recently robbed of $200 in merchandise, and up to the present time no trace of the thieves has been found. The store was broken into after it had been closed for the night. Entrance was gained by prying open the window.

H. F. Thomson, 3816 W. 25th St., is one of a committee arranging for a picnic for the West Side merchants, and has on display in his window a beautiful loving cup to be awarded the winning ball team, and to become their property after three consecutive victories.

The Court of Appeals of the District of Columbia has affirmed the decision of the Commissioner of Patents, who refused to register as a trade-mark the words "No Sag" for handbags, on the ground that they were descriptive of the goods to which they were applied.

BUY IN KANSAS CITY

THE LOGICAL MARKET FOR THE WEST & SOUTH WEST



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Wholesalers of
Jewelry, Watches, Diamonds, Clocks, Silverware, Cut Glass, Tools, Materials, etc.
Catalog on Request

Kansas City is CLIMBING to the top as the principal JEWELRY CENTER OF THE WEST

Los Angeles.

J. L. Miller has started out again on an extended business trip for the E. Bastheim Co.

Geo. Goldberg, representing the Untermeyer-Robbins Co., New York, is here calling on the trade.

Mrs. Geo. A. Brock and son will spend the month at Venice, an oceanside resort about 14 miles from this city.

H. Weinberger is conducting a sale of jewelry in a store which he has secured temporarily at 555 S. Spring St.

J. G Talbott, of Meyer, Cahn & Talbott, has returned from a very pleasant vacation spent with Mrs. Talbott in the Yosemite.

C. T Dunsmoor, of the Whitley Jewelry Co., has returned from a delightful vacation spent with his family at Catalina Island.

S. B. Bailey has discontinued his auction and expects to get started in business in his new store within about two weeks with a new stock.

A. J. Dutton, Downey; Geo. L. Dietrich, Anaheim, and J. P. Rasmussen, Ventura, are among the jewelers who have been in Los Angeles recently.

Dr. W. S. Cherington, a well known optometrist, has been engaged to take charge of the optical department in the new jewelry store of the E. Fleming Co., 709 S. Broadway.

Harry Adams and Clarence E. Diebenkorn are now working together for the Adams & Abel Co., taking in the city and suburban towns. They report an encouraging improvement in business.

Frank Sterling, of the material department of the E. W. Reynolds Co., is making a two weeks' trip on the road. After his return he will take a vacation, probably spending it at Catalina Island.

The Pacific Jewelry Co. is the name under which the Meyers Bros. will conduct their new store at 621 S. Broadway, which has just been vacated by John T. Harris. They are already settled in the store.

Mr. Koke, manager of the Walton Jewelry Co.'s store in this city, has received a letter from Mr. Walton, from Australia. Mr. and Mrs. Walton are on a trip around the world, which has thus far been very pleasant.

Ralph Himmelschein, agent for Bliss & Co.'s and the North American Watch Co. lines, with offices in the Broadway Central building, has found so much business to engage his time in Los Angeles and nearby towns that he has not yet taken any trips to more distant places. He expects soon, however, to be able to get away for a trip of some length.

The Out West Gem Co. will soon expand its field of activities and engage extensively in the manufacture of buttons from mother-of-pearl. The capital stock of the company will be increased to $200,000 and the name changed to the Out West Gem & Button Co. It is the intention to establish a factory with a capacity of about a million gross a year. This will be the only factory of the kind, it is said, west of the Rocky Mountains.

Brock & Feagans have just delivered the 26 prizes ordered from them by the Southern California Tennis Association and awarded at the tournament at Long Beach. A number of the employes of this concern have organized a swimming club with the purpose of meeting every Saturday afternoon and enjoying a swim at one of the nearby beaches. The club comprises John Bosworth, Alfred S. Varian, C. A. McClintock, C. O. Fleck, A. Raffe and C. A. Weston.

Arrangements are being made to send a police officer to Chicago to bring back L. Pierson, alias Jay Duryea, alias Joseph Dalton, alias Joseph Burton, who has been arrested there and who is believed to be one of the men who brutally beat and then robbed H. T. Reid, a diamond broker, June 22, in the latter's offices in the Grant building, this city. W. C. Rogers, who confessed that he was one of the men and was sent to the penitentiary for life, implicated Pierson.

Pacific Coast Notes.

W. A. Parkes, Pomona, Cal., has moved into a new store at 426 W. 2d St.

H. Dobrowsky, Anderson, has just moved into a fine new store at that place.

F. H. Conwell has opened a jewelry store and watchmaking shop at Mariposa, Cal.

Greenwald & Adams, of Tucson, Ariz., have leased a building at Congress and Belknap Sts. and will shortly fit up a fine store there.

Fred Symonds, son of a manufacturing jeweler at Long Beach, Cal., came near losing his right eye recently while working in the shop.

R. W. Cummings, Ventura, Cal., was the victim of a motorcycle accident recently and was quite badly hurt, but his injuries will not prove serious.

An involuntary petition in bankruptcy has been filed against L. Hoffman, Seattle, Wash., in the United States Court. The assets and liabilities are not stated.

James Arthur, a prominent jeweler of Sanger, Cal., died recently at Fresno, following an operation for appendicitis. He is survived by a wife and two children.

J. H. Padgham & Son, Santa Ana, Cal., are holding an auction sale to dispose of a portion of their stock, but announce that they are not planning to retire from business.

The store of M. Yoshida at San Jose, Cal., was recently entered by robbers and the proprietor was forced at the point of a pistol to hand over jewelry valued at more than $1,000.

The Globe Chronometer Co. has been incorporated at Sacramento, Cal., with a capital stock of $100,000 by P. J. Benson, of Auburn; C. O. Bradford, J. W. Shanks and E. R. Sheffield, of Sacramento, and C. E. Ramage, of Pomona.

An involuntary petition in bankruptcy has been filed against Samuel D. Henkin, Pasadena, Cal., who conducted a novelty and jewelry store in that city and also in Bar Harbor, Me. Mr. Henkin has been in business for about eight years, and for a while was a member of the firm of Goldberg & Henkins, which dissolved January 1, 1909, Mr. Henkins succeeded the business.

Burglars broke into the store of the Western Mercantile Co. at Oakland, Cal., recently and secured a large quantity of jewelry. The store is located at 905 Clay St. and was being renovated at the time of the robbery. The safe had been removed to make room for a larger one and the jewelry was merely laid in drawers for the time being. The store was operated by Hyman Goldsmith, assisted by his brother, S. Goldsmith. Some of the goods had been packed for shipment to San Jose and S. Goldsmith was preparing to leave for that place on a business trip.

Kansas City.

J. P. Frech has opened a new retail jewelry store at 927 Grand Ave.

M. R. Blanchard, recently in business at Clinton, Okla., has moved to Cameron, Mo.

Geo. A. Young, of Moberly, Mo., was in the city a few days ago on his way home from Washington, Kans., where he went to attend the funeral of his mother.

J. H. Woodstock, a brother of the late S. E. Woodstock, of the Woodstock-Hoefer Watch & Jewelry Co., who came here to attend the funeral of his brother, has returned to his home in Clear Lake, Iowa.

The employes of the S. & S. Jewelry Co., Aragon building, 8th and Walnut Sts., will walk to Excelsior Springs Sunday, August 13, on a wager. The distance is about 22 miles. They will return to the city by rail.

Abraham Hyman Michnisky filed in the Circuit Court recently a petition to have his name changed to Mack. He is a jeweler and says his present name is cumbersome. His patrons already call him Mack and he wants legal sanction for their abbreviation.

Robert Fletcher, who travels in Kansas for the C. B. Norton Jewelry Co., has been detained in the city for a week or more by his wife's illness. M. S. Murray, the Texas representative, has recovered from his recent illness and has returned to his territory.

Ralph Davenport, of the engraving department of Porter & Wiser, in Wichita, Kans.; Albert Portejde, recently with H. H. Jefferies, is now employed in the manufacturing department, and Guy Brown, of the same department, is enjoying his vacation camping out near the city.

C. B. Norton, president, and Ward M. Lewis, secretary of the C. B. Norton Jewelry Co., left for Park Rapids, Minn., a few days ago, where they expected to have a royal time hunting, fishing and recreating generally. They were accompanied by their families. Mr. Lewis will return about the 15th, but Mr. Norton will remain till September 1.

Kansas City jewelers are naturally jubilant over the fact that Kansas City is to have the next annual convention of the American National Retail Jewelers' Association. A prominent factor in bringing about this gratifying result was Miss Bessie Plowman, of Richmond, Va., who pinned a button and a white carnation on the lapel of each delegate's coat at the recent convention in Richmond. The buttons, which were artistic and attractive, were supplied by the Meyer Jewelry Co., of this city, and bore the legend, "Boost for Kansas City and visit the Meyer Jewelry Co."

Detroit.

Theodore Gorenflo, of Noack & Gorenflo, is spending his vacation at Grosse Pointe.

A new business has been established in Jackson by D. W. Clark, who comes from Elgin, Ill.

W. L. Campbell, in business for some time in Manton, has removed his stock to Millington.

It is said that the liabilities of the Manistee Watch Co., which has asked for the appointment of a receiver, will total about $100,000.

E. W. Krainbrinck, of the Chas. A. Berkey Co., is camping for a couple of weeks at Belle River, Ontario, on the shore of Lake St. Clair.

Alva G. Ruff, of St. Johns, passed through Detroit this week on his way to Richmond, Va., where he attended the National Retail Jewelers' Convention.

B. F. Carlen, in business at 930 Kercheval Ave., has purchased the residence of William Kraft, at 865 St. Paul Ave. Mr. Carlen is at present residing on the west side of the city.

Charles H. Keller and E. F. Hill, of Noack & Gorenflo, started this week on their Fall trip. Discussing the outlook for Fall business, Mr. Noack expresses the opinion that the prospects are bright.

Wm. H. Skeman, Wyandotte, has completed the erection of a handsome new building, part of which he will occupy himself. The building is modern in every way, and Mr. Sheman, when settled, will have one of the finest stores in the State.

F. A. Kelsey and R. D. Kay, of Wright, Kay & Co., are spending their vacation in the Highlands of Ontario. Mr. Kelsey is in Muskoka, and Mr. Kay in the Georgian Bay district. North Wilcox, head of Wright, Kay & Co.'s diamond department, has just returned from a holiday trip.

The biggest fishing story of the season is being told by H. C. Pudrith, of the E. H. Pudrith Co., who has just returned from a vacation spent at Baltimore Bay, a famous fishing resort on Lake St. Clair. Mr. Pudrith declares that in one day a party of seven, of which he was one, caught 860 perch.

Wright, Kay & Co. furnished two handsome cups this week, which attracted considerable attention when they were on display. One cup was that offered by Daniel J. Campau for competition at the Blue Ribbon harness meet. The other was the gift of Hugh Chalmers as a prize at the Michigan National Guard shoot.

The following jewelers from out of town called on local wholesalers during the past week: William Trawbridge, Oak Grove; A. Snitgen, Westphalia; Charles Edwards, of Edwards & Adams, Carleton; Theodore Dahlmann, Rochester; H. W. Baxter, Birmingham; W. T. Blashill, Oxford; E. S. Barnes, Rochester; V. C. Morse, Albion; R. R. Cline, Frederic, and Fred Pauli, Pontiac.

The Detroit police have received word from Buffalo that a man named Harry Hunt, alias Harry Huntley, had been arrested there as he stepped from the Detroit boat. He is wanted on suspicion of being one of the men who robbed a jewelry store there and killed a clerk. The Buffalo authorities say the man has served time in Detroit for larceny. The Detroit police know no man by that name, but say the man is Hiram Huntley, who was arrested here several months ago for smashing a window in Traub's jewelry store and stealing a tray of diamonds. They say Huntley would not kill a fly.

L. R. Ely, salesman with Noack & Gorenflo, had a narrow escape from instant death this week as the result of a collision between an automobile and a street car. As Mr. Ely started for home a friend happened along in an auto and gave him a ride. In turning the corner at Chene and Larned Sts. the machine collided head-on with a street car. Mr. Ely was thrown head foremost through the glass wind shield, and landed in the front vestibule of the car. He received two bad gashes on the head, and for a time it was feared he was seriously injured. He is now able to return to work. The driver of the car was unhurt.

Armed with a glittering badge bearing the device, "Private Police of Cleveland," John C. Kelly, a lake sailor entered Louis R. Grosslight's store on Monroe Ave., Wednesday, ostensibly to buy a watch, which he attempted to pay for with a check for $110, which the police say is worthless. The badge was reinforced with a large rubber stamp which bore the words, "The Citizens Police and Detective Co." The jeweler called up police headquarters, and two detectives hurried to the store. They asked Kelly to write another check, so that his writing might be compared, but he refused to comply, the police say. He is being held for investigation.

Buffalo, N. Y.

Mr. and Mrs. Frank Nuse, of Grant St., are returning from the National convention this week.

William S. Ehrmann, Jr., and wife are on a pleasant automobile trip of two weeks through the mountains.

James K. Thompson, a member of the firm of King & Eisele, is making a special business trip through New York State.

The jewelers of Genesee St. will take an active part in the "Stag Day Outing" of the Genesee Street Business Men's Association, Aug. 30.

Ella Noble Tanke, the wife of T. C. Tanke and mother of Eugene Tanke, died at the family residence, 288 Linwood Ave., on Aug. 1.

Reports from Heintz Bros. show that business is exceedingly good with this firm, and the travelers are all energetically at work in their various territories.

Among the out-of-town visitors during the week were. Mr. and Mrs. Jacob Sing, Oil City, Pa.; C. F. Hurd, Medina, N. Y., and C. C. Bradley, Batavia, N. Y.

F. J. Petersen, of the firm of Schutt & Petersen, who was seriously ill at his home the latter part of July, is now at the store again on Genesee St., although able to be there but part of the time.

Students of the art metal and design classes of the Buffalo Art School will be given an opportunity to exhibit their work at an exhibition to be given at the Chicago Art Institute. All the particulars will be given to those interested at the directors' office of the Albright Art Gallery. This announcement has just been made by the Buffalo Fine Arts Academy.

William Thompson, son of James K. Thompson, of King & Eisele, left Buffalo on Aug. 4 with the 74th Infantry, National Guard New York, for Pine Plains, Jefferson County, where the United States maneuver camp is located. After maneuvering for a week at the camp the soldiers will visit Clayton and Alexandria Bay, on a pleasure trip before returning to Buffalo.

Representatives of King & Eisele are all out on the road and business is moving briskly with this house. William P. Hanford is in Michigan, Conrad A. Randecker is representing the firm in New York State and W. I. Goodfellow is in Illinois. The past week Walter R. Lipsett, who represents this firm in Pennsylvania, was busy selecting his stock. Ford N. Crown has been busy selecting his stock for his Ohio trip. The optical stock and material from the optical department of King & Eisele will be represented by Adolph T. Ketterer.

Preparations have been made for the outing of the Buffalo Retail Jewelers' Association to be held Aug. 23 at Island Park, Grand Island. Athletic games will occupy the afternoon and a banquet will be given at the hotel at 7 o'clock which will be followed by dancing in the evening. This outing is the preliminary step toward the permanent establishment of the Buffalo Jewelers' 24-Karat Club, which is to be the social auxiliary of the Buffalo Retail Jewelers' Association.

The death of John P. Zilliox, of Buffalo, deprives this city of one of its worthy and influential residents. Mr. Zilliox was the father of Jewelers Albert and Jacob Zilliox. He was born in Alsace, Germany, 81 years ago, coming to this country and to Buffalo when 18 years of age. He was deeply respected and was the founder of many churches and fraternal organizations. The funeral took place on Thursday morning. Mr. Zilliox is survived by his widow and six children. His son Albert is the president of the Buffalo Retail Jewelers' Association and his son Jacob is an active member of this organization. Both are well known in the jewelry trade. Albert Zilliox and wife, who started to attend the American National Retail Jewelers' Association Convention at Richmond, were called home by the death of Mr. Zilliox's father.

C. F. Chouffet has returned from New York, where he went with Philip De Wein on the advice of Chief Detective Dougherty to identify persons answering the description of the thieves who robbed his store of $3,500 worth of jewelry in the early Spring. This is the fifth trip to different cities which Mr. Chouffet has made in order to apprehend the thieves, and he has by no means given up the search. On his arrival in New York, Mr. Chouffet found that the two persons, a man and woman, who had been held were not the people that are suspected of the robbery in his store, although there were many resemblances evident. There were six persons connected with this robbery, which was one of the boldest that has happened for years in Buffalo.

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WANTED, position as engraver on jewels and emblem work. John Cannon, 42 Columbia St., West Orange, N. J.

WANTED, position as foreman on fine platinum work; experienced. Address "F., 4870," care Jewelers' Circular-Weekly.

FIRST CLASS watch, clock, jewelery repairer; middle age; fast worker. B. Burges, 223 Schermerhorn St., Brooklyn, N. Y.

WATCHMAKER AND JEWELER, first class; full set of tools; best references. Address "N., 4730," care Jewelers' Circular-Weekly.

WANTED, a permanent position as assistant watch repairer; good character and habits. "W., 5028," care Jewelers' Circular-Weekly.

HUSTLER, German, desires position with good house carrying general line of jewelry. "G., 5052," care Jewelers' Circular-Weekly.

FIRST CLASS salesman, hustler, desires position with manufacturer or jobber; A1 references. "F., 5053," care Jewelers' Circular-Weekly.

YOUNG LADY, 18, desires position in jewelry office; can furnish good references. Mae Whitman, 1897, Broadway, Brooklyn, N. Y.

JEWELER, six months in the country, all around man; good work for mesh bag frame and repairing. "Q., 4993," care Jewelers' Circular-Weekly.

SITUATION DESIRED by an experienced saleslady in retail store, or to take charge of office. Address "K., 4781," care Jewelers' Circular-Weekly.

ENGRAVER, can assist watchmaker, clock and jewelry repairer, wants a congenial position soutb. Address "E. W. J., 4542," care Jewelers' Circular-Weekly.

YOUNG MAN, 20, desires position in a wholesale jewelry house; three years' experience, best of references. Address "C., 5046," care Jewelers' Circular-Weekly.

YOUNG LADY wishes position as bookkeeper and typewriter; four years' experience jewelry business. Address "5040," care Jewelers' Circular-Weekly.

YOUNG LADY desires position in wholesale house; accurate penmanship; first class references. "Experienced, 4994," care Jewelers' Circular-Weekly.

ELECTROPLATER, thoroughly experienced on all kinds of coloring jewelry, mix all solutions; best of references. "Z, 5015," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER, 28 years, 14 years at the bench, would like position by middle of August or before; salary, $20. R. T. Drumtra, Altenburg, Mo.

ENGRAVER, watchmaker and jeweler, with 15 years' experience, wants a position with a reliable firm. Address "Engraver," 1808 Noble St., Anniston, Ala.

YOUNG MAN, 22 years of age, having six years' experience with a wholesale manufacturing jeweler, desires a position as head of stock and order clerk; salary, $18. Address "5039," care Jewelers' Circular-Weekly.

WATCH CASE REPAIRER, five years' experience; can do anything in soldering, jointing and straightening cases. "F. L.," Box 169, General Delivery, Riverside, N. J.

EXPERT WATCHMAKER, jeweler and engraver, wishes position with first-class store; best tools and references. Address "G., 4991," care Jewelers' Circular-Weekly.

YOUNG MAN wishes position with wholesale jeweler; has two years' experience, and can furnish best references. Address "F., 4969," care Jewelers' Circular-Weekly.

OCT. 1, first class watchmaker and engraver; experience in railroad watches, 24 years old; seven years' experience; salary, $22. Address "T., 4938," care Jewelers' Circular-Weekly.

APPRAISER OF DIAMONDS and jewelry, 17 years' experience; expert knowledge of pawnbroking business; A1 references. Address "Box 4762," care Jewelers' Circular-Weekly.

SALESMAN wishes to take out line of jewelry, silverware or any kindred lines; experienced traveling man; any territory. Address "B. G., 4825," care Jewelers' Circular-Weekly.

JEWELRY and diamond setter, familiar with platinum and all kinds of gold work, desires position out of New York, eastern States preferred. "Box 4954," care Jewelers' Circular-Weekly.

WATCHMAKER, 25 years old, will be open for position Sept. 15, understands clocks and jewelry; south preferred; reference exchanged. "E., 5033," care Jewelers' Circular-Weekly.

A1 WATCHMAKER, jeweler, engraver and optician wants position by Nov. 15; New England only; salary, $25 per week; best of references. "C. A. B., 5054," care Jewelers' Circular-Weekly.

A YOUNG LADY desires position in a wholesale or jobbing house; has had six years' experience and can furnish good references. Address "E., 4965," care Jewelers' Circular-Weekly.

YOUNG MAN of 20 with five years' experience in the retail jewelry line, would like to make change to wholesale business; best of references. Address "H., 4946," care Jewelers' Circular-Weekly.

FIRST CLASS jeweler and general repairer and new order work; wishes position in store in New York City; best reference; age 29; has few customers. "A., 5041," care Jewelers' Circular-Weekly.

GOOD all around jeweler, quick workman, with long experience and with good references, wishes a good position; would like same in retail store. Address "W., 5018," care Jewelers' Circular-Weekly.

TRAVELING SALESMAN, thoroughly acquainted best trade south and middle west desires position with manufacturer of high class line. Address "Y., 5016," care Jewelers' Circular-Weekly.

YOUNG MAN of good address, having had experience in office of prominent manufacturer, desires position; selling ability; A1 references. Address "N., 4995," care Jewelers' Circular-Weekly.

WATCHMAKER of 25 years' experience wants position in store as manager of watch department; A1 references; state salary in first letter. Address "R. E. X., 4860," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER and jewelry repairer, German; can do some engraving also; 14 years' experience with good firms; best of references. Address "Box 4796," care Jewelers' Circular-Weekly.

POSITION by first class jewelry salesman and optician; 17 years' experience, 36 years of age, good address, and can furnish best of references. Address "O., 5002," care Jewelers' Circular-Weekly.

HIGH GRADE Watchmaker, with vast experience in repairing of fine and complicated watches, desires a position; salary $30 per week. W. T. Gardner, care Baxter & McGary, jewelers, Hammond, Ind.

YOUNG MAN, 20, with knowledge of jewelry manufacturing business, desires position with wholesale or retail firm; can furnish A1 references. Address "X., 5017," care Jewelers' Circular-Weekly.

YOUNG MAN, open for position as watchmaker or assistant after Oct. 1, plain engraver with optical experience; complete tools; New England preferred. Address "H., 5049," care Jewelers' Circular-Weekly.

SALESMAN desires position with manufacturing or jobbing house; have covered middle west, northwest and southwest past 11 years; good established trade. Address "R., 5011," care Jewelers' Circular-Weekly.

YOUNG MAN, 19 years of age, with three years' experience in retail jewelry line, would like to make change to wholesale business; best references can be furnished. Address "G., 4945," care Jewelers' Circular-Weekly.

THOROUGHLY COMPETENT repairing watchmaker; great ability and experience on all watches, escapements and complications; full set of tools; best references; $25 week. "T., 5019," care Jewelers' Circular-Weekly.

WATCHMAKER, middle age, thoroughly conversant with the repairing of all common and complicated work, desires position; distance no object; not less than $25 per week. "Watchmaker," care 336 W. 22d St., New York.

EXPERIENCED WATCHMAKER on fine watches and French clocks; also some engraving; capable of waiting on trade; position in Syracuse or Utica, N. Y., in September; salary $18. Address "B., 4988," care Jewelers' Circular-Weekly.

A YOUNG traveling salesman is anxious to hear from some good eastern jewelry house who wishes a western representative to work with office in St. Louis or Chicago; good reference. Address "Box 4760," care Jewelers' Circular-Weekly.

WANTED, position by young man as first class engraver, can do ordinary jewelry and clock repairing; would prefer to work with a good jeweler; can furnish samples and reference on request. "D., 5050," care Jewelers' Circular-Weekly.

WANTED, position in Los Angeles, Cal., or vicinity, by first class jewelry repairer, also diamond setter; can do all kinds of gold and platinum work; A1 references; 15 years' experience. "5038," care Jewelers' Circular-Weekly.

POSITION WANTED; first class watchmaker and salesman, good engraver; American, single, age 29, speaks German; only good store considered; city preferred in Oregon, Washington, Montana or Idaho. N. A. Bixler, General Delivery, Great Falls, Mont.

FIRST CLASS watch repairer, jeweler, jobber; can do some engraving, not expert; steady, industrious, no bad habits, all tools single; wages from $16 to $18 per week; good on R. R. watches. C. Kohler, St. Albert Hotel, Charleston, W. Va.

YOUNG MAN wants position as watchmaker, about Sept. 20, in good Pacific northwest city; can do jewelry and clock work; good, industrious workman, best habits, own tools; $12 to $15. Address "P., 5004," care Jewelers' Circular-Weekly.

POSITION WANTED by first class jeweler, diamond setter, also good engraver; the same is fully qualified to take charge of the jewelry repair work in any first class store. Address "G.," care Birkenhauer & Thomsen Jewelry Co., Minneapolis, Minn.

GOOD WATCHMAKER, plain engraver and salesman, desires permanent position at once in western State; age 28, married, no drinker, references and photo on application. Address "1998," care Jewelers' Circular-Weekly, *Heyworth Bldg., Chicago, Ill.*

COMPETENT watch repairer, fine letter and monogram engraver and diamond mounter, desires permanent position with first class house; sample of engraving and references on request; south or southwest preferred. "Competent, 5003," care Jewelers' Circular-Weekly.

SALESMAN wants position; have covered the New England and southern States for well known manufacturer; 21 years with the one house and change in management reason for being no longer its representative. Address "C. F. B., 5045," care Jewelers' Circular-Weekly.

EXPERT WATCHMAKER, accustomed to adjusted and complicated watches; thoroughly understands adjusting and close rating, desires to make a change; best of references; Central states or the southwest preferred; American, single, 29 years of age. Address "American, 4809," care Jewelers' Circular-Weekly.

A1 SALESMAN, window dresser, ticket writer and all around man; 10 years' experience in wholesale and retail diamonds, watches, jewelry and novelties business, wishes to connect with good house where ability and results count; can take entire charge if necessary; best references. "A1, 5045," care Jewelers' Circular-Weekly.

SITUATIONS WANTED—Continued.

RETAIL DIAMOND SALESMAN, ten years' experience with highest class trade, desires to make change September 1st; best of references. Address "Box 4702," care Jewelers' Circular-Weekly.

POSITION WANTED by a strictly first class manufacturing jeweler and engraver. Address "D., 4987," care Jewelers' Circular-Weekly.

WATCHMAKER, thoroughly competent and reliable, desires position with first class firm; the best of references furnished; central or nearby States preferred. Address "C., 4986," care Jewelers' Circular-Weekly.

YOUNG MAN, now employed, with 13 years' experience in wholesale jewelry business; eight years as manager of office and stockroom; wishes to make change to large, progressive house, local or out of town, with possibility of going on the road; is well acquainted with the business. Addres "Box 4966," care Jewelers Circular-Weekly

HIGH CLASS retail salesman, capable of managing store, desires to make a change in early fall; west or northwest preferred; age 33; best of references as to character and ability. Address "E., 4885," care Jewelers' Circular-Weekly.

MONOGRAM and letter engraver, plater and repairer wants position with jewelry firm needing an all around man; have had 18 years' experience engraving, plating, repairing and making pierced monograms and letters for all purposes; have plating plant capable of silver plating and refinishing $100 worth of flat and hollow ware weekly, as well as gold plating and coloring; reference furnished. Mark T. Rounds, 89 Chapel St., Portland, Me.

A FIRST CLASS WATCHMAKER, expert on all kinds of American, Swiss, English, railroad watches and complicated work; 14 years' experience; age 31, single, American; have all up-to-date tools, good habits, neat appearance, best references, can take in, estimate and deliver repairs; used to handling high class trade, wants a permanent position as watchmaker with a reliable firm; salary, $25 per week. Address "A., 4894," care Jewelers' Circular-Weekly.

A COMPETENT MAN, who is desirous of changing his position by Sept. 1, 1911, and who understands every branch in the jewelry trade except practical manufacturing and cutting, also able to assort a melange of 3 or 400 carats, as to grades and quality, has also a thorough knowledge of pearls and other precious stones, and can originate his own designs, is anxious to hear from some firm who may need his services. "F., 4932," care Jewelers' Circular-Weekly.

Side Lines.

WANTED, salesman to handle line of cut glass as side line or exclusively. "Box 4970," care Jewelers' Circular-Weekly.

TWO HUSTLING SALESMEN would like several good lines on commission, or act as manufacturers' agents; capital and references. Address "F. & H., 5014," care Jewelers' Circular-Weekly

SALESMAN WANTED for west, middle west, south and east; to carry side line of plated jewelery for department store trade; commission basis only; references required. "A., 4964," care Jewelers' Circular-Weekly.

WANTED, a first class man to handle a high grade line on commission for the retail trade, preferably one who has other lines; references required; in replying state full particulars regarding territory, lines handled, experience, etc. Address "4962," care Jewelers' Circular-Weekly.

WANTED, on commission, a high grade line of sterling silver flat ware, novelties and toilet goods, by a salesman now carrying one of the best lines of plated ware in Maryland, Delaware, Virginia, West Virginia, North Carolina and Kentucky; have a well established trade in plated ware and can handle sterling as a side line to advantage; gilt edge references furnished. Address "4997," care Jewelers' Circular-Weekly.

Help Wanted.

WANTED, first class watchmaker; must furnish best references. S. Soseph & Sons, Des Moines, Ia.

WANTED, GOOD WATCHMAKER; A1 references required. Call Room 93, 12-16 John St., New York.

GOOD clock and jewelry repairer wanted, one who can do engraving preferred. Address "5047," care Jewelers' Circular-Weekly.

FIRST CLASS watchmaker, preferably one who can engrave; steady position and good salary; must have best of references. A. D Foster Co., El Paso, Tex.

MANUFACTURING JEWELER, only one who can do the highest grade of work in gold and platinum, diamond setting, etc. A. D. Foster Co., El Paso, Tex.

JEWELER WANTED on fine gold and high grade platinum work; mention salary, and references. The Gustave Fox Co., 14 E. Fourth Ave., Cincinnati, O.

WANTED, a young man for jewelry repairing and setting in store; steady position; state salary and reference. Address "B., 5042," care Jewelers' Circular-Weekly.

HIGH GRADE traveling man wanted for Middle States to sell general jewelry line; good salary to the right man. Address "C. J., 4448," care Jewelers' Circular-Weekly.

YOUNG LADY wanted as entry clerk in jewelry repair house; must have experience; good, steady position; typist preferred. Address "H., 4992," care Jewelers' Circular-Weekly.

WANTED, a first class jeweler, who is also an excellent engraver; good salary and steady position; sample engraving to be submitted. Apply to Theus & Co., Savannah, Ga.

YOUNG LADY, experienced double entry bookkeeper, good penman, with first class references; neat and accurate; do not apply unless fully qualified. "D., 5032," care Jewelers' Circular-Weekly.

WANTED, a good letter and monogram engraver; only rapid and experienced man need apply; position permanent to right man; state age, experience and references. Arthur A. Everts Co., Dallas, Texas.

WANTED, competent watchmaker who understands railroad work; must have complete set of tools; references required; state age and whether married or single. M. F. Doering, Anniston, Ala.

WANTED, A1 watchmaker, jeweler and engraver at once; must be first class watchmaker, to take entire charge of watch work; none but the best need answer. Chas. H. Pratt, 19 N. Main St., Helena, Mont.

WANTED, at once, strictly first class watchmaker, able to handle complicated watches and do adjusting; permanent position to high grade man. White & MacNaught, 506 Nicollet Ave., Minneapolis, Minn.

AT ONCE, first class watchmaker; one who can also do engraving; must have thorough knowledge of watch repairing and fast; state wages wanted and full particulars in first letter. R. J. Atwell, Middletown, Conn.

WANTED, second watchmaker, clock repairer and engraver; one who understands optics preferred; permanent position; send references and state salary. G. W. Meyer Jewelery Co., 822 Market St., Chattanooga, Tenn.

WANTED, at once, A1 experienced clock and jewelry repairer; salary according to ability; must have reference; state salary expected, experience, etc., in first reply. Address A. Krautheim, 93 W. Western Ave., Muskegon, Mich.

WANTED, YOUNG MAN, experienced in retailing gold jewelry; only those who can refer to first class houses will be considered; apply, giving full particulars, references, salary expected. Address "A. B. F.," Box 46, Salem, Mass.

WANTED, experienced clock and jewelry repairer; salary according to ability; must have references; state salary expected, experience, etc., in first reply. Address "Central Connecticut, 4508," care Jewelers' Circular-Weekly.

WANTED first class watchmaker, thoroughly versed in high grade clocks; outdoor and indoor work, permanent position; state age, reference and all particulars in first letter. Julius C. Walk & Son, Inc., 10 E. Washington St., Indianapolis, Ind.

WANTED, watchmaker, clock and plain jewelery repairer; give references, salary wanted and full particulars in first letter; unless you are perfectly straight and want a permanent position do not apply. H. Garman & Son, Coatesville, Pa.

WANTED, a first class optometrist; one who can do watch repairing and engraving; a good permanent position for a man who is competent; state wages and also give references and samples of engraving. Otto Zoellner & Bro., Portsmouth, O.

ENGRAVER AND WATCHMAKER wanted by a leading jeweler in a prominent town of North Carolina; only expert workmen need apply; give references and state salary expected in first letter. Address "A., 4800," care Jewelers' Circular-Weekly.

WANTED, designer on sterling silver hollow ware and flat ware by a Connecticut manufacturer; a fine position for the right man; applicant will state experience, former employers, age, salary wanted. Address "Box 4881," care Jewelers' Circular-Weekly.

WATCHMAKER in New York City by Sept. 1 to 15; practical man with tools; must understand French hall chimes and traveling clock; state wages, reference and full particulars in first letter. Address "B., 4984," care Jewelers' Circular-Weekly.

WANTED jewelry repairer and stone setter, one who can do clock work preferred; state experience and salary expected, and give references in first letter; permanent position for competent and reliable man. Address Bogle Bros., White River Junction, Vt.

MAN thoroughly experienced in filling orders for watch material department of wholesale house; state experience, salary, etc. Address "C., 48," care Jewelers' Circular Weekly. *Heyworth Bldg., Chicago, Ill.*

WANTED, an experienced man who can do good watch work and nice engraving; good salary. J. S. Baird, Watertown, N. Y.

WANTED, manufacturing jeweler, diamond setter and engraver; a finished workman who can execute the work required in a high class jewelry store; send references and samples of engraving with application. Albert Pfeifer & Bro., Little Rock, Ark.

WANTED, by large mail order house, man experienced in catalogue work, capable of taking full charge; must have energy, entbusiasm and ability; apply, giving full particulars, references and salary expected. Address "H. M., 4786," care Jewelers' Circular-Weekly

ASSISTANT WATCHMAKER and plain engraver; would prefer one who has some knowledge of jewelry and clock repairing; fine chance for young man to finish trade under a fine Swiss workman; write at once with references and state salary. Theodore Shaffer, Cordele, Ga.

MANUFACTURER of diamond mountings wants experienced inside man to take care of special orders, the billing and charging up of the finished work; good salary to experienced man; also one who can fill orders and wait on counter. "Box 4999," care Jewelers' Circular-Weekly.

WANTED, bright young man to do first class clock and jewelry repairing, assist on watches and do plain engraving; best references for character and ability required; permanent position to right man. "H., 5055," care Jewelers' Circular-Weekly.

WANTED, watchmaker and jeweler, also clock repairer; permanent position, no tools needed; state wages wanted with board and lodging; no married man wanted, not enough work to employ him; town has 1,500 inhabitants, 40 miles north of Gulf Mexico, healthy place. F. C. Rivoire, Napoleonville, La.

DIAMOND IMPORTERS want salesman with established trade for middle west; we want a good man and will pay well. "Hustlers, 4951," care Jewelers' Circular-Weekly.

WANTED, at once, first class watchmaker, jeweler and engraver, one who can do first class work; no other need apply; permanent position; will pay good salary to right man; must be able to do anything in the line of jewelry repairing and stone setting; if you think you will suit you may wire us collect; send samples of engraving. Tekulski & Freedman; 419 Texas St., Shreveport, La.

(Special Notices continued on page 124.)

Special Notices.

(*Continued from page 123.*)

HELP WANTED—Continued.

A GOOD SALARY and a permanent position for a competent watchmaker, engraver, clock and jewelry repairer, and to wait on trade; send samples of engraving with application; don't answer unless you can fill the requirements. H. J. Homrich, Huntington, W. Va.

Business Opportunities.

FOR SALE CHEAP, manufacturing jewelry establishment, center of city, low rent. Address C. A. Slinger, 550 Central Trust Bldg., Indianapolis, Ind.

FOR SALE, jewelry and optical business in the best town on Puget Sound; payroll, $35,000 per week, spot cash. Address Sid S. Bettman, Bremerton, Wash.

FOR SALE, fine jewelry fixtures with small stock; live city of 18,000, best location, long lease, fine opening. Marion Dargan, Spartanburg, S. C.

CASH PAID for surplus stocks of watches, diamonds and jewelry; money sent by return mail; best of references. Address Emil Noel, 541 E 46th Pl., Chicago, Ill.

COMPLETE diamond cutting plant, including 15 benches and 12 double saws; all in first class shape, for sale cheap. Address "E., 4925," care Jewelers' Circular-Weekly.

A1 SALESMAN, big trade, thoroughly experienced, no money, wants partner with necessary capital to start general jobbing line. "E, 5051," care Jewelers' Circular-Weekly.

IS IT CASH you must have quick? $200,000 ready cash always on hand will buy your business at once. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

DO YOU WISH TO RETIRE? We pay the most cash for entire or surplus stocks of jewelry; communications confidential. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

WANTED, a man controlling good trade in synthetic stones, to handle my line of imported goods; will consider partnership if he makes good. Address "S., 5037," care Jewelers' Circular-Weekly.

DO YOU WISH TO SELL part of your entire stock of diamonds, watches, jewelry, etc.? We purchase quick and pay spot cash, no matter how large the quantity may be. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

WILL EXCHANGE all or part of my $20,000 stock of diamonds, watches, solid gold, gold-filled and silver jewelry with or without store for income property; what have you to offer? "S., 5012," care Jewelers' Circular-Weekly.

FOR SALE, a new jewelry stock, tools and furniture in a wealthy, paved-street, electric-lighted town having three banks, surrounded by a wealthy community; partners' disagreement cause of sale; no other jewelry store here. G. W. Griffin, Fayette, O.

AT FIFTY CENTS ON THE DOLLAR, corals, cameos and turquoise, a large job I just bought; be quick if you want to come in on this deal; sent on memorandum bill to rated dealers, sold for cash with report. Dan I. Murray, broker, 3 Maiden Lane, New York.

A GOOD PAYING jewelry and optical business in the fruit belt of the northwest; healthy climate; annual sales and work about $10,000; will take about $5,000 to swing deal; good reasons for selling. If interested write "Special, 4979," care Jewelers' Circular-Weekly.

DO YOU WISH TO RETIRE? we pay highest cash value for entire stock, or part of jewelry, diamonds and fixtures; communicate with us, it will be to your advantage; rating and references of the highest order. Van Praag & Co., 11 Lispenard St., New York, established 1889.

FOR SALE, at big cash discount, old and established jewelry store in one of the best cities in northwestern Ohio; big transaction center; fine business; poor health only reason for selling; stock inventory about $6,000. Address "S. E., 4975," care Jewelers' Circular-Weekly.

I PAY CASH for your surplus stock of diamonds, watches and jewelry; business confidential; National Bank references. H. Schwartz, 903 Heyworth Bldg., Chicago, Ill.

A JEWELRY STORE in one of the best towns in New York State, with 1,600 population, can be had at once if you have $2,000 cash; here is a splendid opening for anyone with small capital who wishes to go in the jewelry business; write quick if you mean business. "M., 5001," care Jewelers' Circular-Weekly.

WANTED by reliable party, jewelry stocks to sell out at public auction; guarantee cost and over; for terms, dates, and references apply Appraisal Engineering Co., Chicago, Ill.

I PAY 20% MORE for your surplus stock of watches, diamonds and jewelry than any other cash buyer; national bank references. Emil Noel, 541 E. 46th Place, Chicago, Ill.

FOR SALE, a wholesale and manufacturing optical business; most complete plant in the south, consisting of automatic machinery, complete stock of lenses, frames and optical instruments; stock inventories about $24,000, machinery, tools and fixtures about $2,500, annual business about $55,000. If interested address "X. X., 4912," care Jewelers' Circular-Weekly.

WANTED TO BUY a good jewelry stock in good location on an appraised valuation; large or small considered; answer with full information at once. W. C. DeLonge, 538 S. Dearborn St., Chicago, Ill.

COLONEL J. D. LEWIS, jewelers auctioneer, 538 S. Dearborn St., Chicago, Ill.; stock sold at a profit; have cash clients to purchase stock; what have you for sale; terms, date and references on application.

FOR SALE, well established jewelry business in growing city of 30,000; stock and fixtures will inventory about $20,000; central location; established trade; chiefly 14 karat lines and sterling silver; good run repair work; will answer all legitimate inquiries; good lease; if you have cash and are looking for a good thing communicate with Kendall & Smith, 112 E. Colorado St., Pasadena, Cal.

FOR SALE, here is your chance if you are looking for a good paying jewelry and optical business; good run of repair work; stock will invoice about $4,000, fixtures about $700; will stand close investigation; a bargain if sold at once; located in Virginia town of 2,000 inhabitants; if stock is too much, can be reduced to suit purchaser. "V., 5023," care Jewelers' Circular-Weekly.

DIAMONDS at great bargains, $45 per carat and up; mounted rings and other diamond jewelry bought from private people sold at half the regular price; sent on memo. bill to rated dealers; sold for cash only. Dan I. Murray, 3 Maiden Lane, New York.

HAND CAN SELL YOUR STORE for yo without delay; no sale, no charge; stores for sale in all parts of the United States and Canada; highest cash prices paid for all or part of your stock or fixtures; strictly confidential. Write James L. Hand, 14 Maiden Lane, New York.

Miscellaneous.

PORTRAIT MINIATURES copied from any photo on watches, dials, brooches and lockets. Goldstein Engraving Co., 45 Maiden Lane, New York.

To Let.

FLOOR TO SUBLET at Maiden Lane, corner William St.; very cheap. Inquire at Mayer & Miller, 12 and 16 John St., New York.

IF YOU WANT a desirable desk room to let, can find same, including use of desk, Room 407, 9 Maiden Lane, Jewelers' Building, New York.

LOFT TO LET; 1,650 square feet; suitable for manufacturing jeweler; drop press post and cellar for washing barrels on premises; live steam and all improvements. Enquire Engineer, 24 Boudinot St., Newark, N. J.

ATTENTION, diamond dealers, engravers and others; we have small private office, also part of office and desk room, fine north light, no office boy expense, use of safe, telephone. First Floor, Room 2, 16 Maiden Lane, New York.

For Sale.

A LARGE FIRE and burglar-proof Mosler safe for sale at a reasonable price. Inquire Hotel San Remo, Central Park West and 75th St., New York.

FOR SALE, grandfather's clock, wild cherry, refinished, in perfect running order, at a great bargain. Alvin J. Fink, 604 S. Jefferson St., Dayton, O.

FOR SALE, 160-acre farm in Oklahoma in German settlement; price, $6,000; one-third cash or jewelry, balance easy payments. Carl Grau, Taylor, Tex.

FOR SALE, a Mosler safe; size about 5 ft. 4 in. by 3 ft. 2 in. by 2 ft. 8 in. For price and further particulars apply to A. O. Whaley, Broadway, between 230th and 231st Sts., New York

SWISS REGULATOR, Swiss movement, wall clock, over 6 feet high; solid mahogany veneered case, best Swiss movement; a perfect timepiece, cost $200, practically new; will sell cheap, for one-half or less. Write for particulars to Alvin J. Fink, 116 S. Ludlow St., Dayton, O.

FOR SALE CHEAP, two floor cases, 4½ x 12 x 4½ feet high, not including bases, sliding doors; write for description and price. The Gorham Co., Silversmiths Bldg., Chicago, Ill.

DIES FOR SALE; owing to discontinuing making our famous gold jewelry line, will sell at one-quarter cost, beautiful, artistic, strictly modern, up-to-date, large line of dies for the making of cuff buttons, scarf-pins, brooches, la vallieres, plaques, hat-pins, tie-clips, lockets, rings, ornaments of all kinds, etc.; highest grade of artistic workmanship distinguishes our line of dies and the finished products thereof; will sell piecemeal or entire lot; impressions and dies shown upon request. Schickerling & Co., 71 Nassau St., New York.

Wanted to Purchase.

DIES WANTED, for cash, of odd signet rings, charms, etc., to work on soft metals; send illustration. "Langford," 988 Amsterdam Ave., New York.

REPAIR SHOP wanted, with fair amount of work, no matter where located; south or west preferred; state price. Address Herman Falk, 1511 W. 3d St., Sioux City, Ia.

Lost.

STOLEN, WALTHAM OPEN FACE, 12 size, 21 jewel, bridge movement, No. 9,503,772, Crescent case; if offered for sale or repair notify "R H., 3149," care Jewelers' Circular-Weekly.

LOST, 12 size, open face, Vacheron & Constantin movement, No. 349,781, in 18K. sun ray case, National Watch Case Co., No. 73,101; liberal reward. "C. V., 3385," care Jewelers' Circular-Weekly.

PATENT DEPARTMENT

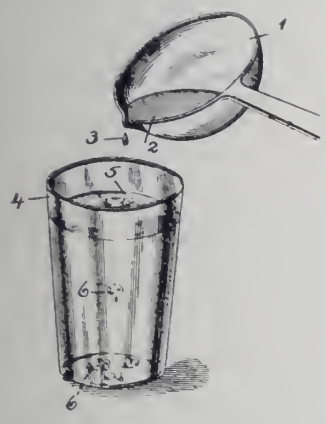
[IN WHICH IS CONTAINED A LIST OF THE LATEST PATENTS GRANTED BY THE UNITED STATES AND GREAT BRITAIN. THE UNITED STATES PATENTS THAT HAVE EXPIRED AND THE REGISTERED TRADE-MARKS.]

UNITED STATES PATENTS.

ISSUE OF AUG. 1, 1911.

999,391. METHOD OF PRODUCING ARTICLES OF JEWELRY. Charles A. Mealy and Russell L. Parcell, Baltimore, Md. Filed March 31, 1910. Serial 552,721.

The method of producing ornamental metal foundations for articles of jewelry comprising the reduction of the metal to a molten condition, subjecting portions of the molten metal to a sudden



change of temperature to solidify it into irregularly shaped particles having high points and recesses, grouping a plurality of the irregular particles and heating the contacting portions thereof to cause them to fuse while maintaining original irregularities therein.

999,407. FOUNTAIN-PEN. Major F. Skidmore, Toledo, O. Filed July 17, 1909. Serial 508,233.

A fountain-pen, having a tubular stem and a compressible ink-sack; a pressure plate, a lever adapted to rock within the cavity of the tubular stem and having its inner end coupled to the



inner end of the pressure-plate, and a spring operating lever, fixed to the head end of the stem, and pivotally connected to rock lever, adapted to impart with the rock-lever a parallel compressing motion to the pressure plate.

999,440. FOUNTAIN-PEN. Lawrence J. Farrell, Jersey City Heights, N. J., assignor of one-half to George Hosinger, Jersey City

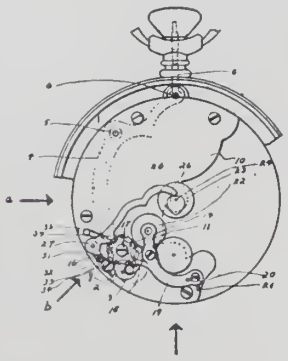


Heights, N. J. Filed May 4, 1910. Serial 559,334.

A fountain-pen having a pen support, and a cap comprising a body portion having a shoulder on the inside thereof, a tip secured thereto, there being an annular recess between said tip and the shoulder on the inside of said body portion, a thimble within said cap arranged to co-operate with the top of said pen support, and a flange on said thimble lying in said recess.

999,498. CHRONOGRAPH WATCH. Edwin Hart, Waterbury, Conn., assignor to the New England Watch Co., Waterbury, Conn. Filed May 25, 1911. Serial 629,290.

In a chronograph or stop-watch, the combination with a pivotal push-lever, of a winding-and-setting stem coacting with one end of the said lever, a stud mounted in the other end of the lever, a hook pawl carried by the said stud, a spiral spring encircling the said stud and having one end entered into the said lever and the opposite end entered into the said pawl whereby the said spring is



placed under tension by the operation of the said lever by the said stem, a ratchet-wheel and a castle-wheel revolving together, the former co-acting with the hook pawl, a fly-back lever operated by the castle-wheel, a spiral spring for the operation of the fly-back lever, an interemediate lever operated by the castle-wheel, a spiral spring for the said intermediate lever, an intermediate chronograph-wheel carried by the intermediate lever, a center chronograph-wheel for coaction with the intermediate chronograph-wheel, and a star-cam mounted upon the same shaft as the center chronograph-wheel and acted upon by the fly-back lever.

999,517. LENS-CLAMP. Frederick W. Nolte, Victoria, British Columbia, Canada. Filed Nov. 10, 1910. Serial 591,690.

In a lens-clamp a saddle; a strap connected



thereto at each side and a stud connected thereto centrally, the saddle being slit longitudinally at each side of the stud.

999,596. BARRETTE. Arnold Scharer, New York. Filed Dec. 23, 1910. Serial 598,952.

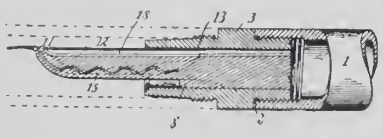
A barrette, comprising a pair of slidingly con-



nected combs, teeth radiating from one of said combs, and teeth radiating from the other of said combs and located bordering said first-mentioned teeth on the sides and ends thereof.

999,648. FOUNTAIN-PEN. William A. Houston, Tracy, Minn. Filed Jan. 3, 1911. Serial 600,608.

In an overflow receptacle for fountain-pens, a



feed bar, comprising a member having an upwardly curved end portion adapted to connect with a pen nib, the upper surface having a series of transverse ridges in the rear of said curved portion, and a a relatively narrow spring member disposed above, parallel to, and spaced apart from said rigid member and integral therewith, and having transverse ridges oppositely disposed to the spaces between the ridges on the rigid member, the ends of said spring member conforming substantially to the contour of said curved portion, whereby the outer ends of said members may be pressed together to leave a relatively long overflow chamber in the rear thereof.

999,654. HAT-PIN POINT PROTECTOR. John Kerchner, Pittsburg, Pa., assignor of one-half to John Stugner, Pittsburg, Pa. Filed Feb. 16, 1911. Serial 608,882.

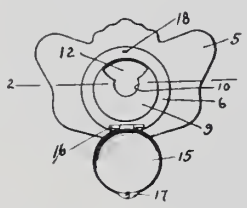
In a hat-pin protector, a body having a longitudinal bore formed therein and adapted to receive the pointed end of a pin, said body having a



recess formed therein, a clamping member arranged within said recess and bifurcated to provide clamping arms adapted to frictionally engage a pin protruding into said body, and a locking member pivotally mounted in said body and adapted to engage said member and lock said member in engagement with the pointed end of a pin.

999,692. LOCKET-PURSE SASH-PIN. Louis D. Bergeron, Providence, R.I. Filed Dec. 13, 1910. Serial 597,111.

In a device of the character described, a main plate having a central receptacle provided with a lateral opening, a hinged cover for said receptacle the hinge of said cover being located to permit it



to swing open in a direction opposite to the direction in which the receptacle opening faces, and a pin and catch member carried by said main plate, the pin being substantially parallel with the axis of the cover hinge.

Designs.

41,633. HANDLE FOR SPOONS, FORKS OR SIMILAR ARTICLES. Grosvenor N. Allen, Oneida N. Y., assignor to the Oneida Commu-



nity, Ltd., Oneida, N. Y. Filed April 17, 1911. Serial 621,712. Term of patent 14 years.

UNITED STATES TRADE-MARKS.

[The following trade-marks have been adjudged entitled to registration under the Act of Feb. 26, 1905, and are published in compliance with Section 6 of said act.]

TRADE-MARKS REGISTERED AUG. 1, 1911.

82,890. WATCH CASES AND WATCH MOVEMENTS. Illinois Watch Case Co., Elgin, Ill. Filed April 25, 1911. Serial 55,950. Published May 30, 1911.

82,891. WATCH CASES AND WATCH MOVEMENTS. Illinois Watch Case Co., Elgin, Ill. Filed April 25, 1911. Serial 55,951. Published May 30, 1911.

82,907. SPOONS. Oneida Community, Ltd., Oneida, N. Y.
Filed March 14, 1911. Serial 55,068. Published April 25, 1911.

92,931. WATCH MOVEMENTS AND WATCH CASES AND PARTS THEREOF. United Watch Manufacturers' Corporation, New York.
Filed April 29, 1911. Serial 56,052. Published May 23, 1911.

UNITED STATES PATENTS THAT HAVE EXPIRED.

Design patents granted July 26, 1904, for 7 years.

37,056. HANDLE FOR SPOONS, FORKS OR SIMILAR ARTICLES. F. Habersach, Sag Harbor, N. Y.

37,057. HANDLE FOR SPOONS, FORKS OR



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THE JEWELERS' CIRCULAR PUBLISHING COMPANY, 11 John Street, New York

SIMILAR ARTICLES. F. Habersach, Sag Harbor, N. Y.

Patent expired July 31, 1911.

323,841. STEM WINDING AND SETTING WATCH. O. O. Martinell, Waltham, Mass.

Design patent granted Aug. 3, 1897, for 14 years.

27,453. CLOCK CASE OR COLUMN. J. Wells, New Rochelle, N. Y.

Design patent granted Aug. 2, 1904, for 7 years.

37,059. HANDLE FOR SPOONS, FORKS OR SIMILAR ARTICLES. S. Stohr, Meriden, Conn.

Design patent granted Dec. 3, 1907, for 3½ years.

38,917. BELT BUCKLE. L. C. Henriksen, Los Angeles, Cal.

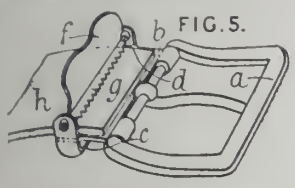
BRITISH PATENTS.

(Abridgments of Specifications, 1910, from *The Illustrated Official Journal.*)

ISSUE OF JULY 19, 1911.

7,180. BUCKLES. R. C. Wadsley, London. March 22. (Class 43.)

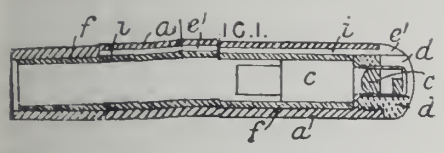
For attachment to a belt, etc., without stitching, a buckle *a* is provided with a pivoted plate *b* which supports a loop *c* having pivoted in its



ends *d* a lever clip *f*, *g*, for holding one end of the belt *h*. The arm *g* has gripping-teeth which may also be provided on the longer arm *f*. The loop *c* serves to retain the loose end of the belt.

7,239. PENS. H. C. Johnson and E. M. Wade. March 23. (Class 146 [iii].)

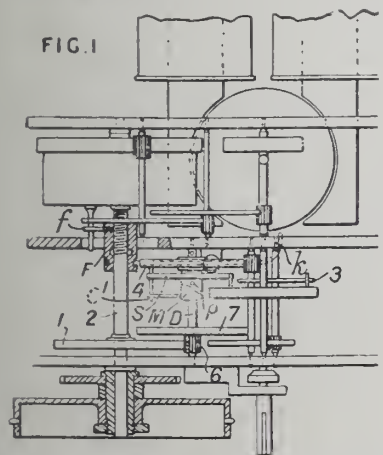
In reservoir pens of the kind filled by a plunger operated by detachable actuating means, a sheath for the actuating-means is provided in the reservoir, or in a fitting in the reservoir. The actuating-means consists of a thin flexible strip e^1



which is received in the aperture *i* between the body *a* of the pen and an inner tube *f*. The strip e^1 is adapted to pass through a narrow slot d^1 in the end of the reservoir or in an end plug *d*, and is provided at its inner end with means to engage the stem c^1 of the piston *c*. In a modification, the strip e^1 is stored in a groove in the cap.

7,335. CLOCKS. Compagnie Pour la Fabrication des Compteurs et Materiel d'Usines a Gaz, Paris. March 23. (Convention date, July 9, 1909.) (Class 139.)

Driving Mechanism, Spring.—Relates to devices

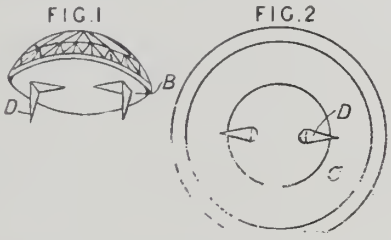


which by the force on the escapement is kept approximately constant, and comprises an arrangement of the kind in which the power of the mainspring is transmitted through a subsidiary spring which is periodically wound by the main train. A wheel 4, which is geared to the escapement 3, is mounted loosely on an arbor D but connected thereto by a spring S. The arbor D is driven from the barrel-arbor 2 by gearing 1, 6, and has fixed on it a boss P having a helical surface in contact with a similar surface on a sleeve M which can slide on the arbor D but is prevented from rotating relatively to the wheel 4 by means of a pin C^1. A flat spring (not shown) which carries a pin adapted to obstruct a star-wheel which is geared to the wheel 7 fast on the arbor D, bears against the sleeve M. The mainspring, acting through the wheels 1, 6, winds up the subsidiary spring S, and the side M, being moved along the arbor D by the rotation of the boss P, pushes back the spring in contact with it, so that the pin on the spring engages the star-wheel and locks the main train when the tension of the spring S is sufficiently great. Then, as the subsidiary spring continues to drive the escapement, the sleeve M returns to its original position, whereupon the star-wheel is again freed and the spring S is rewound.

Winding Mechanism. When the mainspring of the clock is wound by means of an electromotor, a device for keeping the spring wound to a constant tension comprises a brake adapted to act automatically upon the armature of the motor. The barrel-arbor 2 has a screw-thread on which a nut F works. The nut, which is moved in one direction or the other by a pin *f* on the barrel or by the screwed arbor, actuates a lever *k*, which brakes the armature when the mainspring is sufficiently wound.

7,363. JEWELRY SETTINGS. H. T. Parr and C. E. Parr, both in Birmingham. March 24. (Classes 43, 52 [ii] and 93.)

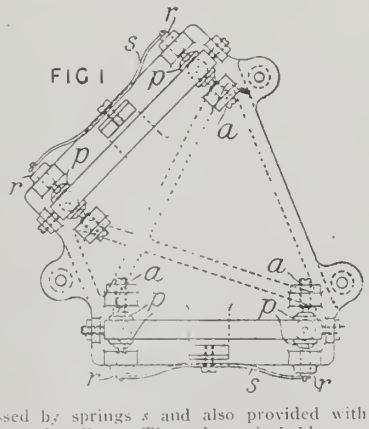
Small ornaments such as cut glass shapes, imitation gems, etc., are fixed into bedstead rosettes for ornamenting bedsteads by means of settings



comprising flanged metal disks B having projecting tangs D stamped therefrom. The tangs D are passed through holes in a metal rosette and pressed outwards to secure the ornament in position. Specifications 14,357/85 and 17,499/92 are referred to.

7,392. OPTICAL REFLECTORS. H. D. Taylor, Mount Villas, York. March 24. (Class 97 [i].)

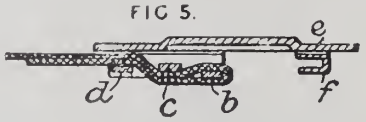
Mirrors or double reflecting optical squares and other flat mirrors are mounted by means of circular pallets *p* with spherical holes, into which are fitted, by grinding, ball-headed screws *a*, screwed through bosses on the frame and secured by lock-nuts. On the opposite side to these screws are sliding rods *r*,



pressed by springs *s* and also provided with ball-ends and pallets. The mirror is held at a third place by an antagonist screw and spring arrangement. The frame is preferably made of cast iron or of a mixture, as set out in Specification 20,315/08, of 57 to 60 per cent. of cast iron and 43 to 40 per cent. of nickel, or of 69 to 72 of cast iron and 31 to 28 per cent. of nickel so as to be of the same thermal expansion as glass.

7,750. BUCKLES. F. Banse, Berlin. March 30. (Convention date, March 30, 1909.) (Class 43.)

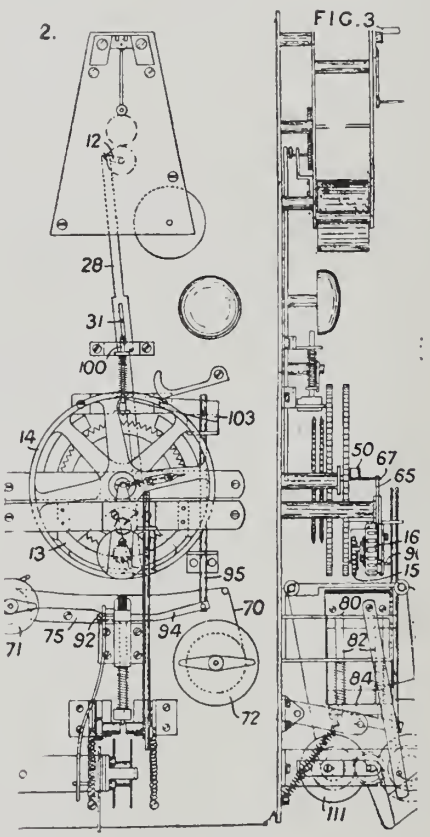
A belt-clasp comprises a plate *e*, carrying a catch-hook *f*, and a buckle slide comprising two bars *b*, *c*, and an interrupted bar *d*. The belt is threaded



through the bars as shown, the bars *c* being steeped back so that the double layer of belt above it does not stand out.

7,382. TIME-CHECKING APPARATUS FOR WORKMEN. J. Fendlebury and A. P. Pendlebury, both in Crumpsall, Manchester. March 24. (Classes 100 [ii], 100 [iv], and 106 [iv].)

Relates to apparatus of the type in which the workman sets a pointer to a number on a dial and depresses a key to print the time and date on a strip of paper. The type-wheels are driven from the clock through a flexible connection so that the clock is not stopped when the type-wheels are locked during the printing operation. A crank 12 on an arbor driven by the clock movement is connected to a crank 25, Fig. 9, driving the minute-wheel by means of a coupling-rod 28. The cranks 12, 25, are arranged to rotate in opposite direc-



tion, the coupling-rod being slotted to engage a fixed pin 31. On the shaft 23 carrying the crank 25 is mounted a boss which is connected by a flexible strip 39 to a stud 38 on a detent-wheel 36 which with the minute type-wheel 14 is fixed upon a spindle 33 pivoted between the center 24 of the spindle 23 and the frame 32. A flexible connection between the spindles 23, 33, is thus provided. The type-wheel 13 bearing the workmen's numbers is loosely mounted on a boss fixed in the frame 42 and is fast with a detnet-wheel 44 connected to the pointer 3 moving over a dial outside the casing C by an arm 45 which passes through a circular slot 4. The hour type-wheel 15, Fig. 7, is actuated at each revolution of the minute-wheel by means of a finger 50, Figs. 3 and 9, on the minute-wheel, which engages a toothed wheel 53 fixed to the type-wheel 15. The day type-wheel 16 is driven from the minute type-wheel 14 through an intermediate wheel 59. The wheel 59 has 12 teeth and is advanced through one tooth at each revolution of the minute-wheel by means of finger 67, Figs. 3 and 9, on the minute-wheel. At each revolution of the wheel 59,

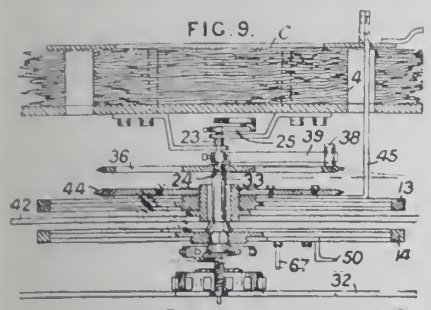
Hamilton Watch Company

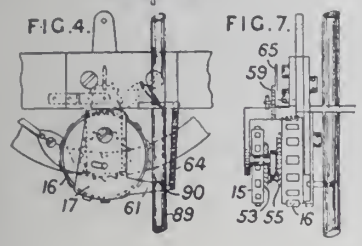
Where absolute precision of time is required, the HAMILTON WATCH is preferred.

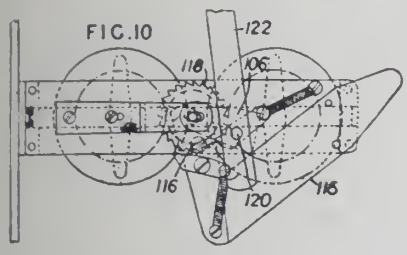
Hamilton Watch Co.

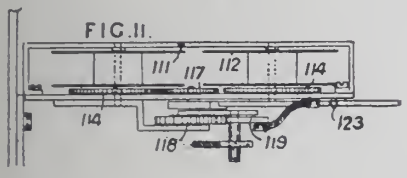
Lancaster, Pa.

a finger 65 thereon moves a toothed wheel 55 connected to the day type-wheel 16. A segment 17, Fig. 4, carrying "In" and "Out" characters is mounted alongside the type-wheels, and is set to the correct postion when the presser or platen 80 is operated. The record strip is wound from one roller 71 to another roller, 72, by ratchet gear actuated by a lever 75 which is operated from the presser. The presser 80 is carried by vertical bars 82, the lower ends of which are connected to a bar 84, engaged by "In" and "Out" levers 8 operated by the workmen. One lever has an extension pivoted to a vertical rod 89, which has a finger 90 resting upon the finger 61 of the segment 17, and when this lever is depressed, the rod 89 and finger 90 are raised; a spring 64 then moves the segment to bring the character "In" in alignment with the type-wheels. When the red 89 falls, the other character on the segment 17 is brought into the printing position. The presser 80 also carries an arm 92, which engages the lever 75 to actuate the roller 71, and an arm 94 actuating a gong through the rod 95. The type-wheels are aligned and locked by means of a plunger 100, which is operated from the presser through a lever 103. The ink-ribbon mechanism, shown on an enlarged scale in Figs. 10 and 11, provides for the passage of the ink-ribbon from one storage roller, 111, to another, 112, over guide-rollers 131, the storage rollers having gear-wheels, 114, with which, alternately, there engages a third wheel, 117, mounted on a lever 115, pivoted at 116, and fixed to the shaft of a toothed wheel 118. The wheel 118 is engaged by a pawl 119 carried by a lever 106 pivoted on the spindle of the wheels 117, 118, and operated by the presser 80 by means of a rod 122 and a stud 120. The lever 115 has holes with which a stud 123 on the bracket engages when the lever is in one of its positions.









Applications for British patents, June 26-July 12.

14,783. HAT-PIN AND LIKE POINT PROTECTORS. A. T. Austin.

14,842. FASTENINGS FOR BRACELETS, NECKLETS, LADIES' WAIST BELTS AND THE LIKE. W. F. Jennens.

14,893. SAFETY-PINS OR BROOCHES. C. M. A. French.

14,906. STOP WATCHES, CHRONOGRAPHS AND THE LIKE. E. A. Rushton and C. Usborne.

14,932. FLOWER HOLDERS FOR BUTTON-HOLES AND THE LIKE. C. Fryer and Coles & Fryer, Ltd.

14,963. CONSTRUCTION OF BROOCH TONGUE JOINTS. G. E. Walton, Ltd., and A. Moodie.

14,977. SAFETY LOCKER FOR BRACELETS AND THE LIKE JEWELRY. H. Ottendorfer.

14,989. SAFETY HAT-PIN. R. A. Garnell.

15,239. RING SHIELD. J. Fallows and G. H. Redford.

15,256. SAFETY SCREW EARRING FITTING FOR UNPIERCED EARS. L. Joseph and J. W. Pearce.

15,267. COLLAR BLOUSE AND SHIRT STUDS, DRESS FASTENERS AND THE LIKE. T. H. Sutton and T. W. Shaw.

15,337. HAT-PIN POINT-PROTECTOR. E. Furlani.

15,849. HAT-PIN CONSTRUCTION. C. B. Perstall.

15,560. METHOD OF SETTING PRECIOUS STONES OR THE LIKE IN JEWELRY, ETC. Eugene Coste.

15,576. HAT-PIN POINT PROTECTOR. R. J. Gairdner.

15,596. JEWELRY. A. Spaney and J. W. Mayer.

15,635. HAT-PINS. W. G. Cloke.

15,819. HAT-PINS. J. G. Wakefield.

15,916. CIGARETTE CASES, CIGAR CASES, CARD CASES, MATCH BOXES, NEEDLE CASES AND THE LIKE. S. J. Davis.

15,932. LADIES' HAT-PIN. C. R. Anderson.

15,965. MATCH CASES. U. Thon.

16,015. PROTECTORS FOR THE POINTS OF HAT-PINS. Wm. Baker.

16,055. EYEGLASSES. A. Moon and J. E. Danielson.

16,156. PINCE-NEZ EYEGLASSES. F. Fels-Leusden.

Complete specifications accepted.

1910.

23,130. PENDANT SAFETY-PINS. Weight & Bettlestone.

22,000. STUDS, SOLITAIRES AND THE LIKE. Owen.

23,743. CLIPS FOR HAT GUARDS. White.

1911.

4,400. CONSTRUCTION AND MANUFACTURE OF BEZELS OR SETTINGS FOR PRECIOUS STONES. Rubatto.

11,509. ARTIFICIAL STONE. Brand.

Lancaster, Pa.

Edward W. Leuk and wife, York, Pa., have been visiting Lancaster friends.

S. Kurtz Zook has furnished three large silver cups for the tournament at Haines' box ball alley.

Ray McCarty, Hughesville, Pa., has entered Schuyler's School, Philadelphia, as a student in engraving.

Dr. George R. Rohrer, oculist, Lancaster, left Aug. 3 for a vacation trip with some friends to Nova Scotia.

E. R. Kant, of the traveling force of the Non-Retailing Co., has ended his vacation and started out to cover his territory.

Walter E. Russel has taken a position with H. E. Garman & Son, Coatesville, having finished a course in watchmaking at the technical school.

B. H. Prowell, Marietta, was injured several days ago by slipping and falling down a stairway. He was not so badly hurt, however, as to keep him from business long.

Among the jewelers who have recently visited Lancaster were: Ralph Springer, Dalton, Pa.; Lewis A. Kline, Norfolk, Va.; J. F. Noll, Milton, Pa.; George M. Bailey, Uniontown, Pa., and Raymond T. Salton, Louisville, Ky.

J. H. Strawbridge, office manager for G. William Reisner, is spending his vacation on a trip through central Pennsylvania, and Herman Seibel, a jeweler for Mr. Reisner, is on a vacation trip to Wilmington, Del.; Ocean City, N. J., and Newport News, Va.

W. W. Appel and wife, Lancaster, had an unpleasant adventure several days ago on the Susquehanna River while motor boating. Their little craft was stranded on some rocks opposite Safe Harbor, and there they remained until discovered and rescued by other boatmen.

George H. Mackinson, a United States mail driver, was arrested last week and committed for trial for robbing the mails, being caught in the act at the post-office. In his possession was a box containing three rings, which were sent from Bethlehem, Pa., to John B. Roth, Jr., Lancaster, for repairs.

Mary A. Miller has brought suit for $15,000 damages against the city of Lancaster for injuries received last February, when she fell into an excavation in front of Louis Weber & Son's new jewelry store on N. Queen St., which was made for the standard on which the big clock in front of the store is placed.

H. H. Bare, head instructor in watchmaking at the Ezra F. Bowman Technical School, is at Atlantic City on a week's vacation. Arnold L. Fox, Stewartsville, N. J.; R. L. Kincaid, Syracuse, and Gorner Jones, Uniontown, Pa., students of the school, have returned from their Summer vacations at their homes.

The jewelers of Lancaster, like those of other cities, have complained frequently of department stores selling jewelry of certain kinds. Last week a leading department store "riled" the jewelers by advertising a sale of "odd bits of jewelry, cut to half and near." Certainly the jewelers have reason to object to the department stores cutting into their trade.

A. S. Daveler, formerly with the Hamilton Watch Factory, now with that at Elgin, and wife were here recently visiting his mother. Last Saturday, on their way home, as their train was pulling into the Englewood Station, Chicago, a 32-caliber revolver bullet crashed through the car window and passed through Mrs. Daveler's hat, which she had a minute before taken down from the rack. Had she been standing when the shot was fired she would have been killed.

A. H. Camp, formerly of Saginaw, Mich., recently moved to Leonardsville, N. Y., where he has entered business as a jeweler and optician.

W. F. Day, who recently purchased a jewelry store of H. F. Eyler, Waynesboro, Pa., took possession of the establishment on Aug. 1. Mr. Day intends to replenish the stock of jewelry and enlarge the capacity of the repair department of the store.



THE watchmaking experience of these Service Bureau Experts covers a period of three hundred and thirty years. This experience is being used daily in the solution of specific watchmaking problems presented by watch repairers.

EVERY inquiry is thoughtfully weighed and considered and reply is made with a personal letter in which no detail is slighted or overlooked.

ADVICE is given on methods of doing work—suggestions are made about handling some particular watch that has proven difficult of repair.

This is the character of the personal service the Service Bureau renders to each and every watchmaker who asks for help.

The Service Bureau

Also renders a general service — a service of interest to all watch repairers everywhere.

THE Service Bureau publishes and distributes bulletins on watchmaking subjects of general interest. The personal correspondence of the Service Bureau has shown that there is a great demand for definite information on certain subjects — that inquiries about these subjects outnumber all others by a great majority. It was the preponderance of these inquiries that lead to the publication of the Bulletins.

The work of the Service Bureau is therefore two-fold in its character — it gives personal help and general help — we want you to use the Service Bureau in both of its branches, as often as you have occasion. Perhaps you have no reason for writing personally at present but the occasion might arise soon, so send the enrollment coupon in now.

THIS will insure your receiving the first bulletin which we published last month — a most interesting treatise on balance truing — profusely illustrated with pictures made from the hands of an expert balance truer.

King Solomon was a wise man. It was King Solomon who said:

"In Multitude of Counsel There Is Wisdom"

Why not put his theory to the test? In patient anticipation the Service Bureau experts are waiting for your coupon

ELGIN NATIONAL WATCH CO.
ELGIN, ILLINOIS

....1911

ELGIN NATIONAL WATCH CO
Elgin, Ill

Dear Sir:

Please register my name as entitled to the privileges of consultation with your Service Bureau

It is understood that no charge is to be made for this service.

Name.....

Address .....

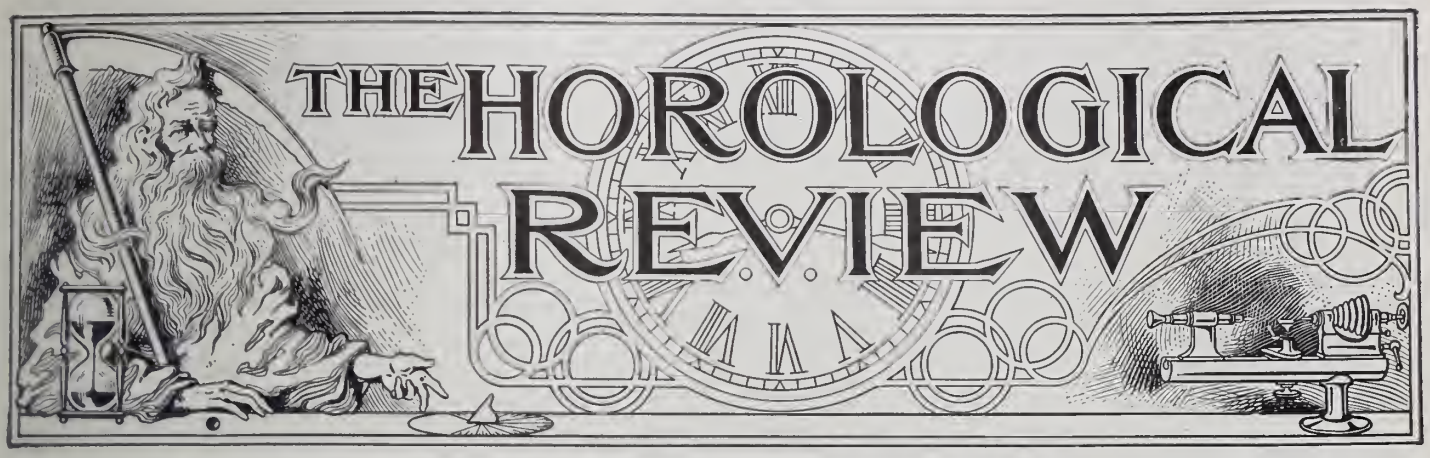
City.....

If employed give name of firm

.....

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8—T. J. C.



An Efficient Watch Repairing Department.

Address by G. D. Parsons, before the Convention of the American National Retail Jewelers' Association at Richmond, Va.

SOME years ago I received a letter from one of the most prominent of the larger jewelry establishments of Chicago, asking for an interview at my early convenience. When I called I found the senior member of the firm in great distress over the condition of the watch repairing department, and he asked my advice as to a man whom he contemplated employing as head watchmaker. I said: "Well, Mr. So and So, the gentleman is one of the most learned and scientific of watchmakers, but I think from long acquaintance with him that he lacks tact and would perhaps not be courteous under criticism from an unreasonable patron." He at once held up his hands and said, "Oh! that will never do." And right here is the point to my story. Pointing to the corner of the store in which the head watchmaker's quarters were located, he said: "Mr. Parsons, that corner is of more importance to the success of this store than any other in this whole establishment. The man in that corner can make us more enemies and drive away more trade than all others combined. Poor work, discourtesy or neglect there, is fatal."

This statement made a deep impression upon me at the time, and a close observation of many years, and in many high-class stores, has served to strengthen rather than weaken the force of his statement. And I have learned by my own and others' experience the value of a really efficient watch repairing department, and it is out of my fund of experience, gained in so many fields, that I shall a tempt to offer a few suggestions as to what constitutes an efficient watch repairing department.

What is an efficient watch repairing department? It will be in order then to inquire at this time "what constitutes an efficient watch repairing department?" Such a department, it seems to me, should satisfy all of the following demands:

It should be so conducted as to pay a fair percentage of profit after every legitimate expense has been charged to it.

It should satisfy every reasonable demand of the customer, thus establishing friendly relations with each customer and the house.

It should contribute in a large way to the sales of watches. For by judicious and tactful handling a customers' attention can often be directed by the workman to a watch better suited to his needs, and "a sale" secured for the house.

The head of such a watch repairing department should be a practical watchmaker of experience, with some commercial training, added to a tactful, courteous manner of meeting customers. He should not say too much, yet should explain enough to leave the impression that he is willing to explain all that the layman can understand about so complicated a mechanism, and give in full the reasons for the cost of repairs, for most persons are willing to pay a fair price for good work, if they can be shown the need of such work. And I want to emphasize right here the desirability of getting the confidence of each customer, and the far greater desirability of maintaining that confidence by fair and liberal dealing, for confidence is the foundation of every great success in our line.

Every great jewelry house in this country owes much of its success to an efficient watch repairing department. The history of the greatest jewelry establishment of the world shows that in every case much attention has been given to pleasing patrons in their little repairing jobs, and very especially in their watch repairs.

To establish and maintain an efficient watch repairing department is not always easy. It requires much thought and close attention on the part of the person in charge. This person should be capable of judging the work for himself and quick to estimate the probable condition of a watch from the general appearance, rather than by what the customer tells him, for while it is always advisable to have the watch examined before stating cost of repairs, it is not possible to do this in every case, so experienced judgment is necessary to avoid loss.

In taking in watches for repairs it is never advisable to talk of "cleaning" as a remedy for all the ills of the watch. To "overhaul" or "put in order" are better phrases to use, and it is advisable to explain that "cleaning" is only a part of the necessary routine of putting a watch in good condition, for, after a year or more of constant use, pivots need attention, escapement needs some adjusting, balance and hairspring must be carefully restored to the original condition of adjustment or the time keeping will not satisfy, and many other items may require correcting.

Upon the character of your watch repairing depends to a large extent the reputation of every department of your business, for people are apt to say of a careful workman, "He does fine work, so I take it he is up to date in all his methods."

Do not employ a man at $12 a week as watchmaker, clockmaker, jeweler, engraver, optician, salesman, window dresser, etc., etc., and expect that you will have an efficient watch repairing department. To have an efficient watch repairing department place a watchmaker of experience in charge, for no man ever has, or ever will, acquire so great skill in all the before-mentioned trades as to enable him to do first-class work in all.

One of the great absurdities of the present-day trade schools is to advertise to graduate a man in all these branches, and in such a ridiculously short space of time that one could scarce hope to learn a little of just one branch, much less all of so many.

Speaking of trade schools, I hope some benevolent member of the trade will some day endow a purely horological school on such a broad and liberal basis as to enable worthy poor young men to acquire a scientific training in horology. This is not possible in any school of to-day, because of cost, mainly. The State should regulate the practice of horology as carefully as the practice of dentistry, for the safety of valuable lives and property depend upon the reliability of the timekeeping, and the sooner we face this problem the sooner will conditions and prices improve.

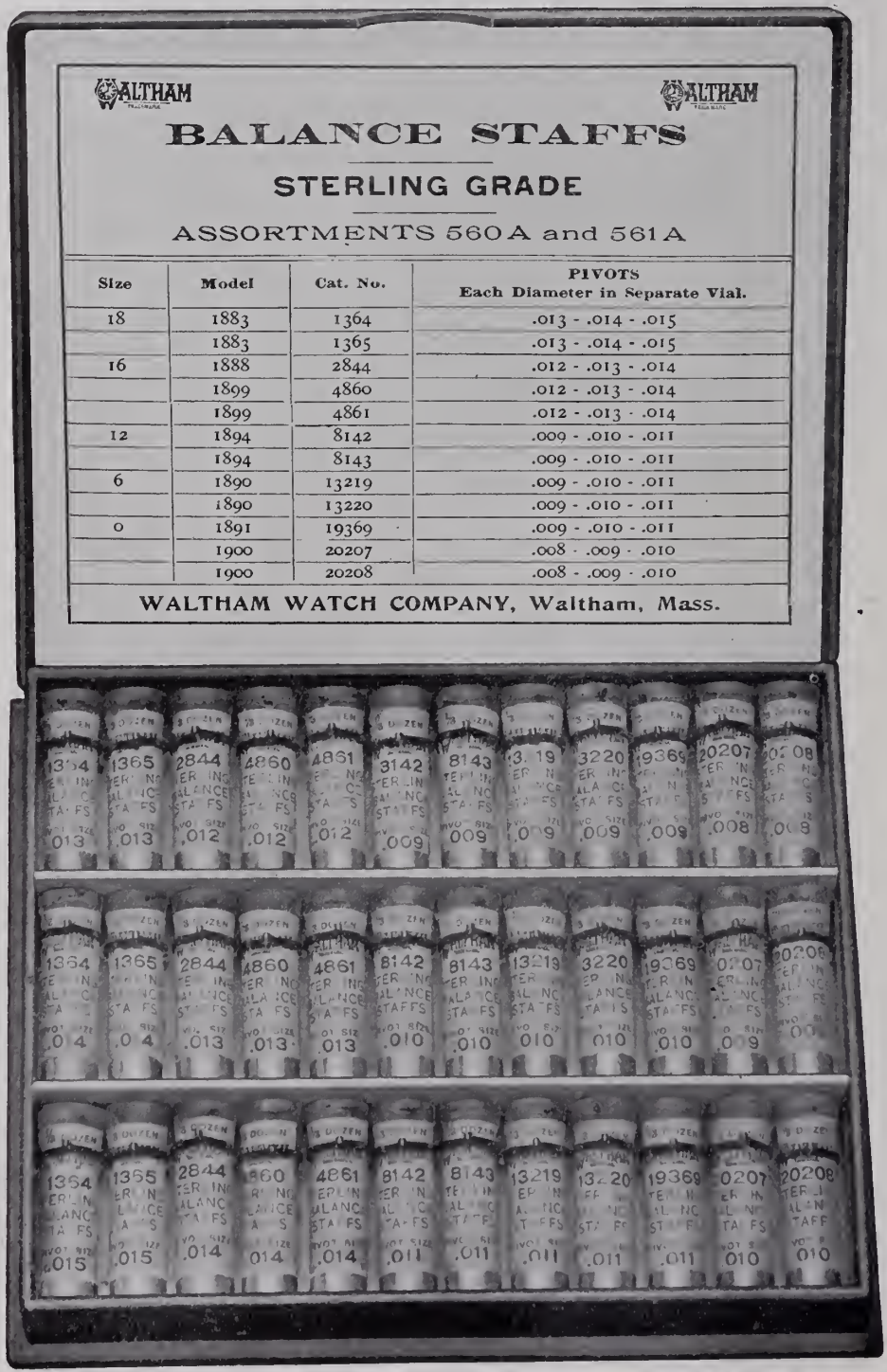
I trust that every member of the American National Retail Jewelers' Association will use his best efforts to have a State board of examiners appointed in his own State that shall have power to eliminate the "botch," or, at the very least, to prevent the increase of this breed. Too many poor workmen cause one of the crying evils of our day and age, and this condition will not improve so long as we send young men to trade schools with the expectation that they will become expert watchmakers, jewelers, engravers, opticians, etc., in a few weeks, or months, as at present.

All who employ watchmakers complain of the great scarcity of really capable workmen, and it has reached such a critical stage that the larger watch companies, in self-defense, have taken up the matter of educating the craft. Their finer grades suffer so severely from the ignorance of

WALTHAM MATERIAL ASSORTMENTS

TRADE MARK.

SAVE THE JEWELER MONEY.



Size	Model	Cat. No.	PIVOTS Each Diameter in Separate Vial.
18	1883	1364	.013 - .014 - .015
	1883	1365	.013 - .014 - .015
16	1888	2844	.012 - .013 - .014
	1899	4860	.012 - .013 - .014
	1899	4861	.012 - .013 - .014
12	1894	8142	.009 - .010 - .011
	1894	8143	.009 - .010 - .011
6	1890	13219	.009 - .010 - .011
	1890	13220	.009 - .010 - .011
0	1891	19369	.009 - .010 - .011
	1900	20207	.008 - .009 - .010
	1900	20208	.008 - .009 - .010

They cost us more, because of the extra labor in selecting and packing. But **they cost the jeweler less** than the regular material at regular list prices.

WALTHAM assortments cover lines commonly needed in repair work. The material is selected with care, and is of the highest quality in its respective grade. No pains are spared in the preparation of our assortments. The needs of the practical man are our first consideration.

SPECIAL ASSORTMENTS.

Balance Staffs.

560A	2	Gross,	3	Sizes	Pivots	for	each	of	12	Catalogue	Numbers,	Sterling-Royal	Grade	. . . $20.00
561A	1	"	3	"	"	"	"	"	12	"	"	"	"	. . . 10.50
562A	1	"	3	"	"	"	"	"	12	"	"	Riverside	"	. . . 30.00

WALTHAM WATCH COMPANY, - - WALTHAM, MASS.

those who are supposed to keep them in repair that it has become a necessity to them to give out all the instruction possible in order to protect the reputation of their goods. Watches that leave the factories in fine adjustment, and capable of remarkable timekeeping, are very often ruined, as far as close timing is concerned, the first time the so-called repairers get hold of them. So large a percentage of modern watches are adjusted and of a delicate construction that demands expert handling that it seems necessary to have some change in present conditions, if we are to be able to cope with the situation. It must be made possible for worthy and ambitious young men to acquire more thorough training than is now open to them before we can hope for a supply of trained watchmakers equal to the demand.

In an experience of many years in school work I have found almost without exception that it was the *poor* young man who alone had the ambition necessary to excell as a watchmaker. The young man who came to spend his father's money usually did that, and not much besides, while the young man who earned his own money made good use of his time and often regretted that he did not have money to stay longer in school. It is for this class that I plead. Help the worthy and ambitious *poor* young man, and conditions will improve very soon and an efficient watch repairing department will be made easier for us because of efficient help.

An efficient watch repairing department will not long be a possibility if we do not elevate the standard of workmanship far above what it now is. Adjusters are as scarce as saints among the craft, outside of the factories, and the supply is not enough for the factories to be able to do all the high-class adjusting necessary—while the average repairer is grossly ignorant of the meaning of the word, so far as practical results show.

And here let me ask, "Can we claim to have an efficient watch repairing department so long as we destroy the finer adjustments of railroad and other fine watches?" I think not. Ignorance does not excuse us either, for we have no right to take money for service that we do not render; and when we hand back a watch to a customer in a condition that will not hold up the standard of timekeeping expected of that particular grade of watch, we do a grave injustice that will reflect upon us surely and sadly.

But, I think I hear someone say, "We don't get paid enough for our work to take all the time necessary to test and restore these finer adjustments." Well, let me ask: "If you don't get paid enough for good work, whose fault is it? Is it necessary that you should do work for nothing?" No! A thousand times, no! No man need repair a watch for so low a price that he cannot do it justice. Let your competitor do that if he will, but don't you do it. As long as you compete in price alone, just so long will you get neither profit nor reputation out of your work. Compete for quality and results, rather, and you will then get your price and prosper, and the cheap man will get what he deserves, oblivion.

The stores that get "$3.50 for cleaning. *and repairs extra*" (as I was told was the price of putting my own watch in order on Fifth Ave., New York) are the largest and most prosperous in the trade; and not because they are large do they get the large price, but because people *know* that they will get good work in such stores. And these stores are enabled to do good work because they seek and employ the high-priced skilled workmen and thus maintain efficiency, because upon the reputation of this department depends so much of the success of all others.

To elevate our standards we must be able to demonstrate to our clientele that it takes more than a dirty watch bench and a piece of chalk and a brush to make a watchmaker; that it is necessary for a watchmaker to know much of the laws of physics and natural sciences, as well as to hold an eyeglass upon his eye, before he can do justice to so fine and delicate a machine as a watch. Let us rise to our opportunities; let us take our place with the honored and trusted. The watchmakers and jewelers belong to the class of callings where confidence is the foundation of all success. Confidence is the keynote of success of all financial institutions, and it is none the less so of the jewelry institutions. All the really great jewelry houses are built upon the solid rock of public confidence, and I may add that this confidence in the case of every jewelry house is very largely augmented and enlarged by a really efficient watch repairing department.

Card Index System.

I wish to suggest a simple, practical and labor-saving form of index card that I have used to great advantage, especially where very large numbers of watches were handled daily. I found the following advantages, among others, from the use of this system:

I could go at once to the file and locate the card that had been made out when the watch was taken in, and find out whether the watch was ready or not. If not ready, I could tell which workman had it in hand. I could tell when it was promised, and, if there was to be any delay beyond the time promised, my card would tell that the job was awaiting material, or whatever else the cause might be. If the watch was ready, the card told me the number of the hook upon the watch rack upon which I would find it. The card tells every item of repairs performed, and by whom performed; the price, and whether it was charged or paid, is entered as soon as the watch is delivered, with date of delivery. If any item of repairs was not done that was advised, such as new staff or other part, we noted this, and when the customer came back later and said that we put his watch in perfect order and charged him $9 for it, we could show him in a few seconds that we charged $2 for a mainspring and did not put his watch in perfect order nor pretend to do so, as it needed other repairs, as shown by note made at the time estimate of cost was given.

Again, if a customer calls to get the number and description of his watch two or three years later, because of its loss, we can find the card in a moment, if he can tell us in what year he left it for repairs; and even if he misses it by a year or so, we can locate it in a moment by going to our filing case of another year.

On this card we also keep a record of material used and cost of same, the time spent on the job and its cost; there is also a place for stating the rate the watch had when delivered. All of the ordinary items of repairs are printed upon the left-side column, and it is only necessary to make a check mark over each item to know all that has been done to the watch. All descriptions of movements and cases are also printed and can be checked instantly, so that a full and complete description of any watch and case requires but a few dashes of pen or pencil, in addition to the numbers of case and movement, to tell you all that you need to know of style, repairs, etc. In fact, it saves nine-tenths of the time, with also some added advantages over any other of the many systems that I have examined in an experience of many years in organizing watch repair departments, and the compactness and simplicity of the system is much in its favor.

Another advantage is that if your customer demands a check for his watch you can give him one and know that you have done so. If he does not want a check, it remains attached to the index card, so you know that no check is out for that job.

Profit and Loss.

Now as to *profit* and *loss*. It has been my good fortune to hold positions of trust with nearly all of the larger watch companies, as well as in some of the largest of the great jewelry houses of this country. Thus my field of observation has been a large one, and my experience has been gained where results alone count, so I have learned to put the true value upon many things because of the cost systems that in some cases not only counted the pennies, but the mills, or fractions of pennies. And I learned soon to judge as to who was making profit and who was losing upon their watch repairing. It may surprise you to hear that many a man who prided himself upon a well-paying repair branch, I have shown, to his satisfaction, that he was really losing money, perhaps not very much, but as between profit and a loss the latter was most often in evidence. I will illustrate briefly:

A mainspring is put in for $1. The workman thinks that the few minutes spent in doing the job, added to the cost of the mainspring, is all there is to the expense. Well, let us analyze a little. Say, for example, the cost of labor and material was net 27 cents for short. Now, when that watch comes back, say six or seven times, for regulation, and your workman is called away from other jobs, you lose easily 10 cents each time on an average, and if you have any one of the many extras that fall to the lot of the watchmaker, such as, for example, a lot of hard mainsprings, where you have one after another break before you find one that will outlast the guarantee, or you find a tooth weakened in the barrel and in self-protection you replace that, and so on, can't you see that on the average you are not likely to get much profit out of $1 mainsprings? If you get $2 for all the better grades (for, remember, you should always use the best spring obtainable and will likely have much more trouble

THE HOWARD WATCH

ARE YOU keeping in touch with the HOWARD owners in your community—using their influence to build up your following for these goods?

If you are not—you cannot start too soon.

The HOWARD owner is not merely a HOWARD enthusiast—he is one of the leaders of his locality, his time and his profession.

His recommendation and his example carry weight with his fellows. His word of mouth advertising is one of the most powerful sources of prestige that you could have

The way to profit by his influence is to identify your store with the HOWARD Watch.

Feature your assortment of HOWARDS. See to it that men know you are HOWARD headquarters.

Order HOWARD Watches from your jobber.

E. HOWARD WATCH WORKS

WALTHAM, MASSACHUSETTS

in getting the finer watch to its original timing rate to please a critical owner) you will not be overpaid.

Another case I often hear of is balance staffs for $1. Now, just think of a man who is capable of doing justice to any watch putting in staffs for a dollar. To do the watch justice he must remove the jewels and clean them before fitting to the pivots; he must true and poise his balance, replace his hairspring properly, put in beat, etc., and then he finds, likely as not, that the watch is off time and not within the power of the regulator to correct, so he is obliged to use perhaps an hour first and last to bring his watch to time, after he has fitted his staff and finished what he charged for and before he delivers the watch at all.

Roller jewels are often put in for $1 or less, when, to be certain that your watch will not be stopped by a part of the broken roller jewel, you are often obliged to at least partially take down your watch in order to see that it is not in the train, or escapement, or perhaps under the dial. Another mistake.

You take in a watch to clean for $1.50, or less, maybe, and find so many little touches necessary to put the watch in even approximately good condition that you spent two to four hours upon the job before delivery, and some time after in regulating, etc.

Now, where in all these cases do you allow anything for time spent in regulating, for cost of materials, for cost of space your repair department occupies, for the general expense account, a portion of which is necessarily chargeable to each department; for losses of every description, for advertising, for betterments which every live merchant must add to his every department if he would thrive. Nothing is so absurd as the present low prices for watch repairing.

Another absurd thing for a watchmaker to do is to promise to put a watch in order in so short a time that he either disappoints in the time or in the quality of work done, because he was afraid that the party would take it elsewhere if he insisted upon taking 10 days or two weeks for the completion of the job. It is very easy, I find, to make customers understand that good work requires time, and they all want good work; and ever and always remember that a watch that does not keep time will not satisfy at *any* price. You may do a considerable amount of work upon a watch, and even *show* your customer that he is "getting something for nothing," but you can't get him to say a good word for you if the watch is not satisfactory as a timekeeper On the contrary, he will likely spread your fame as a failure and say nothing about how much you gave him for nothing. So charge a price for *good* work, and *do* good work, if you would have an efficient watch repairing department.

We now take a place far too low in the scale of learned and scientific arts. We do not insist upon the recognition that should and would be accorded to us if we but held our trade above the level of the commonplace. No improvement will be achieved until every watchmaker and jeweler is a member of his local retail jewelers' association or club, and a *real live member*, too, that attends meetings and gets into close touch with his fellow members, for wherever they do meet and get to confiding a little in each other they each find the other to be a good neighbor and a good fellow, and are *so* sorry they didn't find it out years ago, before they had begun cutting each other's prices and calling each other uncomplimentary names.

"Get together!" is a good motto for every jewelers' club, and every town, great or small, should have an organization for "getting together."

An Ingeniously Constructed Show Window Clock.

IN one of the show windows of the store of M. G. Ernest, a jeweler at 558 Columbus Ave., New York, there is exhibited a clock of such singular character and appearance that it attracts all observing passersby.

To all appearances the clock consists of two upright posts, or columns, some four feet apart, and rising to a height of about three feet from the floor of the window. From one column to the other extends a transverse column of darkened glass, whereon are inscribed in Roman numerals the hours to the number of 12, beginning with VI o'clock at the left-hand side and ending again at VI on the right-hand side. Above the transverse bar, and strung parallel thereto, is a slender wire, and upon this, so that it can without friction slide from end to end of the wire, is the "bird," a neatly stuffed humming-bird, perched so coquettishly as to seem very natural. The bird's wings are extended, as though on the point of flying away, and its bill points upward. Just underneath its head is a brass index, pointing to the numerals on the bar and to the half and quarter hours also marked on the bar.

The progress of the bird from left to right accurately records the course of the hours from minute to minute, beginning at 6 o'clock in the morning to 6 in the evening, and repeating, or making two of these revolutions or trips rather, in the course of the 24.

When the bird has reached the end of a trip it quickly flies from the right side, which it has just reached, to the left, when it begins anew. This it is which attracts the throng.

Below the bar and between the columns Mr. Ernest employs the space for the display of such wares as he wishes to show to the public, and it forms an excellent field for such display naturally. He even strings wires from one column to the other for this purpose. The floor of the window gives an excellent space for more display. The mechanism or "works" of the clock are invisible.

Mr. Ernest, who is a Viennese by birth, states that he first constructed the clock soon after he came to America, some 35 years ago. After serving at the bench a few months, he started in business for himself at 56 Canal St., this city. Soon afterward, having completed the clock, he had it placed in his show window, and it then, as now, attracted continual interested throngs. But one evening some thugs broke the window, at the same time ruining the clock and simultaneously bolting the door of the store, and before Mr. Ernest could recover his wits and get outdoors after them had disappeared in the passing throng with a lot of booty from the window. Mr. Ernest subsequently recovered most of his wares, but he was so disgusted at the ruin of the clock that he did not attempt to repair it for nearly 20 years.

Mr. Ernest removed to his present location about 10 years ago, and then immediately set about repairing the clock. Incidentally he made some improvements and soon succeeded in setting it up, since which it has steadily been securing so much and such favorable notice that he is receiving offers to construct similar ones for other business men, mostly in other than the jewelry line. They can be made in any and all sizes, and the columns can be made in a great variety of materials and in all sorts of designs. They can also carry all sorts of advertisements, and wares of many descriptions can be just as efficiently displayed on wires strung from the columns as jewelry can.

Since Mr. Ernest has given such good evidence of his ingenuity, it is not strange that he has built up a good trade on repairs throughout his neighborhood, essentially a domestic one of the best character. "Indeed," said he, "my repair business is by far the best part of my trade, except around the Christmas holidays. Through most of the year my wife and I can attend to customers without great trouble, but at holiday time I have six and seven behind the counters all the time, and all of us during the rush are continually on the jump. Fortunately I am not dependent on outside help, for I have two sons whom I call in and an equal number of daughters."

Difference Between Greenwich and Irish Time.

The difference between Greenwich and Irish time was the subject of a question and answer circulated with Parliamentary papers. Irish time, it may be pointed out, is 25 minutes behind that of Greenwich, and post office clocks in Ireland indicate both times, a red minute hand indicating Greenwich time.

Vincent Kennedy, the Nationalist member for West Cavan, asked the Chief Secretary for Ireland if he would state whether he had received any representations from Irish associations or traders asking for the extension of Greenwich time to Ireland, and whether he would consider favorably representations coming from Ireland in favor of this reform.

Mr. Birrell, in reply, said that representations had been received from the Chambers of Commerce of Dublin and Londonderry and the Dublin Mercantile Association in favor of the adoption of Greenwich time in Ireland. If there was any general demand in Ireland for the change the Irish Government would be prepared to consider the matter.

E. V. Nye, Hamilton, Kans., has moved to Emporia.

William Conrad, Wapello, Ia., has moved to Burlington.

Thirty-Two Years

of

Successful Production

have taught us to make

Watches That Cannot Be Equalled at the Price

and have enabled us to sell them at prices which give

Fifty Per Cent. Profit to the Retail Jeweler

In these days of conservative buying by the public
you will find your best sellers to be

"New England" Levers

"CAVOUR"
15 Ligne

"HALE"
12 Size 16 Size



Genuine
Lever
Movements
Guaranteed

Accurate
Time-
Keepers







PRICES

To Dealers — $2.90 to $14.50
Subject to Jewelers' Circular Key
To Consumers — $2.50 to $10.25

Our Missionary Salesmen Will Show You a Complete Line

Stock Up Now for Your Fall Trade

The
"New England"
ALDEN
Double Roller Lever
7 Jewels
Accurate to the Second
Extremely Thin Case Models
To Dealers — $6.00 to $14.50
Subject to Jewelers' Circular Key
To Consumers — $5.00 to $11.00

Your order will be promptly filled by

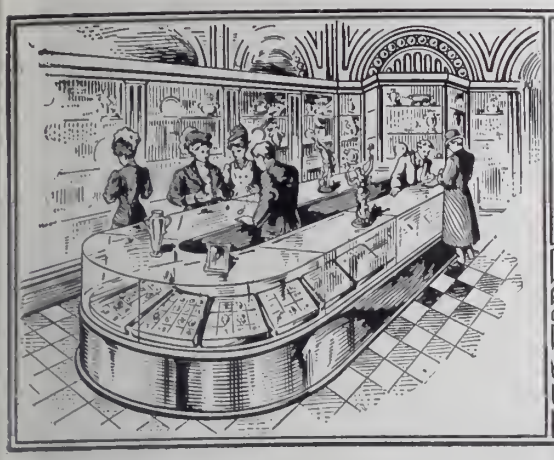
THE NEW ENGLAND WATCH CO.
WATERBURY, CONN.

or

The Leading Jobbers

Pacific Coast Agents: B. W. FREER CO., San Francisco

"New England" Material
is
Interchangeable
Send for Our
New
Interchangeable
Chart



STORE KEEPING DEPARTMENT

That this department shall prove mutually beneficial to our readers, it is desirable that the members of the trade geneally communicate with THE JEWELERS' CIRCULAR-WEEKLY regarding any advantageous device or plan which they are utilizing in connection with their business.

A Simple Bookkeeping System.

Written expressly for The Jewelers' Circular-Weekly by A. E. Edgar, Author of "How to Advertise a Retail Store."

THE following exposition of a simple bookkeeping system is made for the benefit of jewelers whose business is too small to justify a more elaborate system. It is not perfect—no system of bookkeeping yet devised is so perfect that it cannot be improved—but it is a system that will answer the purposes intended, and one, too, that can be added to and enlarged as necessity commands.

If any jeweler desires to adopt this system, he must first take an inventory of his stock and make a statement of his assets and liabilities. The books to be used are cash book, journal and ledger.

Unless the jeweler has learned the rudiments of bookkeeping it will pay him to buy some simple text book on the subject and spend a short time on its study. We avoid as much as possible the use of technical phrases, but cannot omit them altogether. Therefore the jeweler must understand these before he can follow our instructions without considerable bother and delay.

The statement of assets and liabilities will include the following:

ASSETS.

Merchandise on hand (as per inventory), store and office fixtures (as per inventory), bills receivable (notes others owe you), cash on hand (in bank and cash drawer), personal accounts owing you, real estate you own (as per inventory).

LIABILITIES.

Personal accounts you owe, bills payable (notes and drafts you owe). The difference between the total assets and the total liabilities is your present net worth. To open a set of books we must first use the journal. The above assets will be journalized as follows: Merchandise, Dr.; store and office fixtures, Dr.; bills receivable, Dr.; cash on hand, Dr.; personal accounts owing you, Dr.; real estate, Dr. To Jeweler & Co., Cr.

Merchandise account is debited for the whole amount of the merchandise on hand. The inventory sheet is always used to show the details of this stock. Store and office fixtures account is treated in exactly the same way as a merchandise account, as also is real estate account.

Bills receivable account should be debited in detail; that is, each note should be entered as a separate item, unless a bill book is kept, which is quite unnecessary for a small business.

Cash on hand is entered in the cash book. Cash entries will be explained later in this article. Personal accounts will have to be entered in detail also, as a separate account must be opened for each.

The liabilities will be journalized as follows:

Jeweler & Co., Dr.
To personal accounts, Cr.
To bills payable, Cr.

The personal accounts in this case are entered as explained above. The bills payable are treated in the same manner as bills receivable, only they are credited to this account instead of debited.

The Jeweler & Co. account represents the proprietor's account. Should the business be a partnership, each one of the partners must have his account credited with his investment and debited with his share of the liabilities.

The first business transaction may be the purchase of a bill of goods. After the goods have been received, and checked with the invoice to see that the quantities are there, the totaling of the different items in the invoice and the footing of the whole should be carefully checked. Mistakes are often made in the wholesaler's office that are costly to the retailer.

The entries to be made in the journal for this transaction will be:

Merchandise, Dr.
To Wholesale Jeweler Co., Cr.

The invoice should be filed away carefully for future reference. An ordinary pocket or indexed file, costing a quarter, is all that is necessary.

When you sell a bill of goods on credit the journal entry will be:

Customer, Dr.
To merchandise, Cr.

You will note that a personal account that owes you is always debited for what you sell, and a personal account that you owe is always credited for what you buy.

If you return merchandise to the wholesaler for any reason it is to be treated as a sale on credit and entered in the books as such. The full invoice amount should always be entered to the credit of the personal account affected. Even a shortage or an overcharge is treated exactly as a sale on credit.

Every phase of every transaction affecting the merchandise and cash accounts, the bills payable and bills receivable accounts or a personal account should be entered on the books. This should be observed in the smallest business as well as in the largest. A good bookkeeping system has saved many a merchant a good many hundreds of dollars.

When a wholesale house draws a draft on you to close an account, or as part payment for an account, or when you send them a note for part or whole payment, the transaction is journalized as follows:

Wholesale Jeweler Co., Dr.
To Bills Payable, Cr.

Very often there is a time discount offered for early payment by the wholesale jeweler, and you take advantage of this. When you do your entry will be:

Wholesale Jeweler Co., Dr.
To Interest and Discount, Cr.

That is, you debit the wholesaler's account and credit interest and discount account.

To shorten bookkeeping labor as much as possible it is desirable to combine as many entries as possible in journalizing. For that reason, instead of making two separate entries in the journal for this and similar transactions, we combine them and the entry will be:

Wholesale Jeweler Co., Dr.
To Bills Payable, Cr.
To Interest and Discount, Cr.

The two credit amounts added together are debited as one in the Wholesale Jeweler Co. account, thus saving time in writing up the journal.

If you accept a note in settlement of an account your journal entry will be as follows:

Bills Receivable, Dr.
To Customer, Cr.

This entry is credited to the customer's account for the amount of the note and the amount is charged up to bills receivable account. If he pays you any interest on the note it is credited to interest and discount account and charged up to the customer's account.

THE CASH BOOK.

The cash book is the record of your cash transactions, and in it should be entered every amount of cash you receive or pay.

South Bend

The Jewelers Friend

HELP WANTED

Our business is growing so rapidly that we are compelled to increase our working force.

We want skilled watchmakers, thoroughly experienced with the highest grades of watches.

None but those capable of workmanship which will pass the most critical and rigid inspection need apply.

Steady employment is assured. While other factories shut down for midsummer lay-off of from two to six weeks, we are shut down four days only.

South Bend Watch Co.

Makers *of* High Grade Watches
Highest Quality Filled Cases

South Bend, Indiana

Get in Quick!

Choose the Best the Country Affords

Drop a postcard asking for the latest catalogue of the



The entire building used exclusively for instruction in Watchwork, Jewelry and Engraving

Horological Department

Bradley Polytechnic Institute

PEORIA, ILL.

C. O. BAKER, Pres. C. W. BAKER, Vice-Pres.

BAKER & COMPANY

INCORPORATED

PLATINUM, GOLD AND SILVER REFINERS, ASSAYERS
SMELTERS AND MANUFACTURERS

PLATINUM AND GOLD SETTING DEPARTMENT

NEW YORK OFFICE - - 30 Church Street
Telephone, 3811 Cortland

WORKS - 408 N. J. R. R. Ave., NEWARK, N. J.
Telephone, 3 Waverly

PLATINUM AND GOLD SETTINGS CARRIED IN STOCK AT BOTH ADDRESSES

Storekeeping Department.

out. The cash book is really a detailed statement of the cash account in the ledger. The two pages facing each other are usually used, the page on the left being the debit side, that on the right the credit side. You will note this in particular: Debit in the cash book all your receipts and credit your payments to others. These are reversed when entered in the several accounts in the ledger.

Cash on hand is debited in the cash book.

Payments on account by your customers are debited.

Payments on notes due you are debited.

Payments of interest due you are debited.

Merchandise cash sales (total daily amounts) are debited.

Cash paid out for expenses is credited in cash book.

Cash paid out for merchandise is credited.

Cash paid out for interest is credited.

Cash paid out for bills payable is credited

Cash paid out on a personal account you owe is credited

Cash paid out for wages is credited.

Cash drawn out for personal use is credited.

Cash deposited in the bank is credited.

There are usually two columns, and sometimes three, in the cash book, on each page. By using these columns for certain classes of items we save a great deal of trouble in picking out items and adding them up. In our system there are but two columns used on each page. The first contains all merchandise items, while in the second the miscellaneous items are entered. All merchandise cash sales are entered in the merchandise column, the first on the left-hand page In closing the cash book these are entered in the merchandise account in the ledger in a lump sum, instead of so many smaller items.

To balance the cash book first add the merchandise column. This is the total cash sales for the period. This item is then placed in the miscellaneous column. Then the miscellaneous column is added, and the amount thus found gives the total cash receipts for the week, including the cash on hand at the beginning of the week.

The right-hand page is closed in a similar manner. The expense items are all entered in the first column on the right-hand page, and are added and entered in the second column. This total gives you the total amount paid out during the week. By deducting this amount from the total cash receipts (including the amount on hand at first of week) gives the balance on hand, which should be entered on the debit side of the cash book on the following page to start the new week, after it has been entered in red ink, as "balance on hand" on the credit side and added to make both sides of the cash book add up the same.

THE LEDGER.

The leger is the final book of record and shows the completion of all transactions as well as those that are not completed.

After the transactions are itemized in the journal they are posted to the ledger. The journal is used merely to facilitate and make easy the distribution of each item to its proper account in the ledger; and by journalizing the transaction first we save ourselves a great deal of trouble and afterwards we have a record of all the entries connected with that transaction in one place, so that it can be conveniently looked up.

At the end of the year or period when the jeweler desires to close up his books to see how he stands, he must first of all take an inventory of his stock of merchandise and store and office fixtures.

He then balances each account in the ledger. That is, he adds the items on the debit side and those on the credit side, and subtracts one from the other. From these balances he makes up his statements of assets and liabilities.

The difference betwen these shows his present gross worth, or what he owns. To find his gains for the period he deducts the gross worth at the commencement of the period from the gross worth at the present time. Should he be so unfortunate as to have sustained a loss during the year, he reverses the amounts and their difference shows the loss.

BILLS PAYABLE.

A merchant doing a business of over $25,000 annually finds it handy for him to use a small pass book for keeping track of his bills payable and open accounts.

He allows four pages for each month of the year, and begins the book on two pages facing each other, as in a cash book. On the first page he enters the open accounts that fall due that month; at the same time he enters the invoices in his ledger. When the wholesaler draws on him for the amount he enters it on the opposite page and rules out the item on the "open account" side. In this way he has a complete record of all his maturing paper and open accounts, and can the better make his calculations for their payment.

He keeps no bill book, as his ledger shows in detail the bills payable.

There are a great many little things that can be taken into account in bookkeeping as time-savers and short cuts, but it is far better to have the records complete than to save a few minutes' time each day.

EDITOR'S NOTE.—THE JEWELERS' CIRCULAR-WEEKLY will be glad to answer any questions submitted to this department on the subject of accounting. If you have any difficulties in keeping your books let us try to solve them for you. When writing try to give all necessary details to make it possible to answer the questions completely.

The Store of the Jaffe Jewelry Co., Birmingham, Ala.

ILLUSTRATED herewith is the establishment of the Jaffe Jewelry Co., Birmingham, Ala. The store is located at 115 N. 20th St., in the same block with the big skyscrapers. The dimensions of the interior are 20 by 90 feet. The establishment has two attractive show windows, measuring each six by eight feet.



THE STORE OF THE JAFFE JEWELRY CO., BIRMINGHAM, ALA.

The store is handsomely furnished in dark oak. The show cases are of solid glass and extend the full length of the store in a double row down the center. There is an aisle between them with a large circular case adjoining them in the center in front. The establishment secures excellent light during the day by means of a skylight in the center. In the evening both gas and electricity are used as illuminants.

The arrangement of the different departments is such as to facilitate the transaction of business in every possible way and enhance the convenience both of the firm and of customers. The watchmaking and repairing departments are situated at the right as one enters the store, while the optical department is located in the rear, also on the right. On the other side is the

(Continued on page 141.)



THE 8-DAY AUTOMATIC

6-inch Seamless Nickel-Plated Brass Case with 4-inch Bell-Metal Gong on Back. Has "Alarm" and "Silent" Switch.

WHY NOT HAVE

8-DAY ALARM NICKELS?

ACCURATE TIMEKEEPERS
SURE ALARMS

The Only Attention Required Is To Wind Once a Week.

Fitted with automatic push switch to stop alarm ringing. The switch releases automatically so that clock rings next morning at time set.

We are the

Sole Manufacturers

Of 8-Day Alarm Nickels

Write For Illustrations and Prices of Our Line

THE NEW HAVEN CLOCK CO.
NEW HAVEN CONN.

Prepare for Fall Trade Now



Rockford Quality Movements and Complete Watches

The many jewelers who appreciate a good watch, who demand the best, and who are plugging for a fair profit, as well as sales,

SELL ROCKFORDS

ROCKFORD WATCH COMPANY

Manufacturers of High Grade Watches

ROCKFORD, ILL.

Letters of an Old Merchant to His Son.

Practical Business Advice from the Experienced to the Inexperienced.

(Continued from issue of July 26.)

No. 15.

My Dear Son:

Your letter at hand in which you complain about having so many small jobs to take care of, and that none of them appears to be of much value to the business, you are probably mistaken in this matter, but you may be right in part. There is without doubt much detail work in the jewelry business which appears to be useless, but at the same time is necessary is this class of work which is usually neglected, and for that very reason becomes a heavier burden each year in comparison with the benefits derived from it.

In the first place, do not get hold of the idea that your work is of little value merely because it is made up of small things. It is the small things which are really of most importance, because they make the big things possible. As an illustration of this idea we can take a watch. It is made up entirely of small parts, each part insignificant in itself, but each part equally indispensable to the make-up of the complete whole—the watch.

The man who handles his detail work just the same as though it was the individual parts of a watch, with the idea of keeping every part in proper condition and making it fill its place fully, and end up by bringing the parts together to form the complete whole—the proper day's work—will soon realize that detail work has its proper place in every business. The trouble generally is that those in charge of the small parts of detail work do not realize its importance and let things drag along until, instead of the day's work ending as a complete whole, it ends as an incomplete hole, and the hole reaches clear into the business pocketbook. In other words, it costs more than it is worth.

No doubt in the jewelry line the keeping of office records, the filing of catalogues so they can be found quickly, also discount sheets, letters, records of past purchases, past sales, etc., form a considerable part of the detail work, but this information must all be at hand for careful and profitable buying, and it is said that goods well bought are half sold.

My idea of the duty of men who have such work in charge is that the use of the information which they are keeping track of must always be the foremost thought, and changes made in the mode of handling from time to time to facilitate the use. According to my own observation I believe too little attention is given to keeping this detail work up to date, and the result is too much time wasted in looking up things. Antiquated methods continue in vogue when they would not be permitted in any other department, and this is largely because these little detail jobs are looked upon as a sort of a nuisance which must be endured, and are taken care of under a sort of mental protest which keeps one from thinking of improvements and putting them into effect.

My old friend, Arthur Cook, who was engaged in the butcher supply business, ran across a stenographer once who did much for him in the way of simplifying the office work. He found that orders were entered in the day book after being filled and shipped, then a bill was made from the day book, and then an impression copy of the bill was made before it was mailed to the customer. This was before the day of loose-leaf systems. He reduced expenses and time by cutting out the impression copy. He found that at the end of each month a statement was sent to every customer who owed anything, no matter if purchase was made the day before.

This caused a storm of protests from many, who did not understand that this was done so they could see exactly how their account stood on the books of the house, and was not really a "dun." He persuaded them to discontinue the custom and send statements to only such accounts as were due, and this saved a big night's work each month for part of the office force and several dollars' worth of stamps, to say nothing of the stationery. He found that a saving of several days' work could be saved each month by the changing of the wording of certain blanks which were sent out to banks enclosing drafts. He card-indexed the catalogues and price lists of the firms from which the house purchased supplies and was able to find prices or descriptions in a moment.

He found that they issued a price list on short notice every few weeks, and that the office force always had an extra night to work to address the envelopes, so he ran the list off on the typewriter, printing eight or 10 copies at the same time by the use of carbon paper, and pasted the list together in one long string, then it was the work of but a few hours to cover the back of the list with paste and tear off the addresses one at a time as they were pressed down on the envelopes.

These are some of the things I remember hearing that this one man did to simplify the work of one office, accomplish the same or better results and save time and money, and the office he worked in was no exception to the general rule. Of course, this happened years ago, and his improvements may seem crude now, but improvements can always be made.

Every store has much detail work that can be eliminated by a worker who thinks about his work while he is doing it instead of the things *she* said at the dance the night before. It takes close attention to the usefulness of every appliance, and a correct estimate of the information that will be needed in the future to make it possible to simplify any detail, but the attention and thorough grasp of the usefulness of the detail are what brings results.

The same thing applies to the little details of store management. What saves more time and trouble than a properly kept want book? It keeps the stock filled up as nothing else could do. Sales cannot be made unless the goods are at hand to sell, and a want book in which fast disappearing stock is set down for reordering and customers' calls are noted, to which reference is made every time an order is placed by the house, brings the buying and selling end of the business together in a manner to bring results, and results are the things to watch for. If your detail work brings results it is all right. Look for the results, and if you cannot find them, suggest necessary changes to the boss so the results will come.

Your Affectionate Father.

(*To be continued.*)

The Employer's Demands.

(*From the Chattle Press.*)

RULE 1. Give me more than I expect and I will pay you more than you expect. I can increase your pay if you increase my profits.

Rule 2. Watch your work—not the clock. A long day's work makes a long day short.

Rule 3. Don't lie—it wastes my time and yours. I'm sure to catch you in the end, and that is the wrong end.

Rule 4. You owe so much to yourself that you cannot afford to owe anybody else. Keep out of debt, or keep out of my shop.

Rule 5. Dishonesty is never an accident. Good men, like good women, can't see temptation when they meet it.

Rule 6. Mind your own business, and in time you will have a business of your own to mind.

Rule 7. Don't do anything here that hurts your self-respect. The employe who is willing to steal for me is also capable of stealing from me.

Rule 8. It is none of my business what you do at night. But if dissipation affects what you do the next day, and you do half as much as I demand, you will last half as long as you hope.

Rule 9. Don't tell me what I like to hear, but what I ought to hear. I don't want a valet to my vanity, but I need one for my dollars.

Rule 10. Don't kick if I kick; if you are worth while correcting you are worth while keeping. I don't waste time cutting specks out of rotten apples.

The Store of the Jaffe Jewelry Co., Birmingham, Ala.

(*Continued from page* 139.)

main office. Opposite the repair department is a private office and a customers' reception room. Here diamond purchasers may examine and scrutinize their wares before purchasing with no fear of being disturbed by outside distractions.

C. L. Baldwin, Marion, Ind., has rented a new store at 518 Washington St., in that town, to which he will soon move.



The Retail Jeweler's Advertising.

Resumé of an Illustrated Lecture Delivered Aug. 3, by Robert F. Nattan, of The Jewelers' Circular-Weekly, Before the Sixth Annual Convention of the American National Retail Jewelers' Association, Held in Richmond, Va.

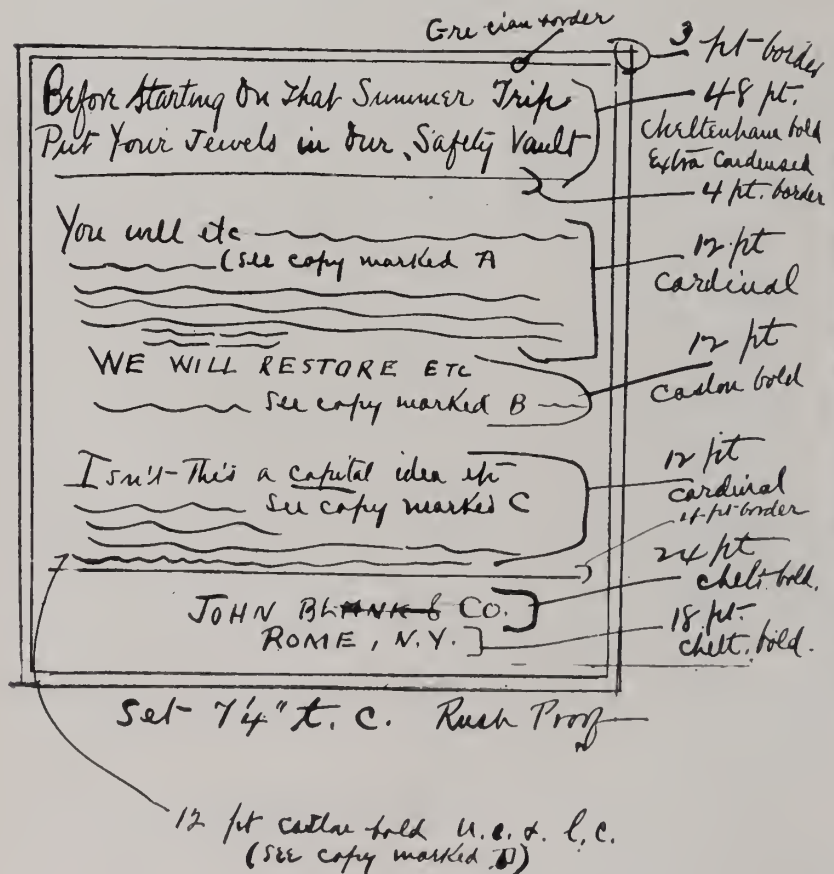
Introduction.

THE honor of addressing this representative body is one which will be remembered most pleasantly. The honor will be remembered all the more vividly since we meet on the historic ground of old Virginia, where, like the blue and the gray, we now come to clasp hands in the spirit of fraternal friendship and unity of purpose.

Many of you are already known to me by your advertising, which has come under my observation during the past several years as editor of the Retail Advertising Department of THE JEWELERS' CIRCULAR-WEEKLY, which is a staunch old friend of yours.

The subject which your worthy president has assigned to me is, as we all understand, one of vital importance. A great deal has been said on retail jewelers' advertising, and a great deal more remains to be said.

We shall endeavor to make this necessarily brief talk as practical as possible and shall consider (1) the function of retail jewelry advertising, (2) the appropriation, (3) the copy, (4) practical business methods which have been adopted successfully to meet outside competition. We shall see how the jeweler in the north, south, east and west uses his advertising space, and I shall even take you with me in spirit to Japan and show you how the energetic Japanese jeweler uses printer's ink.



LAYOUT OF AN ORIGINAL SUMMER ADVERTISEMENT.

The Function of Retail Jewelry Advertising.

Retail advertising, generally speaking, has been defined as salesmanship on paper. This definition is given in contra-distinction to that of general publicity, the chief purpose of which is to impress the public in a general way with the desirability of the product advertised and to make it easier for the retail advertiser to sell that product. Consequently, it will be seen that it is advantageous for the retail advertiser to co-operate with the general advertiser when a worthy product is advertised. Advertising gives life to a business—makes it grow and flourish. Life has been defined as the principle by which a thing moves itself. A business without advertising does not move—it does not grow—it has no life—it is dead.

Retail Advertising as a Factor in Building Up Good Will.

Jewelry advertising, above all, must be calculated to win the confidence of the public, for in this way only will a jeweler build up that most important business factor known as good will. A jewelry business without good will is like a ship without a rudder. The courts throughout the country lay great stress on the importance of good will.

What is this intangible thing which we call good will? It has been defined legally as *"an advantage,* acquired by an establishment, beyond the mere value of the capital, stock, funds or property employed therein, in consequence of the general public patronage and encouragement which it receives from constant or common celebrity or reputation for skill or affluence, or

Before Starting on that Summer Trip
Put Your Jewels in Our Safety Vault

YOU will thus relieve your mind of much anxiety and at the same time you will have the satisfaction of knowing that upon your return your jewels will be handed back to you just like new.

While you are away we will clean and repair them for you, if they need it, and charge you only —% of their valuation.

WE WILL RESTORE THEM TO THEIR ORIGINAL SPLENDOR AND KEEP THEM SAFE AT OUR OWN RISK

Isn't this a *capital* idea? Think of it—your jewels not only kept safe for you, but cleaned and repaired and made ready for use upon your return home

If in a hurry, ring up 709 Main. Our representative will call.

Our Vaults are Positively Burglar-Proof and Fire-Proof

JOHN BLANK & CO.
ROME, N. Y.

THE SAME ADVERTISEMENT AS IT COMES FROM THE PRINTER.

punctuality, or from other accidental circumstances or necessities, or even from ancient partialities or prejudices."

Good will is something which is *actually created* by a jeweler in his own individual way through the instrumentality of honest advertising and effective store service. But good will must be nurtured and tenderly cared for. It is like a sensitive plant, likely to perish if neglected. Your advertising must be keyed to the class whose good will you wish to get and to hold. Honest and continuous advertising, backed by the right business policy, will insure your good will against loss, and will

Retail Advertising Department.

give it a value which may be turned into cash at any time.

Effect of Organization on Retail Jewelry Advertising.

This organization assembled here today, which has developed in six years from what some short-sighted persons considered a mere perishable embryo, has been a most powerful force in making retail jewelers' advertising educative and effective in building up good will. This statement is founded upon personal observation, as I have watched for many years the waging of a great battle of business on the field of advertising.

Before the days of organization we did not know that our interests were one. We were fighting against each other instead of for each other and with each other against outside competition, and against questionable methods. Now we stand together, shoulder to shoulder. We assemble in an open forum and are no longer afraid to tell to others in our trade things that are for our own common good.

Organization teaches us how to meet mail order competition with greater efficiency. We no longer fear the mail order lion.

You remember the reply of the minister who was asked one day by his sons why the lion did not eat Daniel. He said because the most of Daniel was backbone and the rest of him grit. That is why the mail order "lion" will not devour our trade. Because now most of us is backbone and the rest of us grit, and grit and backbone can withstand almost any onslaught.

In order to meet this outside competition we must hold on to advertising with bulldog tenacity. We must not expect the rewards at once, for they do not come after the first inning, but only after the game has been played with good judgment. A natural-born merchant has told us that advertising is no place for a quitter. We agree with him. You must stick. A little man grows big by advertising, and a big man grows bigger. Now, having seen the necessity and advantages of advertising, let us consider the cost.

How to Figure the Cost of Advertising.

We can calculate our advertising appropriation from the gross receipts of the previous year or from the anticipated gross receipts of the present or ensuing year. This amount will naturally vary according to conditions.

Some advertisers have been able to map out a pretty fair advertising campaign on a basis as low as 2 or 3 per cent., while others have disbursed as much as 10 per cent. of the gross business without decreasing the annual net profits.

Those, however, who never figured their appropriation in this way will find it advisable to start on a 5 per cent. basis, calculated from the gross business of the previous year.

You can spend this money wisely in only three ways; for regular newspaper advertising; that is, indirect advertising, for direct advertising, through the use of the mails, and for display cards and decorative supplies for your show window.

Jewelers in some territories find it profitable to use space on theatrical curtains. No amount of the appropriation, however, should be spent on programs of any kind, except the ordinary theatre programs, which are published regularly and have a certain amount of value.

Money disbursed for church program advertising should be put in the same class with donations, etc., and charged up to expense. It is sometimes difficult to refuse the requests of the solicitors of church program advertising without giving offense, but if you say your advertising appropriation has been entirely exhausted in other mediums these solicitors will not consider your refusal as personal or prejudicial.

You must make it clear that it is simply inconsistent with your policy to advertise in programs.

Selecting the Newspaper Avoiding Waste Circulation.

Three-quarters of the appropriation should be spent in newspaper advertising. When more than one daily newspaper is published in your town, you must, of



SPECIFIC ADVERTISING AS DONE BY RETAIL JEWELERS IN CANADA AND FIVE SOUTHERN STATES.

Retail Advertising Department.

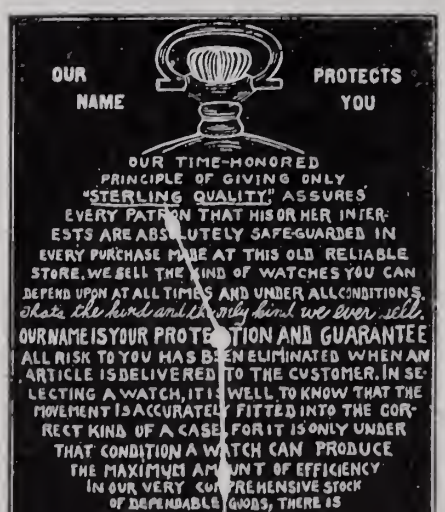
course, do your utmost to select the one which is read most extensively by the clientele you wish to attract to your store.



AN EXAMPLE OF EMPHATIC TRADE-MARK ADVERTISING.

Consider quality of circulation, however, rather than quantity.

Remember that the paper which pulls a large number of replies is not always the paper with the strongest purchasing power



RELIABILITY QUAINTLY EMPHASIZED IN BLACK AND WHITE.

behind it. There is such a thing as "hall room circulation," which is waste. If the appropriation is large enough, use all papers.

A Practical Advertising Campaign.

The methods of a well-known concern in a Southern city with a population of about 155,000, furnish an excellent example of how a successful advertising campaign may be conducted. This firm uses three daily papers in its home town and a dozen country newspapers. During the wedding months the firm uses double-column ads. ranging in size from five inches to 12½ inches. Sometimes a space of eight inches triple-column is used.
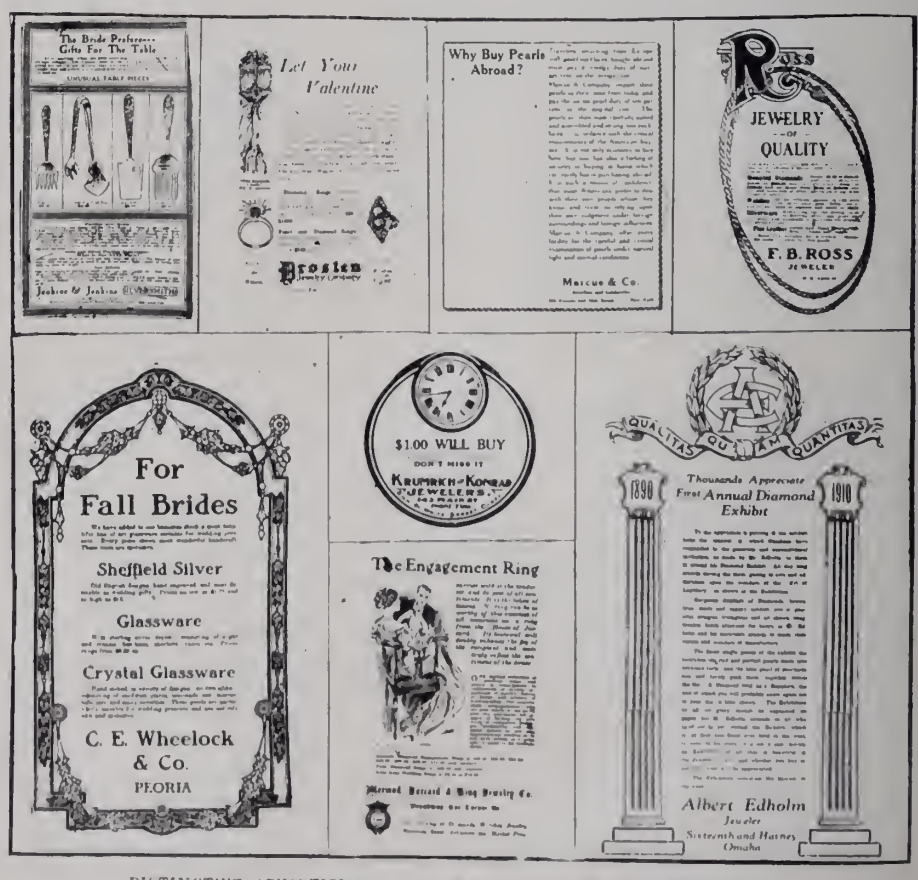
During the dull months the usual custom is to run single-column ads of about five inches. A contract is made to run the ad every day in the morning paper and the two afternoon papers are used alternately.



DIFFERENT METHODS OF ANNOUNCING THE OPENING OF A NEW STORE.

The advertising is arranged into a regular schedule of subjects for the entire 12 months and as the business grows, the appropriation is increased.

The best results have been obtained by



DISTINCTIVE ADVERTISING FROM THE NORTH, SOUTH AND WEST.

Retail Advertising Department.

advertising specific articles; that is, one thing at a time, with prices. In this way the reader's attention is not diverted from one article to another, but is kept continually focused upon a single piece, whether it be a watch, half a dozen silver teaspoons or something else.

The advertising is always reinforced by attractive window displays, which are made to work in harmony with the newspaper advertising. If, for example, fruit knives are advertised, the show window is attractively arranged and filled with these articles in handsome lined cases. A neat card is also shown in the window, giving the price and the description.

We must bear in mind that it will be more resultful to use a small amount of space frequently, rather than use a large amount of space only rarely. Frequent advertising with frequent change of good copy is *intensive* advertising.

Choice of Position.

It will not, of course, be possible for everybody to secure the best position in the newspaper. Everyone cannot have space near the top of column with no other ads over it.

This brings to mind the story of the Irishman who had invited several friends to his home for dinner. He began to carve a huge turkey, and everybody called for a leg. His response was typical of his race. He said: "Gentlemen, do you think I am carving a spider?" So, too, the publisher cannot be expected to give the best part of the paper to everybody.

The Copy.

As newspaper space costs considerable money, every word used in that space should be weighed well. Remember we are dealing with the human mind. We want to move men's wills to act in accordance with our own will. That is the psychology of the situation.



EFFECTIVE JAPANESE ADVERTISING.
This ad. gives the carat weight and price of the rings illustrated in the border, also the name of the designer. It was used by Kingoro, Ezawa, Tokio.

In other words, good copy should accomplish four things. First, attract attention; second, interest; third, convince; fourth, induce the reader to purchase. This inducement to purchase comes only after there is created in the mind of the reader the desire to possess the thing advertised. Plain language moves the mind most quickly to action. Hence we should use words that are familiar to the reader. Unfamiliar words must first be mentally translated into familiar words before they make the right impression. Therefore by using familiar words there will be no waste.

It is clearly evident, then, that the purpose of the advertiser should be to secure the maximum results with the minimum expenditure of mental effort on the part of the reader.

Give the reader facts, arguments and prices. Say much in few words.

A good illustration will attract attention, but it is not enough simply to attract attention. Favorable attention must be attracted. A well-dressed salesman will attract attention, but without selling ability the attention which he attracts will be of no avail. An advertisement, like an efficient salesman, must have character. Character stamps your advertising upon the mind of the reader and fixes it there. Put plenty of human interest in your retail advertising. A trade-mark and a slogan will help give character to your advertisement.

Copy that is too technical will miss the mark. A watch, for instance, having cer-



CHRISTMAS ADVERTISING AS DONE IN PENNSYLVANIA, OHIO, MARYLAND, MISSOURI AND VIRGINIA.

Retail Advertising Department.

tain noteworthy features in its mechanical construction should be accurately and minutely described, but the description should be so clear and so popularly put that it will not require a horologist to understand it.

Do Not Advertise Jewelry as a Luxury.

It seems to me that too much emphasis has been laid on jewelry as a luxury. If we hypnotize ourselves into the belief that jewelry *is* a luxury, we hamper ourselves in advertising our stock.

What is a luxury to one person is a necessity to another. In one instance, some time ago, the courts allowed a woman $48,000 a year to supply necessaries.

Veil pins, scarf pins, belt buckles, hair ornaments, handy pins, collar supporters, sleeve pins, hat pins, and many other things should be advertised as *dress requisites,* not as luxuries. They are necessaries, and you should advertise them as such to the well-groomed individual.

What was a luxury some years ago is now a necessity.

In this way you will be doing educative advertising which cannot be done without a thorough knowledge of your stock. This means that we must thoroughly investigate the merits of a product before we attempt to advertise it, and bring out a product's salient meritorious features, if it has any. We must use our faculty of analysis. It will thus be apparent that correct advertising has an educative effect upon ourselves. Hard work will be necessary, but nothing worth while is ever accomplished without some effort.

Jewelry Advertising No Place for Comedy.

Comic cuts are sometimes used in jewelry advertisements. Jewelry advertising is no place for comedy. The place for that is the theater and the funny papers. Even if comic cuts do attract attention they will simply amuse, and I take it that sensible advertisers do not wish to spend their money to amuse the public. The comic section of the papers can do that much better than you can.

The main thing to remember, therefore, in writing your copy is this: You must write advertising copy which will compel the attention and hold the interest of the reader in a paper which that reader buys primarily for his amusement and information and not simply to read the ads. Your ad is butting in, and it must butt in with such tremendous force that the reader will be forced to see it and forced to read it.

Meeting Outside Competition.

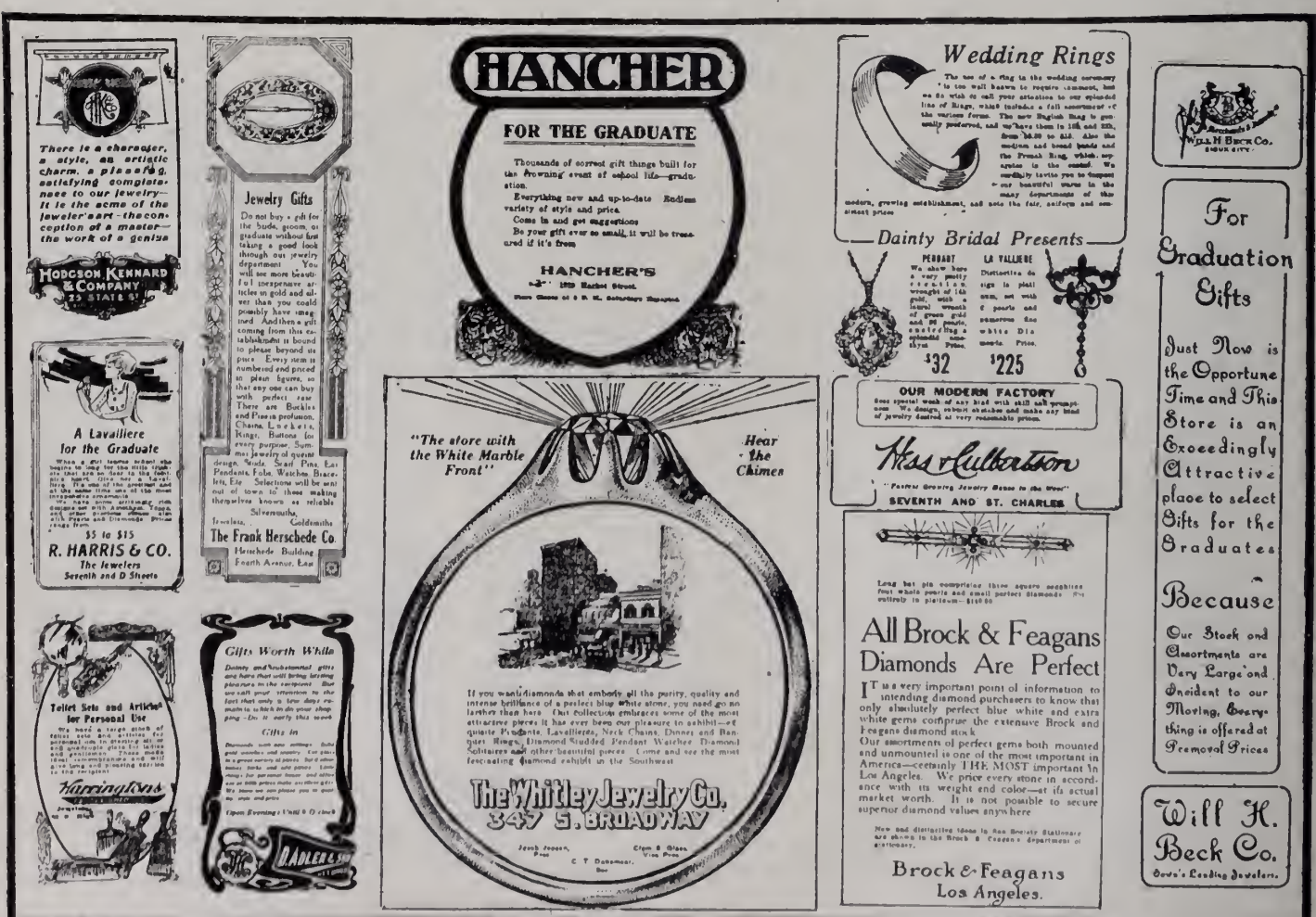
Certain mail order houses and establishments outside of the jewelry trade which carry jewelry stock as a side line have given the public very erroneous and unsavory impressions regarding the jewelry trade. The public has been made to believe that the jeweler is a refined robber, and that his prices are exorbitant.

Now, we can do particularly strong educative work in our advertising and store service by proving to the public that our prices are very reasonable, quality considered. The public must be made to recognize the jeweler as an artist and artisan, not merely a vendor of trinkets.

A practical method of meeting outside competition was adopted some time ago in Albany, N. Y.

A concern outside the jewelry trade advertised watches at $4.98, in Barnum & Bailey style. Their advertisement was 12 inches deep and 17 inches wide. The announcement stated that such watches couldn't be duplicated at a jewelry store at less than $10 to $15. All the jewelers in Albany were not sleeping when the attempt was made to thrust this falsehood upon the public. Two enterprising firms of that place got together and went the outside competitor one better, by offering watches at $3.95, in a large and well-set advertisement. One of the jewelry firms, from Friday morning until Saturday afternoon, disposed of 342 watches, while the other got rid of about 400.

Simultaneously with the publication of the ad, the jewelers made window displays showing the watches, and several timely cards bore the price and very significant inscriptions such as: "Remember, we are jewelers, not gunsmiths, and our guarantee is worth something to you." "Don't be misled by false statements. You will only



A PRACTICAL DEMONSTRATION OF CHARACTER AS EXPRESSED IN ADVERTISING.

Retail Advertising Department.

have to suffer in the future for it." "You can fool some of the people some of the time, but you can't fool all the people all the time. Remember our price is $3.95 not $4.98."

This kind of advertising was a stroke of strategy at the right time. It might be interesting to read to you the text of that advertisement. It was as follows:

"Friday and Saturday only—Aug. 27 and Aug. 28. Don't buy an unknown, unreliable watch; it will prove a source of annoyance to you, and no conscientious dealer who appreciates your trade will offer one for sale. Most watches advertised as being of $15 or $20 value contain fake movements and fake cases. The cases are marked 20 years, 15 years and 10 years, but you are lucky if they retain their wearing qualities for over a year. You ought to know that any watch will run for 10 days from any time you buy it, but you are foolish to spend your money for a timepiece guaranteed only for that length of time. For 40 years we have been watch-making and watch-selling, and all the knowledge and experience that we have gained in that time is at your service. To-morrow we inaugurate the best watch sale Albany has ever known. The kinds we have secured for this sale are fully guaranteed. They have an elegantly engraved dust-proof case and are stem wind and stem set, and our personal guarantee is behind this statement. They are beautiful and serviceable watches; all have high-grade works and cases. They have been examined and regulated by our own watchmakers—the most expert in Albany. Wide choice of patterns, sizes, dials, cases, etc. Sale starts 8 A. M., Friday, Aug. 27, and positively closes Saturday, Aug. 28, 10 P. M."

Methods Used to Stimulate Trade and to Supplement Newspaper Advertising.

Jewelers often find it profitable to hold certain contests, which may be advertised attractively in the local newspapers. There are several contests which infringe the lottery laws in many States, such as guessing contests and package sales. Package sales have been held, where they do not infringe these laws, with much success. You are probably all familiar with them.

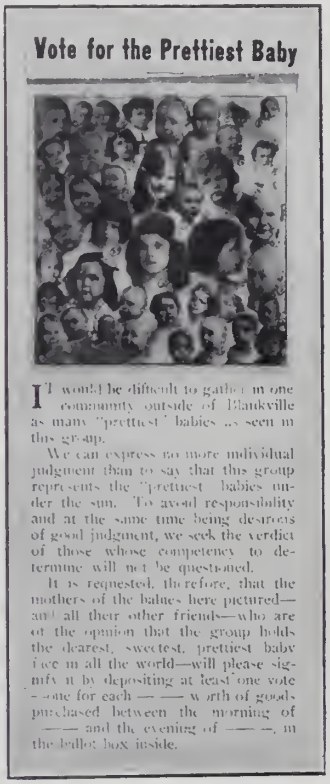
Such contests, however, have been held to be illegal. So strict have the postal authorities become in regard to these schemes that they will not allow a publication to go through the mails if that publication contains a report of them. It is claimed that all these schemes are an infringement of the lottery law which prohibits the securing of anything by lot or chance. In many States, it is true, these schemes may be tried with impunity. Sometimes the law is on the statute books but is not rigidly enforced. It is well, however, always to be on the safe side.

A scheme which is perfectly lawful and infringes no lottery law and is very effective, consists of a baby voting contest.

A good time to conduct this baby voting contest is just before Christmas. For one week give every mother of a child under two years, purchasing $2 worth up, or any amount you agree to decide upon, a ticket entitling her to half a dozen portraits of her baby at the local photographers.

Instruct the photographer to mount one of each of these photographs on a large card and display this in your show window, with an inscription printed underneath calling attention to the contest. At the end of the week the opening of the contest actually begins.

Offer substantial first, second and third prizes for the successful winners, and display the prizes, suitably labeled, in the show window. Allow one vote for each dollar's worth of goods purchased from you, or, if you want to make the contest more general, allow one vote for each 25 cents' worth of goods purchased.



METHOD OF ARRANGING SHOW WINDOW DISPLAY CARD FOR A BABY VOTING CONTEST.

Have the votes counted, if possible, by three or four prominent men. The more prominent the persons are, the better.

When the winners are announced, notify the mothers and ask them to come to the store for the prizes. You should place in the show window single photographs of the winners. Beside these photographs should be placed cards containing the name of the baby and the prize won.

This contest should be well advertised for at least a week prior to the week in which the babies are entered. Tickets may be printed for an order on the photographer at a nominal sum. You should also advertise during the week of entry that the voting will begin next Monday, or whenever it is. The voting ticket should be printed with blanks for the baby's name and number.

During the voting period make your advertising as intensive as possible, and announce the names of the tellers just as early as you can. This voting contest leaves absolutely no room for jealousy, and there will be little chance of charges of favoritism or partiality. Then, again, every mother gets at least a half dozen photographs of her own baby.

Everyone who has conducted these contests speaks favorably regarding them, and enthusiasm and no little excitement are aroused. It is specially effective in a small town where everyone is pretty well known.

(The address was illustrated with lantern slides of the advertisements shown herewith.)

How to Test Advertising.

(By Jerome P. Fleishman, in the *Business Philosopher.*)

THE man who doubts the power of advertising belongs in the same class with the man who refuses to believe that the world is round simply because he can't get off somewhere at a distance and see its roundness for himself.

The merchant who fears to attempt advertising because he figures it as an "expense" is blind to his own interests. I personally know several men who, because they once tried advertising to the extent of a cheaply printed hand-bill and didn't find it necessary next morning to call on the police to keep the crowds of eager buyers from swamping their store, loudly and solemnly aver that "advertising doesn't pay."

Advertising *does* pay. The most successful merchants are the merchants who believe most thoroughly in advertising and who practise their belief.

But advertising, in order to pay, has got to be *intelligent* advertising. The day of hashed-over superlatives—"best goods," "lowest prices," "best stock in town," "greatest bargains ever heard of," and so on—has passed.

People have learned to distinguish the *truthful* advertiser from the blatant behind-the-times storekeeper who believes that, so long as *he* claims to have the best goods on earth, or under the earth, or within wireless distance of the earth, people will break their necks trying to get to his counters in the forefront of the crowd.

Put some *brains* into your advertising. Don't let the office boy write your announcements in between his other duties.

Don't doubt the business-getting and business-building power of intelligent and informative publicity—and you will find that advertising *does* pay.

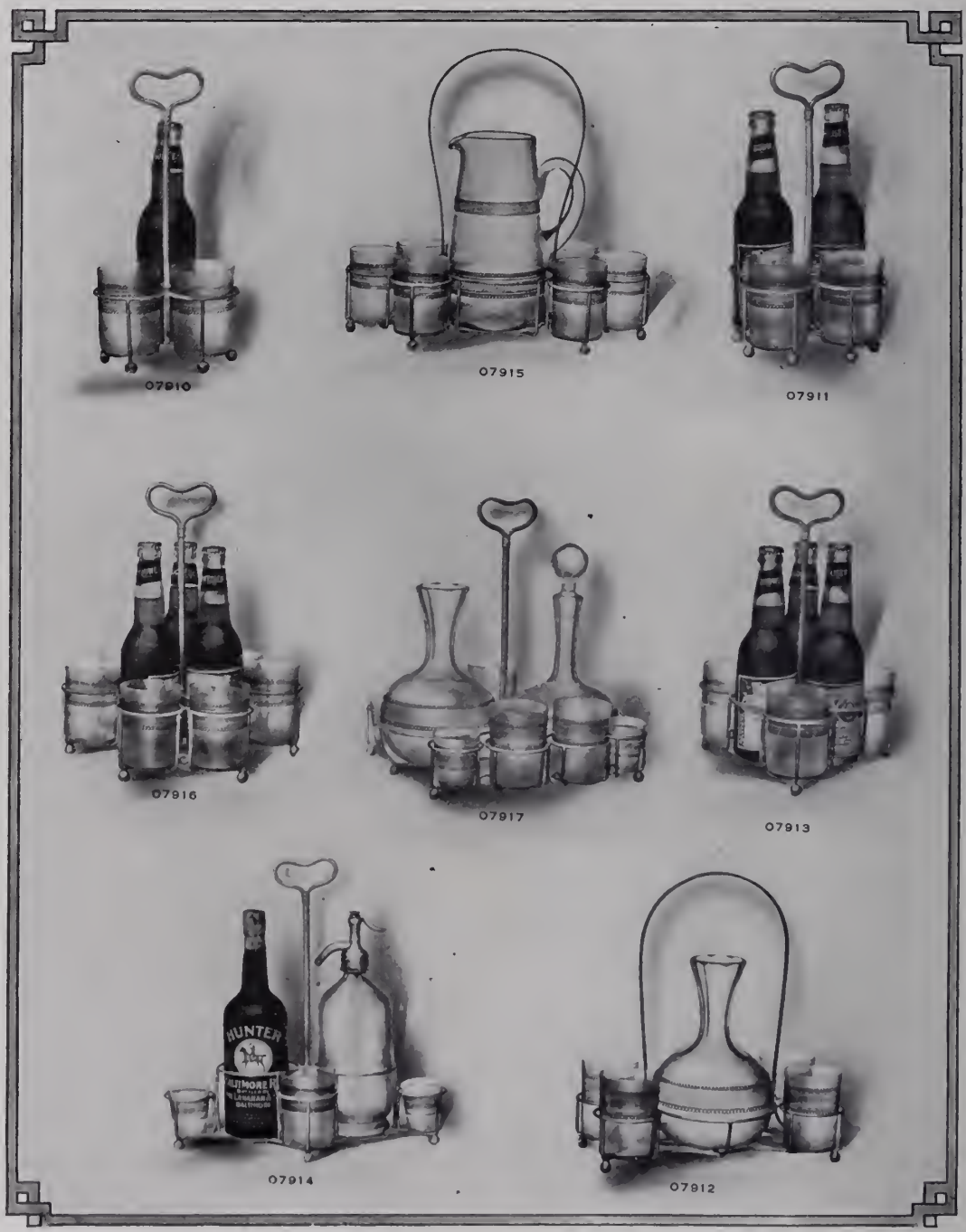
A bill was introduced into Congress recently by Representative Ashbrook to incorporate the American Numismatic Association, whose object is to advance the knowledge of numismatics along educational, historical and scientific lines, and to assist in bringing about better co-operation between all persons interested in coinage, medals, etc. The principal office of the association is to be in the District of Columbia, but it is to maintain other offices throughout the country. The incorporators named in the bill are: H. O. Grandberg, Oshkosh, Wis.; William A. Ashbrook, Johnstown, O.; A. J. DeLagerberg, Passaic, N. J.; D. A. Williams, Baltimore, Md., and Howland Wood, Brookline, Mass.

In *Business* as well as *Motoring*, the test of judgment is in knowing when to "*Let Out.*"

Our *Veranda Sets* offer practical suggestions for Summer trade.

Holders for serving Ginger Ale, Lemonade, White Rock, Bass Ale and Budweiser Beer

Write for Prices



THE PAIRPOINT CORPORATION

Photograph Books showing any of these lines complete loaned to the trade on application for inspection

Cut Glass
Silver Plate
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Sheffield Reproductions

FACTORIES

NEW BEDFORD, MASS.

Dept. D

BRANCHES

NEW YORK - - 38 Murray Street
MONTREAL Coristine Building, St. Nicholas St.
SAN FRANCISCO - 717 Market Street

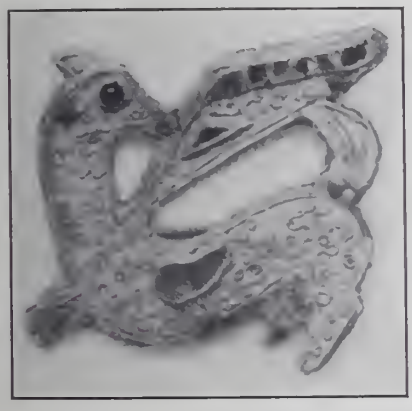
THE CONNOISSEUR

Devoted to Art Pottery, China, Marbles, Bronzes, Cut and Decorative Glass Ware, Bric-à-Brac, Lamps, Art Metal Wares, Fancy Goods and Kindred Lines.

Germanic Antiquities in Collection Now on Exhibition at the Metropolitan Museum of Art, New York.

AN interesting collection of Germanic antiquities at the Metropolitan Museum of Art, New York, is attracting the attention of many visitors. The *Bulletin* of the museum publishes the following in regard to the collection:

"A collection of the greatest importance to the student of art as a connecting link



ANTIQUE GERMAN FIBULA.

between the classical and the medieval periods has recently been lent by J. Pierpont Morgan. This is a collection of Germanic antiquities consisting of 670 pieces, covering the period from the end of the Roman Empire to the beginning of the Carolingian era (fourth to eighth century), and illustrating with a variety of material the culture and vigorous art of this long distant age. The collection has been placed on exhibition in the north end of the central hall of Addition F and in the adjoining corridor of Early Christian and Romanesque Art, in compliance with the plan previously outlined for the chronological arrangement of material in the new wing of decorative art. An illustrated catalogue of the collection in two volumes has been published by Seymour di Ricci, and copies of this will be found attached to the temporary cases in which the objects are at present shown. To permit easy reference to the descriptive text the arrangement of the collection follows, with few exceptions, that of the plates in this catalogue.

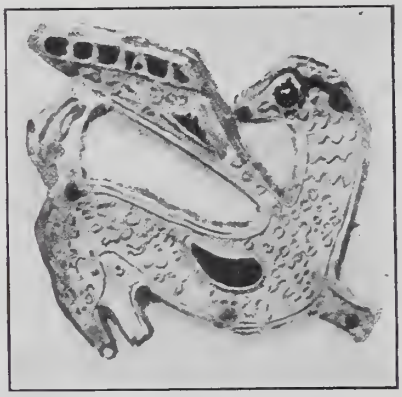
"The collection is in two parts. Of these one consists chiefly of objects found in tombs and collected at different places in the north and the south of France by Stanislas Baron. Belonging for the most part to the period of the Merovingian kings, with the exception of some late Roman pieces imported into France, this material has been catalogued by di Ricci under the title of Merovingian Antiquities. The provenance of the objects making up the other half of the collection can be located more exactly, as it comprises the contents of tombs in one cemetery found in Niederbreisig, a small village between Coblenz and Bonn, and collected by a German antiquary, Queckenberg.

"The decorative art of these Germanic races in all its variety of expression and technique is well represented in Mr. Morgan's collection. There are, in the first place, a great number of fibulæ, showing the different types in the shape of the letters S and T, in metal, gilt or silvered, or in bronze with geometrical incised ornaments; and a third type, circular shaped, usually in gilt and decorated with stones,



ANTIQUE GERMAN ORNAMENT.

verronerie cloisonné, or applied ornaments of twisted silver wire. Three or four of these fibulæ are especially remarkable for their unusually beautiful shapes, representing dragons or birds in an archaically conventionalized style. A second class of ornaments consists of belt buckles, usually of iron coated with silver and decorated with incised interlacings in black niello. In connection with these must be mentioned the curious chatelaine plaques or openwork bronze disks originally attached to the belts worn by women, and supporting by metal or leather chains their scissors or keys. Of more artistic value are the earrings, finger rings and parts of necklaces in precious metals, which, on the whole, differ only slightly from the late Roman works, although the gold pendants in the shape of eagles show a larger and bolder design characteristic of the real Germanic style. The parts of armor show comparatively little ornament, but express, nevertheless, in their simplicity and use of straight lines the virility and strength of these barbaric artists. This vigorous quality contrasts strongly with the love of glittering gold and brightly colored stones shown in their ornaments worn in times of



ANOTHER ANCIENT FIBULA.

peace, a pleasure in gorgeous effects common to all simple people."

Some Interesting Facts About the Glaze of Italo-Grecian Pottery as Noted by a Well-Known Chemist.

IN the course of his remarks before the French Academy of Sciences, A. Verneuil, the well-known authority on synthetic gems, stated that while trials in that direction had been proceeding for almost a century, it had so far been found impossible to reproduce the magnificent enamel of Italo-Grecian pottery. He considered it very remarkable that no records are available of this *technique*, which, during several centuries, had been carried out in a high degree of perfection at a number of different points.

These vessels, the bodies of which are of an effective red shade, have a glaze or luster of the most beautiful black. It has been attempted to reconstruct the glaze by means of vitreous compounds, with the almost uniform result of producing dark brown glazes of various shades, but in no case black glazes.

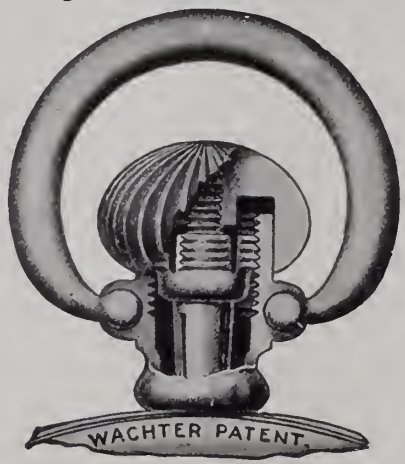
As a result of his analysis of fragments



Buy Watches with the Wachter Safety Watch Bow

The Wachter Mfg. Co.

SAFETY WATCH BOW



PATENTED: NO. 795665, JULY 25, 1905
NO. 38576, MAY 21, 1907
NO. 916809, MAR. 30, 1909



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Hartford, Connecticut

"Look for the Lenox Trade Mark when buying fine China"

LENOX

LENOX CHINA



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YOU SAVE

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The New M. P. Safety Catch



just exactly the amount it costs you to assemble any other, plus what it is worth to you to ship promptly.

The Metal Products Corporation

Manufacturers of

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New York Office, 611 Broadway, Room 605



Fancy Platforms and Blocks for Window Display
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PAPER BOXES

Estimates and Samples cheerfully furnished

35 Maiden Lane, New York (LORSCH BLDG.) **WOLFSHEIM & SACHS** MANUFACTURERS AND IMPORTERS

of undoubtedly genuine Italo-Grecian vessels in the Louvre, M. Verneuil came to the conclusion that the reproduction of the desired glaze is only possible by starting from the basis of its metallic composition. In this connection he recommended the introduction of iron filings with a soda flux. With this composition there is obtained in an oxidizing fire, a brilliant, black, opaque glaze with a greenish reflection, possessing the characteristic properties of that identified with Italo-Grecian ware.—*Pottery, Glass and Brass Salesman.*

Damascus Brassware.

DAMASCUS, the oldest city in the world, surrounded on all sides by mountains, a city of luxurious vegetation, whereas all about it is barren waste, is called the garden city of Syria. It is said that Mohammed, once about to enter its gates, struck dumb with its beauty, exclaimed, "I can enter heaven but once, and that is in the hereafter," and passed on his way.

Damascus is the home of the Eastern brass ware industry. Brass ware has been made there for centuries and it is with difficulty that the workers can be convinced to alter the designs and shapes of their ancestors. The final accomplishment of this endeavor has resulted in the presentation of a large variety of new and distinctive effects in Eastern workmanship.

Both Persian and Egyptian brass ware is now made in Damascus, though originally made in the countries whose name it bears. All brass workers, however, are now located in Damascus. Every article is made by hand, and no set pattern or design is followed. This gives rise to a variety of designs. Although many are similar, duplication is quite impossible. First a plain piece of brass is hammered by crude tools into the desired shape and then with a sharp instrument the design is either engraved, hammered or cut into the shape. The designs are in almost every case of a biblical or historical nature, illustrating some event or some object of historical interest, such as the Pyramids, the Obelisk or Sphinx. Our history is written in books, but that of the ancient Egyptians or Persians is woven into embroidery, carved in stone or hammered on brass.

Great improvement has been shown recently in the brass ware imported into America. The American market has been studied with an idea of producing shapes and designs suitable for any home. Especially has this been demonstrated in the preparation of electric lamps, chandeliers and domes. The beauty of the lamps is that each one differs from the other either in design or shape, and in workmanship which cannot be duplicated either here or abroad, by hand or by machinery. The shades when decorated with silk or bead work have a surpassingly beautiful effect.—*Pottery and Glassware.*

Thorpe & Hoberg, Sioux City, Ia., have been succeeded by Thorpe & Co.

Albert J. Slater, Rosendale, N. Y., has sustained a loss by fire of about $1,500 over the insurance.

The Retailer and Jobber.

(Address delivered by A. J. THOMA, June 28, at annual convention of Ohio Retail Jewelers' Association.)

ASSOCIATIONS are the outgrowth of modern business conditions and should be encouraged and fostered; it is gratifying to see the large and rapid growth of your association in Ohio, and it reflects great credit upon your present and former efficient officers.

The benefits to be derived by meeting together at your annual conventions are manifold. What after all is closer to our hearts than acquaintance and good fellowship. Nothing is more pleasant or more to be desired in life than an opportunity of meeting and associating with men who are engaged in the same line of business and have experienced similar successes and disappointments. You obtain ideas that are of mutual benefit, and your are, therefore, better able to improve your business conditions. Another, and to my mind, one of the principal benefits is the advertising of the entire jewelry business. The trade journals and the press generally give unlimited space and prominence to accounts of your meetings.

You are engaged in one of the most important lines of business. Jewelry is largely a luxury, but not entirely so. The economy of time has been one of the principal factors in improving all conditions. What would we do to-day without the fast moving steam railroads; their operation is solely dependent upon an accurate timepiece, whether watch or clock. We also have the jewelry which has become so necessary to our daily wearing apparel Then take our most sacred social observance, the wedding, its diamond engagement ring and the plain gold band, emblems of the promise and the pledge.

The jewelry business is divided into three distinct branches. We have the manufacturer who creates the jewelry merchandise. For convenience and other economic reasons, such finished merchandise is then turned over to the jobber or more correctly speaking, the wholesale distributer. The manufacturer finds it advantageous to sell his product by the aid of a few traveling salesmen to about 300 wholesale distributers. The wholesale distributer, equipped with a large and select variety in turn sends representatives to all the retail jewelers, numbering more than 20,000 in the cities and towns of this great United States. With pardonable pride I might say that the wholesale distributer is not only an absolute necessity, but a tremendous help to the entire retail trade. We next have the retailer or retail distributer, who is the most important factor in our business, as he really sells the merchandise and, therefore, assumes all the responsibility of quality and value of the article sold.

I don't have to tell you to be contented in your business, as contentment means happiness, the thing most desired. Talk of your business as the best in town, enthuse over it to people you come in contact with, and never be satisfied with the volume you are doing. Always try to do more business, and above all, when selling your merchandise, ask a fair profit; always cheerfully make good to a dissatisfied customer, and if you occasionally come across one who is very unreasonable, forget him or her, there are others to be had.

Most of you started in this business as apprentices, and after many years of hard and diligent work became watchmakers, jewelry repairers and engravers. Never overlook the repairing end of your business, for that more than anything else has and will keep the retail jewelry business as a distinct and individual one.

I want to ask this question: How many of you have apprentices? Have you a sufficient number of them? We have so many requests for good watchmakers, good jewelry repairers, good engravers, that it makes me think some of you are not giving the young man who wants to become a jeweler the opportunity he should have and that you had. Get good young men and teach them the trade, and they will bring you increased business and be a help and benefit to you in later years. Some might leave you, but some will stick if you will only give them the right opportunity and encouragement.

Do not be afraid of building up a line of competitors. Do not try to throttle ambition, but mould it to your benefit and profit. The world's business moves faster than 20 or 30 years ago. Stay in front and keep moving. Get your work out promptly and in a first class manner. Do the little extras that are necessary even if you do not get all the pay you believe you ought to have on some jobs, and above all always know the exact location of each article left with you for repairs.

About the ordering of goods. Prepare your orders intelligently. You know what you want, but the person from whom you buy does not know until you have told him. The jobber is not a mind reader. I will give a few illustrations. A customer of ours sent the following telegram some weeks ago: "Send me one 18-size (giving the factory name), 21-jewel Arabic dial." You will observe he neglected to state hunting or open face, and we, believing he wanted a railroad movement, sent him an open face. In a few days the watch came back without the dial, and the customer wrote he wanted the dial only. He should have ordered one 18-size dial, describing the movement. We receive orders this way: "Send a selection of bracelets." How would you advise filling that order? We have gold and filled bracelets in widths from one-quarter up to one inch; sizes from four up to eight; the secret lock and joint, also adjustable; more than 400 patterns. Another will order vest chains and say nothing about patterns or price Another will order fobs, saying nothing about for gentlemen or ladies, and again omit the price. Another will order neck chains and say nothing about lengths, a very important item. And it is so with all the different lines of merchandise. Order your goods carefully; it will save your time and money as well as ours. Such occurrences give rise often to misunderstandings which only a personal interview can remove.

What you need most is a stimulant or a strong tonic for aggressive merchandising of your goods. Improve your salesmanship. Take a little time to study your business with a view of determining how to increase the demand for jewelry. Read your daily papers, see how other merchants hustle for business, and get a hustle on yourself. Do some advertising of the right kind, and especially at the right time. Start in January and watch the births of children. Have a letter to send to parents, relatives and close friends, calling attention to what you have to sell suitable for the occasion. Watch the engagement announcements, weddings, commencement exercises and communion days, build up a mailing list. When you sell a watch make a note of it and send the purchaser a letter or postal card at the end of a year, calling his attention to the fact that it needs cleaning. If he does not come in send another one in one or two months, and keep after him. When you clean a customer's watch send him a card at the end of a year. Do the same with a clock, and when you sell a clock be sure to see that it runs correctly when delivered, go and take a look occasionally, or send your apprentice. Here is room for another workman. Watch your diamond sales. Call the purchaser's attention to the necessity of resetting stones occasionally. In fact, "think" and try to find something to interest the consumer.

Read the best publications you can find on precious stones, so that when a customer comes in to see you about some particular gem, you are posted and can talk intelligently on the subject.

About storekeeping. I believe most jewelers are good storekeepers, and much better than 20 years ago. Have your fixtures clean and neat, your trays in good condition, clean tags on your watches and rings, and clean cards for your jewelry, also use plain ones. You will have less trouble with competition, your customers won't be able to compare prices so easily. Remember that the merchandise in your store belongs to you and that you have paid for it; therefore, when you go to sell it don't act in a half-hearted way, as if it belonged to somebody else and you were only getting a commission out of it. Be on friendly terms with competitors in your town or city. Make an effort to pull together. It is always more profitable and tends to beget the confidence of customers in their home jeweler.

The chief clerk, Bureau of Supplies and Accounts, Navy Department, has been calling for proposals for eight eight-day marine engine-room clocks, 8½-inch dial, brass cases nickeled. Movements to have chronometer balance, full jeweled in the escapement patent regulator, and extra-long second hands, at least 1¼ inches diameter of circle. Bids were submitted by Aug. 8.

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WORKSHOP NOTES AND QUERIES

[Answers are also solicited from our readers to the questions published on this page.]
No attention paid to communications unless accompanied by full name and address of the writer.

QUESTION No. 2846.—**Recovering Platinum from Wastes.**—*How must I proceed to recover platinum from wastes?* *R. P.*

ANSWER:—*Die Goldschmiedekunst* gives the following method of recovering the platinum from wastes: The wastes are moistened with water and carefully mixed with about an equal volume of oxalic acid, then dried at about 212° F. If there are solutions or baths containing platinum the platinum is first precipitated with the aid of chloride of ammonia solution, and this precipitate is filtered out, and then, as above described, mixed with oxalic acid. Expose the dry mixture, in a covered porcelain crucible, first to a moderate, then gradually to an intense, heat. The platinum, reduced through the action of the oxalic acid, is then, while being boiled with water, treated until the disappearance of the chlorine reaction. If the above platina contains silver it must then be heated with nitric acid, and the nitrate of silver that forms is removed by washing. In order to purify the platinum the residue is heated with dilute hydrochloric acid in the water bath for several hours, next for a short time with hydrochloric acid, and several times with water. Finally place the platina thus obtained on a filter free from ash and wash again repeatedly with hot water. Incineration follows and the metal is dried.

QUESTION No. 2847.—**Modeling Wax for Die Sinkers.**—*Please give me a formula for making a modeling wax for impressions of the work during die sinking.* *M. W.*

ANSWER:—A good modeling wax for this purpose is composed of 1,000 parts of yellow wax, 130 parts of Venice turpentine, 65 parts of lard, 725 parts of bole. Heat the ingredients slightly and mix thoroughly. While the mixture is still liquid pour into it tepid water and knead it well with the hand until a plastic mass is obtained. Wet the work with soapy water before taking an impression with the wax, as otherwise the wax will cling to the work.

QUESTION No. 2848.—**Removing Stains on Ivory.**—*I wish to remove stains from ivory. Kindly inform me of the process.* *F. R.*

ANSWER:—Stains on ivory are usually removed by washing carefully with liquid ammonia, then with soft water. The stains often penetrate too deeply to be affected by above treatment. Then in addition apply a solution of hydrogen peroxide. This is the treatment usually used for bleaching the ivory. If the article permits it the stains may be filed or scraped away. Smoothen with fine sandpaper and repolish with putty powder.

Soldering and Various Ring Repairs.

(Translated expressly for THE JEWELERS' CIRCULAR-WEEKLY from *Allgemeines Journal der Uhrmacherkunst.*)

BY hard soldering we understand that two pieces of metal, using hard metal solder, are so firmly connected in the fire or in a flame as to produce the impression that the parts so united form but one piece.

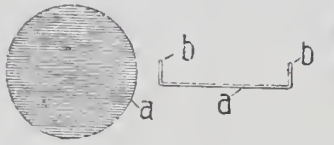


Fig. 1.



Fig. 2.

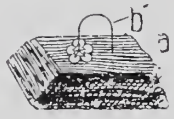


Fig. 3.



Fig. 4.



Fig. 5.

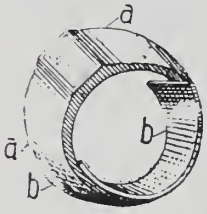


Fig. 6.



Fig. 7.



Fig. 8.

Soft soldering consists of fastening two parts together only with tin solder; to solder two pieces of wire, for instance, together with tin solder is of no great value, as the two parts on the least strain or pressure will break apart.

If we desire to solder two pieces of wire together with tin solder, both ends must be filed down as long and as slanting as possible, and then soldered together with tin. Even in this manner, however, the durability is only conditional, and this plan should be resorted to only when no other can be used. On the other hand, tin surfaces may be soft soldered together very solidly; thus the soldering of the reverse plate to an earring, for instance.

To effect a permanent soldering by either method, two conditions must be observed that are to be regarded as indispensable. The parts to be joined by soldering must first of all be scraped perfectly metallically bright. In addition, we require for soldering a suitable flux. If the scraping to brightness is neglected, then the soldering joint made will not withstand any strain.

For hard soldering we make use of borax rubbed down in an earthen ware saucer to make a milky solution and applied by means of a camel's-hair brush to the place to be soldered and near by; in addition, in recent times, fluid fluxes, like fluron, etc., have been successfully employed in some operations.

For soft soldering (with tin) we use home-made soldering fluid. Cut brightly scraped zinc in small pieces into a medicine glass, pour hydrochloric acid over them and continue the addition of pieces of zinc as long as the acid continues to corrode it and effervescence takes place.

When hard soldering in the fire it is advisable to use only a readily melted gold or silver solder, such as can be purchased of material dealers, rather than to risk, with the solders that are hard to melt, the blistering or melting of a piece of work. Eight-karat gold will always solder readily with silver solder.

The gas flame is employed for soldering according to two methods—either the point flame, where it is desired to heat only a limited portion of the piece of work, or the full flame, where it is desired to expose the whole article to the fire.

To insure the thorough and even running of the solder it is always advisable, where this is possible, to expose the entire object to the fire. In such a case the article, in the full flame, must gradually be raised to red heat; then, at the point to be soldered, increased heat must be applied until the solder melts. A soldering can

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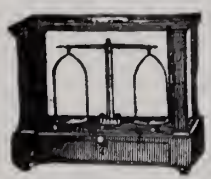
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Workshop Notes Department.

only be considered as successful when the solder has run through thoroughly and appears evenly on the other side. Care must of course be taken not to overheat the object, as it is then liable to be distorted, to crumble or even to melt.

In any event, the novice should first practice in the soldering of small brass or copper articles with silver solder. For this purpose he should cut himself a piece of sheet brass one-half to one-fourth millimeter thick, of the size of a one-mark (25c.) piece (Fig. 1); then bend to fit it exactly a round shape. This should first be formed round on a ring mandrel and then fastened to the brass plate with iron tying wire. The edge of the plate and the form should previously be scraped bright and the borax applied. Then lay—not too many—small pieces of silver solder on the joint in size and distance as shown in Fig. 2.

By heating the entire piece with the point flame the pieces of solder are caused to stick fast and the whole piece is then transferred to the full flame. The success of the work is promoted if the piece is not allowed to rest flat on the soldering plate, but is so supported that the flame can play under it.

As a base for soldering we can use an asbestos sheet, soldering charcoal or a home-made wire net. The more expensive soldering charcoal is used only where we have, for instance, to attach a pin to an object. Fig. 3 shows a little flower, on which a stem is to be soldered. The stem is bent round, the longer part pressed firmly into the charcoal, the other end being placed on the little flower, then soldered. The soldering charcoal is also used as a place on which to melt small pieces of gold or silver by making a hollow in it, in which the shot, etc., to be melted are placed.

Soldering should without exception be followed by the boiling off of the soldered article in the boiling-off pickle. The pickle for boiling off is made by adding to a liter (quart) of water sufficient sulphuric acid to impart to the fluid a salt taste. The boiling off suffices to remove from the soldered piece the scale and borax remaining attached to it.

It often happens that a polished ring, for instance, must be placed in the fire; this, of course, results in the complete destruction of the polish and would necessitate the repolishing of the ring. To obviate this and retain the polish in spite of the soldering in the fire, the article must first be evenly coated with borax, and on the wet coat of borax pulverized boracic acid is to be sprinkled. This must be again removed at the soldering spot by means of the borax brush; then put on the solder and expose the article evenly to the fire. After boiling off the crust of borax comes away, and under it the polish is preserved.

One of the commonest repairs the jeweler has to make is the soldering up, narrowing and extending of rings. To solder up a wedding ring, for instance, the abutting ends must be worked down—filed off—obliquely opposite to each other, and then soldered together again (Fig. 7). The ring must be well bent together, so that the filed-off ends fit closely against one another. Before fitting them together, coat them with borax, and over the joints adjust two pieces of solder. It is important that the ring be introduced evenly into the fire and raised to a red heat; then allow the solder to flow evenly through the joints, and it should appear on the opposite side of the joint.

If we heat a wedding ring only at one joint it may often happen that it will burst into several parts, owing to the natural tension of the gold in the ring. The adjustment of the joints over one another, unavoidably makes the ring a little narrower. It should be placed on a ring mandrel and hammered on the soldered joints, which will always be a little thicker than the body of the ring, to an even thickness with the remaining part. This will make the ring so much larger.

The soldered places must then be scraped and filed down even, and then polished with blue polishing stone, afterwards with emery and crocus (Paris red). In place of the polishing stone and tripoli it may suffice to go over the joints with the finest of emery paper and then give the finishing polish direct with rouge.

Where we are called upon to solder a ring having a stone in its setting we cannot, of course, place the ring wholly in the fire, and must not use the full flame for soldering.

In order to avoid injury to a stone in soldering, there is no simpler or better method than to wrap the stone and the adjacent parts of the ring in wetted tissue paper.

The stone and setting portion, as shown in Fig. 4, are gradually wrapped in wet strips of tissue paper of about a finger's breadth until a solid wet knot is formed. Even if the flame strikes this, only the outer layer is burned, and we protect it as much as possible. With such a covering it is even possible to solder a ring that is set on each side of the stone with pearls, not too far distant, as shown in Fig. 5.

For the same purpose we can employ a potato, cut in half, striking the stone-set part of the ring between the two parts. It is important, however, to be sure that the two halves of the potato are firmly pressed close together.

The contraction and expansion (widening) of a ring is effected nowadays usually with the aid of a narrowing and widening machine. Where no such machine is available we place the ring on a ring mandrel and strike carefully with a hammer all around its circumference. Care must be taken not to beat any dents in the ring. Then turn the ring round, sticking it with the other side first on the mandrel, and again work it over with the hammer. The ring will, of course, require smoothing and repolishing.

If a wedding ring, for instance, is to be made one to two numbers smaller, without cutting being permitted, we must make use of a purchased ring-narrower with conical holes of various sizes.

The ring is first laid with the side in a hole of suitable size, and is driven into the hole with a smooth hammer; then turn it over and drive the other side in, take the next smaller hole and proceed in the same manner, and so forth.

A ring may also be made smaller by soldering in the purchasable ring inlays, which are neatly secured by means of tin solder. Where this is impossible there is nothing left to be done but to take a suitable piece out of the body of the ring. The attachment of a stone by back-soldering an inlay is also often resorted to.

A loose stone, or one that falls backward out of the setting, may be secured by forming an edging of thin wire corresponding in shape to the setting, which fits over the stone in the back and is neatly secured with tin solder.

The general strengthening of a ring body can also be readily accomplished by the jeweler. For this purpose he bends up from sheet metal—gold, silver or rolled—a lining that is kept somewhat wider than the ring, but fits exactly into it (Fig. 6), and which extends on each side to the wider portion of the ring. If the stone cannot or shall not be removed from the ring, then this reinforcement lining must be secured with tin solder. The solder is placed on the one side on the projecting lining and caused to flow unbrokenly through to the other side. Then on both sides the projecting portion of the lining is cut away with a saw and both sides of the ring filed smooth.

If this job is to be done in the most workmanlike manner, the stone must be removed from the setting and the lining soldered in in the fire. But a well-fitted reinforcement, neatly soldered through with tin solder, will as a rule answer the purpose.

In order to widen a ring by inserting a piece, it is best to proceed by filing the two edges of the cut-apart ring in such a manner that they incline sharply outward, so that the resultant space appears smaller towards the inner, larger towards the outer circumference of the ring, as shown in Fig. 8. Then the edges of the piece to be let in are filed in the same manner to slope sharply inward. The piece can then be readily set in place in the opening and secured by a binding wire passing all around the ring. By this means the inserted piece can be securely soldered in without frequently jumping out.

Statue Wanted in Panama.

(From Consul General Alban G. Snyder, Panama.)

ATTENTION is directed to a call for competition for a bronze statue of Gen. Tomas Herrera, to be erected in Panama. The call is issued by the Municipal Council of Panama City, and bids will be received until Jan. 10, 1912. The announcement states:

"Sculptors who desire to send sketches and photographs should do so through the consul or representative of Panama in the country in which they reside, together with the amount for which they will do the work, as well as other details concerning its execution."

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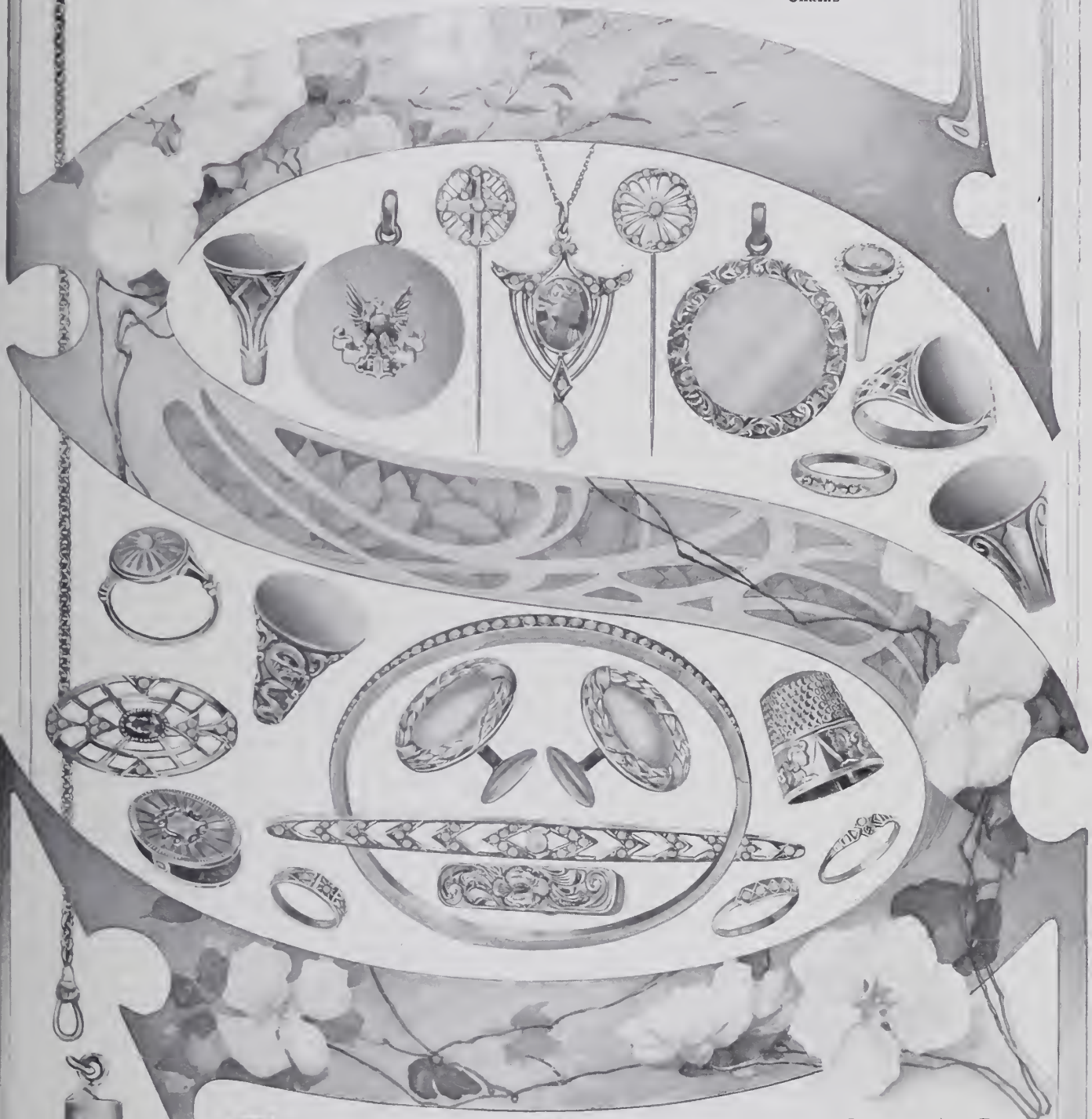
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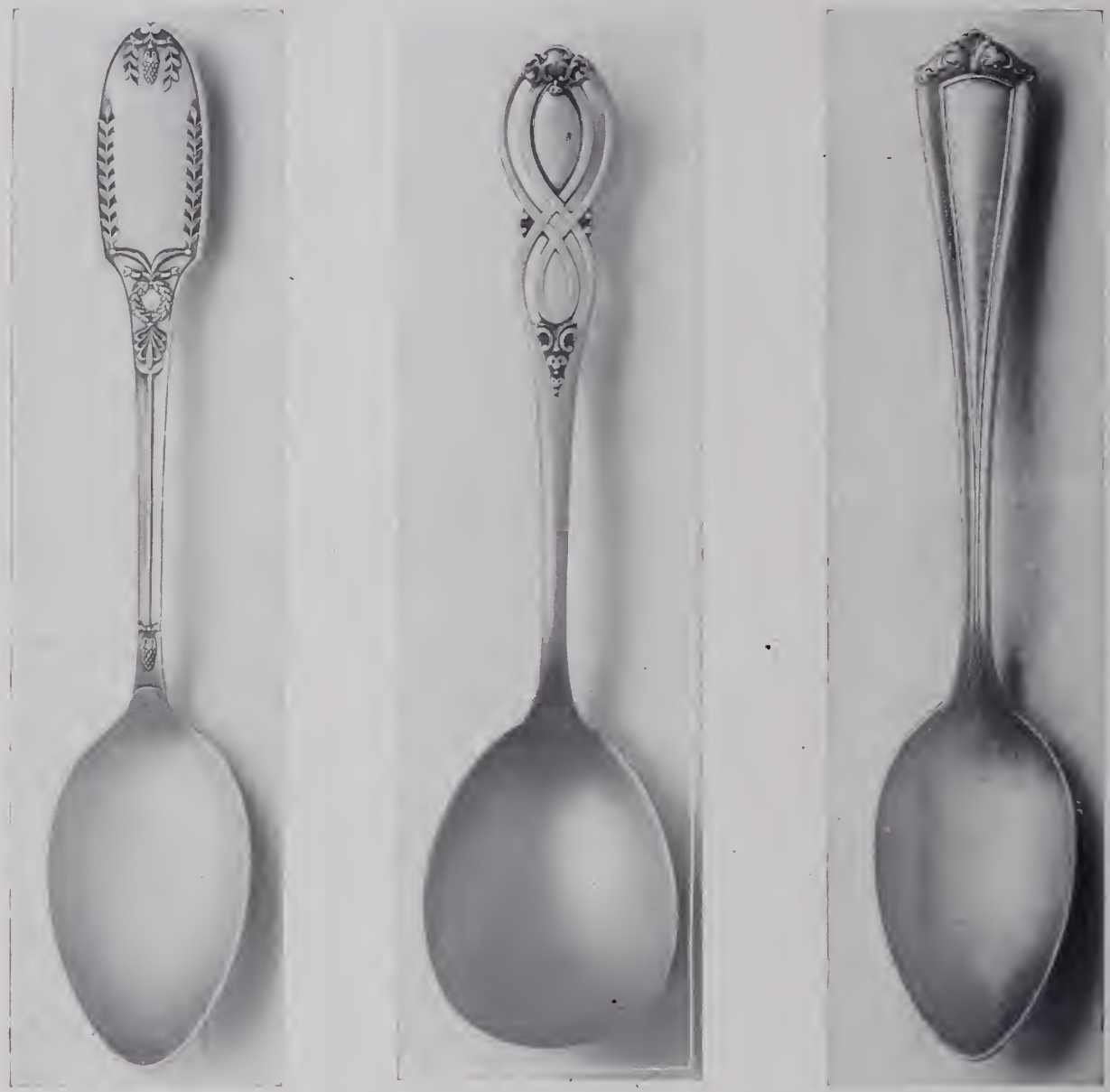
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925/1000 FINE

"Marie Antoinette" "Chippendale" "Josephine"



Tea Spoon Sugar Spoon Tea Spoon

THE SUCCESSFUL TRIPLETS!

The "Marie Antoinette," "Chippendale" and "Josephine"

introduced to the Jewelry Trade during the past six months

We do not believe this accomplishment has ever been successfully attempted by any silversmith before—to introduce three new complete patterns of Sterling Silver Flatware within six months. This could only be done by a live, up-to-date firm with a factory equipped with every modern appliance, a large force of skilled workmen, and enough enterprise to invest sufficient capital to carry out such an undertaking, coupled with the desire to give the Jewelers every assistance to increase their business.

With these three patterns in stock it would indeed be hard to find a customer that could not be pleased.

The "Marie Antoinette" is in a delicate French gray finish. The "Josephine" is furnished in either all French gray or bright polished with French gray ornamentation at top. The "Chippendale" is bright finish with French gray ornamentations, this is an open work pattern and cannot be produced in plate.

They are all three heavy weight patterns, and made in the full line of ounce goods, fancy pieces and cutlery.

Complete price lists sent on request

ALVIN MFG. CO.
Silversmiths
SAG HARBOR, N. Y.

Wholesale Showrooms

52 Maiden Lane - New York, N. Y.
10 So. Wabash Ave. - Chicago, Ill.
717 Market St. - San Francisco, Cal.

Fahys

¶ Says a well known writer:—

"A purchaser who buys a staple article from a reputable house has the assurance that such an article has been thoroughly tried out."

¶ This truth applies forcibly to Fahys Gold Filled Watch Cases, which have a history of over 50 successful years.

¶ Durability, Finish and Artistic Designs are some of the features of Fahys Cases.

¶ Quality stands long after the price is forgotten.

¶ Quality satisfies and brings new customers, and the name of Fahys ensures quality.

JOSEPH FAHYS & CO.

Established 1857

BOSTON NEW YORK CHICAGO



We cut the diamonds we offer (Cutting Works 1327-1329 Atlantic Ave., Brooklyn), so when buying of us you pay but one modest profit over the actual first cost of the rough, plus the wages of the polishers you see at work in the illustration above.

We have no traveling salesmen. Uncle Sam is our only drummer, and he charges us nothing but postage.

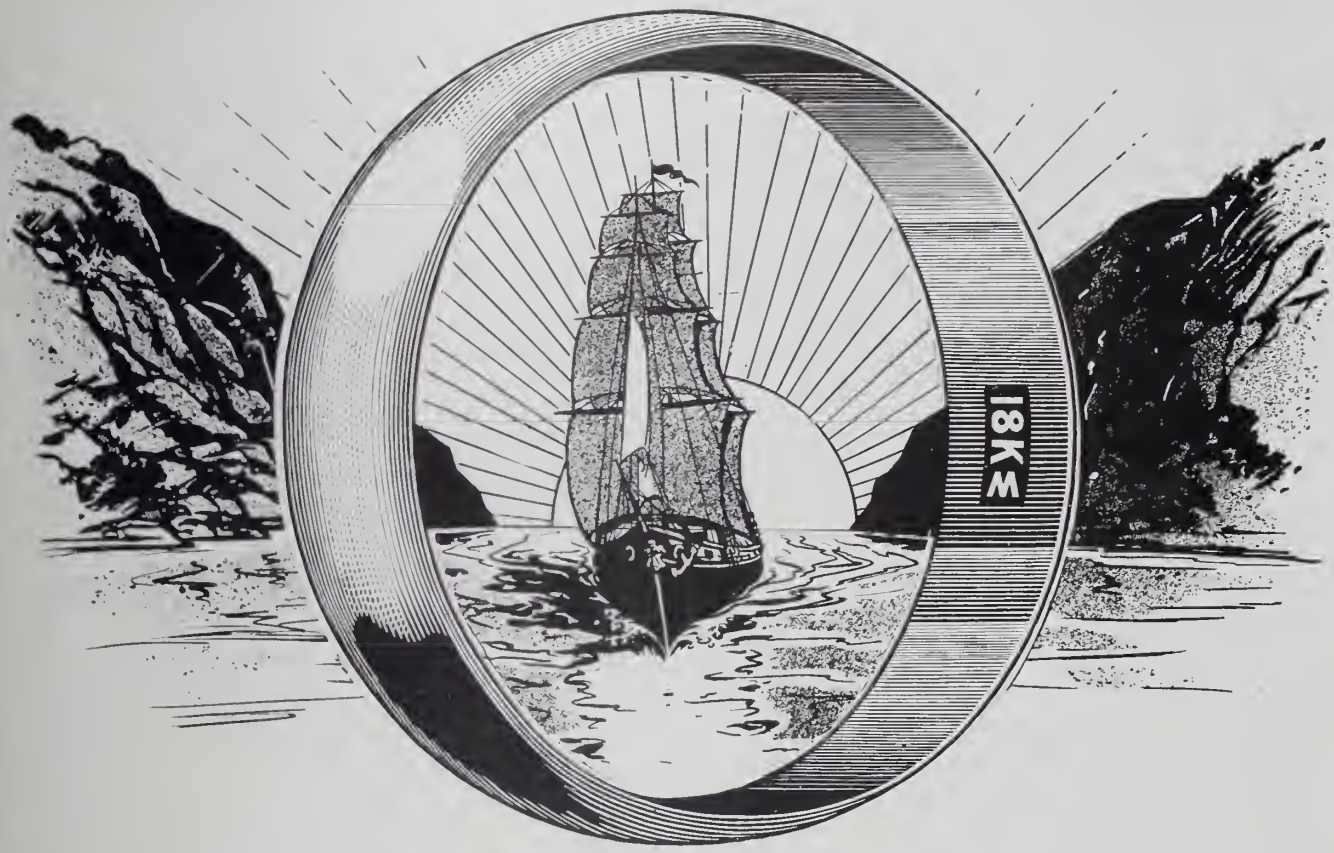
J. R. WOOD & SONS

Diamond Cutters

Importers of Emeralds, Rubies and Sapphires

170 Broadway, Corner of 2 Maiden Lane NEW YORK

V. WARING N.Y.



It's smooth sailing, over sunny seas, with a fair wind, for those who handle our wedding rings. No angry storms from dissatisfied customers, because the rings are made in the best possible manner, from gold that is the quality it is stamped.

J. R. WOOD & SONS

Wedding Ring Makers

170 Broadway, Corner of 2 Maiden Lane **NEW YORK**



WE CAN MAKE THE most elaborate piece of Diamond Jewelry and we can repair a plated tea-pot!

We do one as good as the other and do both as good as they can be done.

We can also do everything in between.



We can make fine gold or platinum watch cases to order. Change English cases to fit American movements, repair and renew cases.

We can make gold or platinum chains to order. Fill links, renew and repair chains.

Make all kinds of jewelry to order. Remodel, match and repair any piece of jewelry.

Repair, color and reline gold, platinum, silver or plated mesh bags.

Set precious and semi-precious stones. Cut stones from the rough. Incrust monograms and initials and engrave crests and monograms on stones.

Repair and renew sterling and plated hollow and flat ware. Gold and silver plate anything in the line.

Engrave letters, monograms and crests. Also enamel same on watch cases, vanity cases, cigarette cases, buttons, lockets, etc.

Cut the finest steel dies and strike up special medals, badges, jewels and class pins in gold, silver and bronze.

Hundreds of Large Retailers, who have been unable to give their shops personal attention or obtain the kind of labor that could turn out satisfactory work, have either given up their shops entirely or reduced their forces and are sending their special order work and difficult repairing to us.

The actual financial loss and injury to their businesses more than offset the prestige of being able to say they had their own shops.

Ours is the only concern in the country that makes a separate and distinct business of doing special order work and repairing of all kinds for the trade.

We devote our entire time, energy and an experience of almost 30 years to this important branch of the Jewelry Business. We employ, educate and specialize the best artisans that can be obtained only in the two largest cities. We systematize and inspect the work. We use every modern method to produce the **best work promptly** and at **reasonable prices.**

We are always at your service.

WENDELL & COMPANY

45, 47 & 49 John Street
NEW YORK

337, 339 & 341 W. Madison Street
CHICAGO


The Remounting
of Family Jewels
Don't let so many of your high-class customers have their diamonds remounted on Fifth Avenue, New York.
Give them the same up-to-date, artistic designs, the same perfect workmanship, the same PROMPT DELIVERY, and you will keep the business.
We come in right here. Our relation to our out-of-town patrons is the same as that of the up-town New York shops, that do special order work exclusively, to the Fifth Avenue jewelers.
We create for our patrons the same styles and craftsmanship at REASONABLE prices.
We furnish promptly and cheerfully special designs with estimates of cost and TIME DELIVERY CAN BE MADE.
PROMPTNESS in submitting designs and in making delivery of special order work is as important as style and craftsmanship. It can only be obtained in shops that do not manufacture mountings for stock.
Wendell & Company
New York Chicago
A. GRAD.

A Sterling Silver
Bridge Whist Score Pencil

Simple and Thoroughly Practical



No. 4024
Patented March 14, 1911

A novelty in Sterling Silver that has found immediate favor with "Bridge" players throughout the country.

A gift most acceptable to the Bridge Whist player.

An ideal Whist prize.

Furnished with figures enameled or in dark gray finish.

See that this attractive novelty has a place in your stock. .

R. Blackinton & Company

Goldsmiths, Silversmiths and Jewelers

Factory and Main Office
North Attleboro, Mass.

Trade Mark

New York Salesrooms
15-17-19 Maiden Lane



"1835 R. WALLACE"

SILVER PLATE THAT RESISTS WEAR

TYPICAL of the distinctiveness of the silverware produced by our artist-craftsmen, is the new Laurel pattern.

Truly, these pieces of silver-plate bear all the appearance of Sterling Silver. They have the Sterling character. In design and finish, the Laurel rivals the most popular Sterling patterns. The similarity has been achieved even as to weight, yet strength and durability have not been sacrificed to effect. Very much the reverse. The wear-resisting qualities of all 1835 R. WALLACE SILVER Plate have been maintained in their highest efficiency in this new pattern. The parts most exposed to wear are reinforced by sectional plating.

The Laurel is made in a lustrous Butler finish, the wreath at the top of the handle being oxidized to bring out more prominently the delicate modeling of the leaves and the fine die work. The handle is a soft lustrous gray, the bowl being finished bright.

The new Laurel pattern may be had in extra sectional or triple sectional plate

R. WALLACE & SONS MFG. CO.

Box 25, WALLINGFORD, CONN.

11 West 32d Street, NEW YORK
10 South Wabash Ave., CHICAGO, ILL.
925 Chestnut Street, PHILADELPHIA
85 Post Street, SAN FRANCISCO, CAL.
63 Basinghall St., LONDON, E. C.

„Wer andern eine Grube gräbt, fällt ſelbſt hinein."

—John C. Dueber, in *Watch Dial.*

March 20th, 1888.








The Locket House of America

CRITICAL TASTE would decree that there should be Lockets suitable for every occasion and, indeed, for every age. Certainly it would be difficult to name a social affair, a style of dress or a period of life for which the right Merrill Lockets have not been appropriately provided.

¶ For the opera and similar dress occasions there are many dazzling productions. For the usual routine of life or for those of modest tastes are provided Lockets of more subdued but no less charming effect. There are Lockets for the younger and older generations. And Lockets in harmony with the religious and other festivals of the year.

S. K. Merrill Company

Earliest Makers of Lockets — TRADE SKM CO. MARK — in the United States

NEW YORK OFFICE
15-17-19 MAIDEN LANE

MAIN OFFICE AND FACTORY
PROVIDENCE, R. I.

Everything in Lockets








F&B TRADE MARK REGISTERED

Our Fall Blue Book, Catalogue P.,

is now ready, showing 310 pages of quick selling articles in

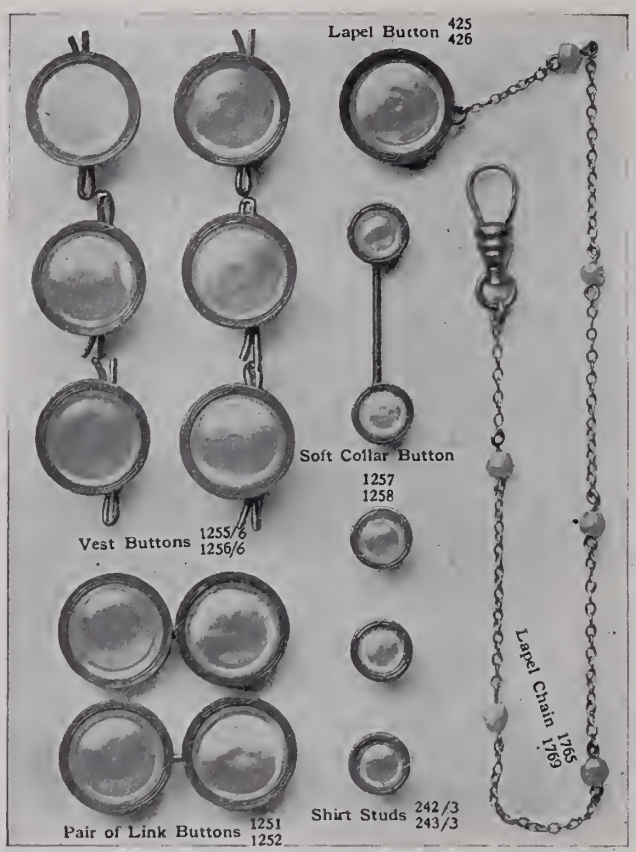
F&B TRADE MARK REGISTERED

Sterling Silver Toilet and Manicure Goods and Rolled Gold Plated Jewelry

We Make

Sterling Silver

Toilet Sets
Manicure Sets
Sewing Sets
Traveling Sets
Military Sets
Shaving Sets
Folder Sets
Toilet Goods
Manicure Goods
Cigarette Cases
Match Boxes
Eye Glass Cases
Novelties, etc.



We Make

Rolled Gold Plated

Crosses & Pendants
Lockets & Charms
Hat and Scarf Pins
Collar Buttons and Link Buttons
Tie Clasps
Chains
Lapel Buttons
Lapel Chains and Necklaces

Lapel Chain . . 1769 Rolled gold plated, Old English, Baroque Pearl
Lapel Chain . . 1765 Sterling, Platinum finish, Baroque Pearl
Lapel Button . 425 Rolled gold plated, Old English, Fresh Water Pearl
Lapel Button . 426 Sterling, Platinum finish, Fresh Water Pearl
Soft Collar Button 1257 Rolled gold plated, Old English, Fresh Water Pearl
Soft Collar Button 1258 Sterling, Platinum finish, Fresh Water Pearl
Vest Button . . 1255/6 Rolled gold plated, Old English, Fresh Water Pearl, set of six
Vest Button . . 1256/6 Sterling, Platinum finish, Fresh Water Pearl, set of six
Stud . . . . 242/3 Rolled gold plated, Old English, Fresh Water Pearl, set of three
Stud . . . . 243/3 Sterling, Platinum finish, Fresh Water Pearl, set of three
Link Button . . 1251 Rolled gold plated, Old English, Fresh Water Pearl
Link Button . . 1252 Sterling, Platinum finish, Fresh Water Pearl

Theodore W. Foster & Bro. Co.

Manufacturing Jewelers and Silversmiths

100 Richmond St. :: Providence, R. I.

New York
13 Maiden Lane

Chicago
Heyworth Building

Canada
Kingston, Ontario

The Wadsworth "Permanent"

"Worthy of Its Name"

A case that equals solid gold in appearance and closely approximates it in durability, a case that yields abundant satisfaction to the consumer and a full measure of profit to the dealer, a case that makes strong claims and backs them up with the manufacturer's guarantee, such a case is the Wadsworth "Permanent." Dealers are proud of it.

The Wadsworth Watch Case Co.

NEW YORK
17 Maiden Lane

CHICAGO
Columbus Building

SAN FRANCISCO
717 Market Street

FACTORY: DAYTON, KY.



STAR WATCH CASE CO.
LUDINGTON, MICH.



THE HOME OF STAR WATCH CASES

Cut down your Expenses and pull in Bigger Profits with STAR WATCH CASES, the Solid Gold Ball-bearing Bow line, which gives absolute Security to the Wearer of Watches. (Wachter Patent No. 916809).

For the sake of more Business and more Satisfied Customers, take the time and send us your order. Take it on our SAY-SO that you will not find it necessary to "shop around" for your watches once you have given STAR WATCH CASES a trial.

You will find facts about STAR WATCH CASE Quality and Service that are worthy of your very careful consideration.

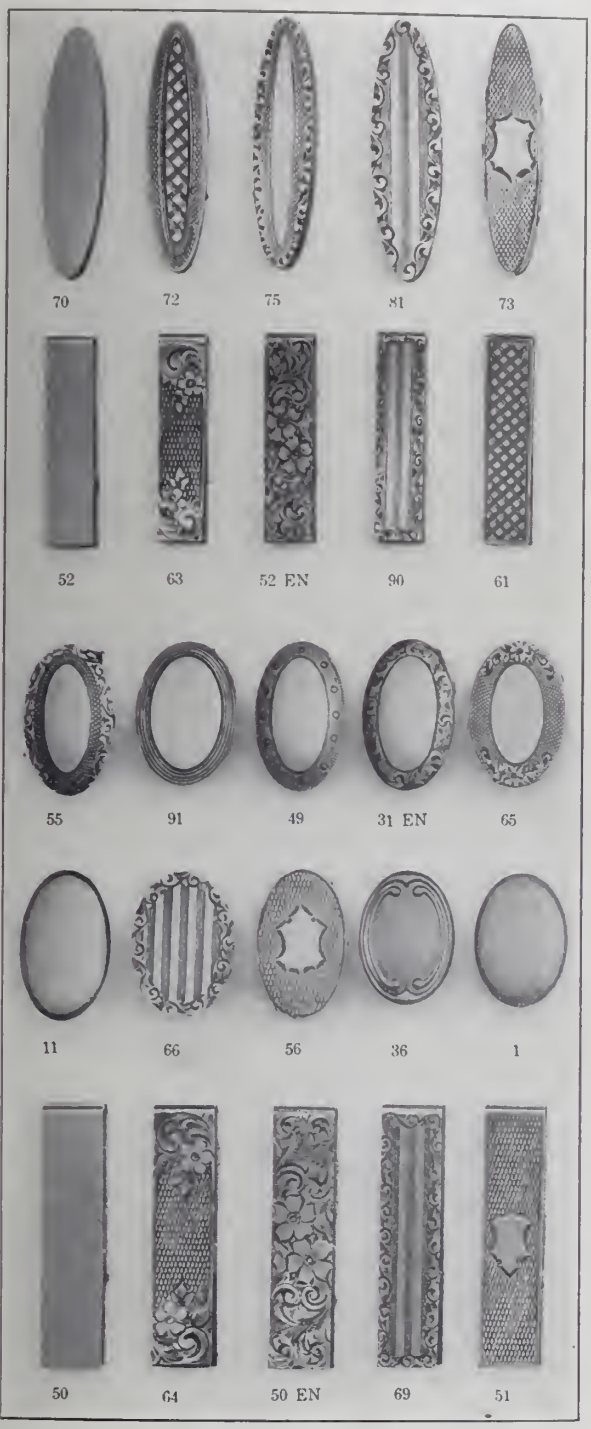
Star Watch Case Company

LUDINGTON, MICH.

BRANCH OFFICES

37 Maiden Lane
New York City

701 Heyworth Building
Chicago, Ill.



THE 10K LINE WITH A 14K APPEARANCE

Thin, Paper-weight Jewelry

is never satisfactory to a good retailer, nor to his customers.

Its only attraction is its low price.

This fact is soon forgotten by the wearer, after the article has begun to bend and break.

He will always forget how little the article cost him — but never how much trouble it caused.

Our heavy-weight, substantial, 10K. line is the remedy for retailers who want to sell good jewelry to their trade.

New Accounts Solicited

We make the following lines

Brooches	*Hat Pins*
Scarf Pins	*Tie Clasps*
Cuff Buttons	*Fobs*
Handy Pins	*Crosses*
Bar Pins	*Sash Buckles*
Lockets	*Pendants*

KOHN & CO
CAMP & ORCHARD STS.
NEWARK N.J.
1Ko

Capacity 2,000 Bags Daily

We are the only Manufacturers of Mesh Bags made by Machine



Machine-made mesh is distinguished by its smoothness, soft silky flexibility and tough wearing qualities. Over 800 different styles, from the smallest to the largest, at prices which bring a generous profit to the dealer. Your jobber will supply you with W. & D. Co. goods.

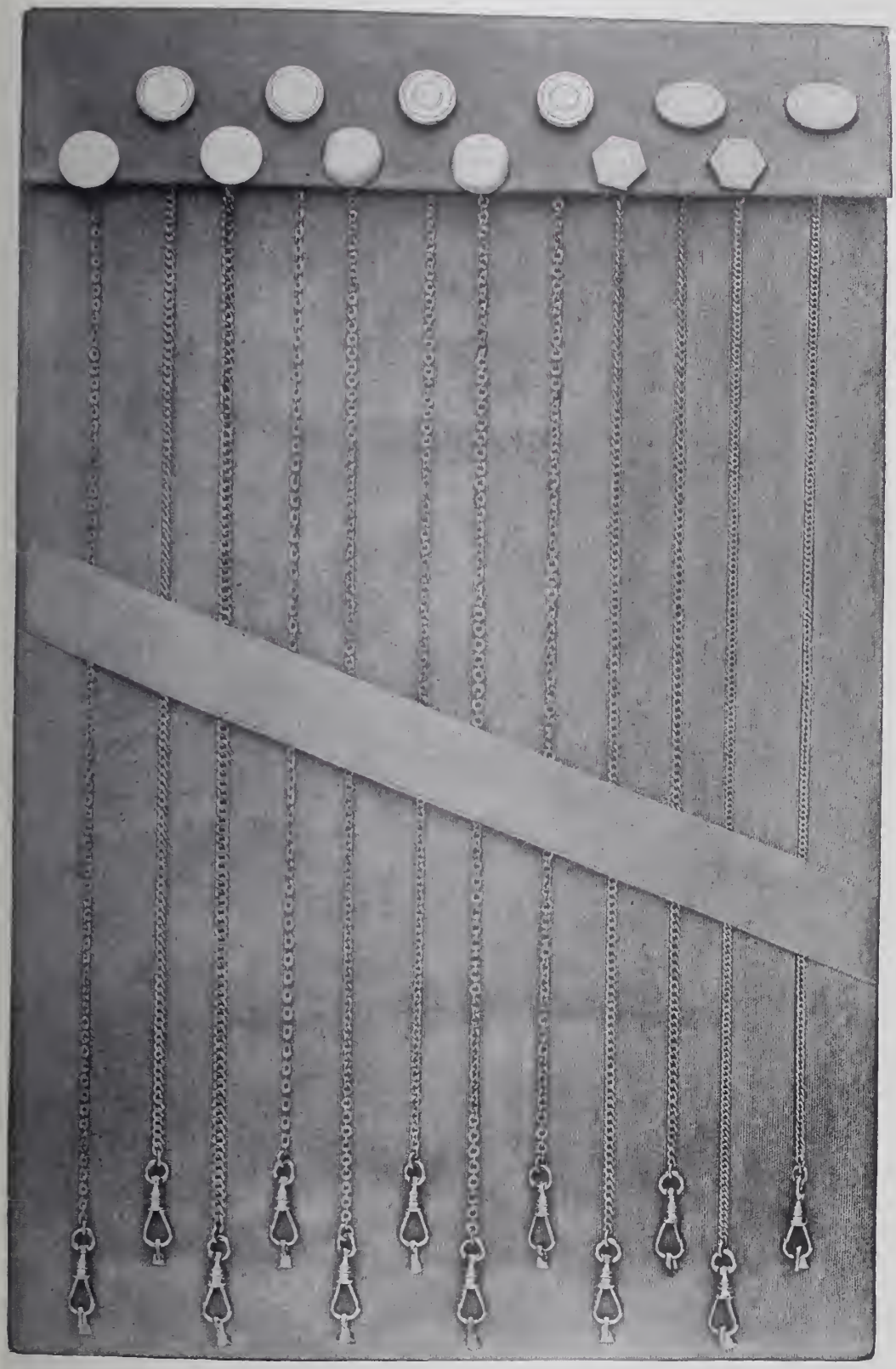
WHITING & DAVIS CO.

NEW YORK OFFICE: 7 Maiden Lane
CHICAGO OFFICE: 103 State Street

Plainville (Norfolk Co.), MASS.

Barrows "New Process" X Pad of Lapel Chains

Sold on Price—and Quality *Only One Dozen as Mounted*



A SPECIAL

This Purple Moire Pad with Contents is

NUMBER X

It represents:

Xtraordinary Value
at
Xceptionally Low Price
and it is
Xactly What You Want.
It is an
Xtra, introduced at the
Xtremity of Summer,
but yet is an
Xcellent Staple.

It should be

JUMPED AT

at the Price

The illustration shows careful selection, securing

A NICE ASSORTMENT of Staple Patterns

There's Money In It

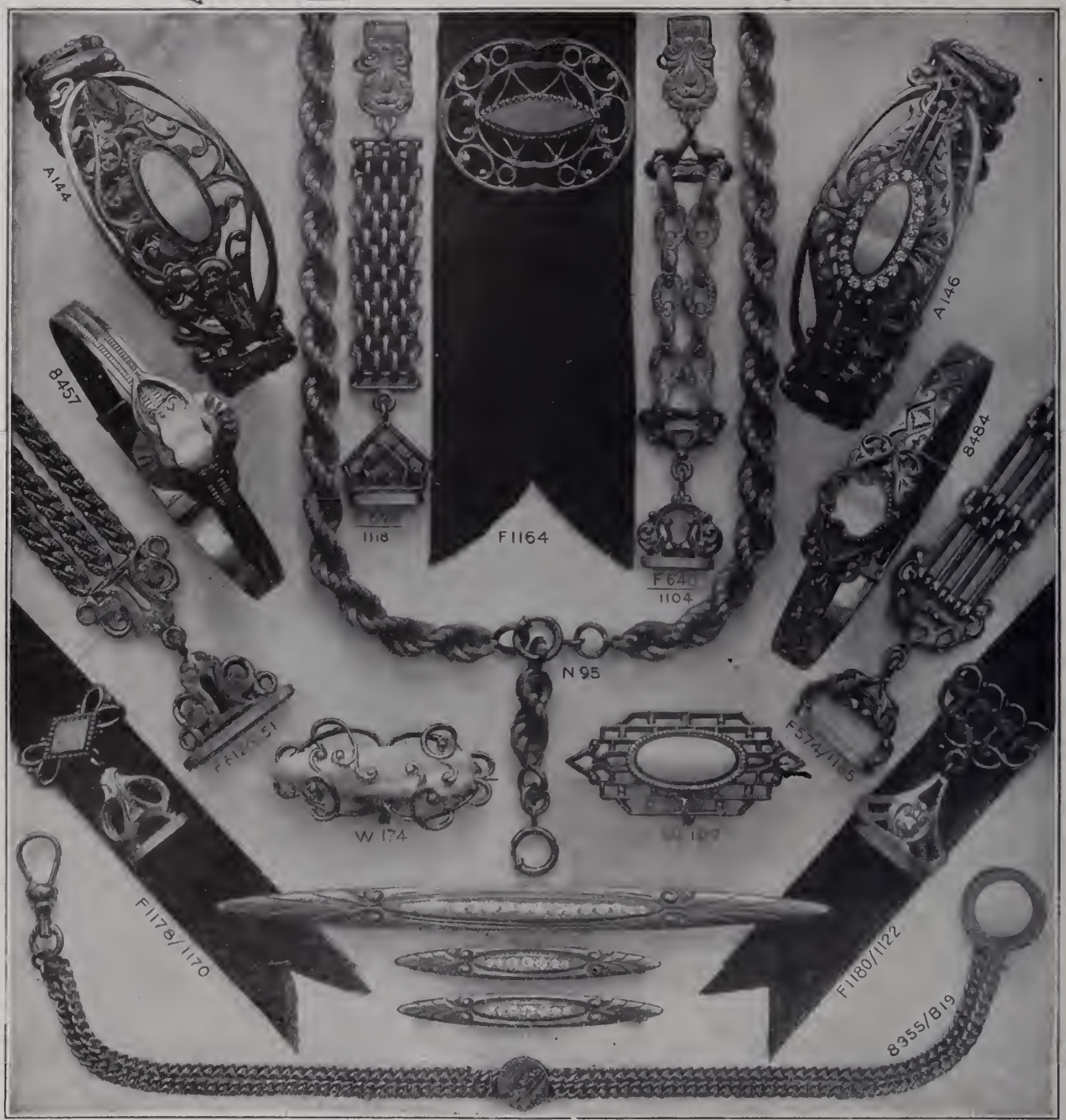
Ask Your Jobber for These Goods

THE H. F. BARROWS COMPANY

New York Office:
15-17-19 Maiden Lane

TRADE H.F.B. MARK

Factory and Head Office:
North Attleboro, Mass.



The D. F. BRIGGS COMPANY

ATTLEBORO :: :: MASSACHUSETTS

New York Office:
180 BROADWAY.

Chicago Office:
29 E. MADISON STREET

London Office
62 HATTON GARDEN

INCREASED HIS BUSINESS **40%** IN 1908

POINTER No. 181

PRE-EMINENCE IN BUSINESS

That's What We All Strive For

INCREASED HIS BUSINESS **45%** IN 1909

"The Arnstine Catalog System"

Has been the Key to Success for Hundreds of Retail Jewelers throughout the United States

INCREASED HIS BUSINESS **50%** IN 1910

That is what the leading Jeweler did in Birmingham, Ala. Had it not been for the extra effort, this increased business would have been in the hands of his competitors and mail order houses — you can get the business by adopting "The Arnstine Catalog System" of placing catalogs with every possible customer both in and out of your city.

One of Our Many Testimonials

Birmingham, Ala., Jan. 4, 1911.

Arnstine Bros. Co.

Gentlemen:—With reference to your letter of recent date in regard to the condition of business, I would say that it is entirely satisfactory. The increase over last year is about 50% and this is due largely to your catalogs, circulars and attractive advertising cuts—which I have used the past three years. My dealings with your house have been perfectly satisfactory.

Wishing you continued prosperity, I remain,

Yours respectfully,

I. R. RUBENSTEIN.

LET US SHOW YOU HOW TO GET MORE BUSINESS

If you have never investigated our proposition, the fact that other Jewelers have been successful should be an incentive to avail yourself of the opportunity now to build up your business.

"Our Catalog System" represents the best of modern advertising skill and scientific salesmanship, and is one that will "really get the business" for you. Ask for sample catalog.

Inquiries solicited from legitimate Jewelers. We make catalogs for the retail Jeweler and as a rule sell to but one in a city. *WRITE TO-DAY — Address*

Over 3000 Jewelers Have Used Our Catalogs

THE Arnstine Bros. Co

Originators of The Exclusive Catalog Method for Retail Jewelers

Our Catalogs Are Business Builders

ROSE BUILDING, CLEVELAND — O



Largest Display in the World

In selecting wares for your Fall Trade you are unfair to yourself if you do not examine our lines of

Sterling Silver
Silver Plate
Silver Inlaid
Silver Deposit
Cut Glass

Our display surpasses that made at the world's expositions, variety being assured by the number of our producing plants.

When in New York, the dealer is invited to make our warerooms his headquarters.

International Silver Co.

WAREROOMS:

18-22 John Street
(Subway Entrance)

9-19 Maiden Lane

NEW YORK

FACTORIES:

THE BARBOUR SILVER CO.
THE HOLMES & EDWARDS SILVER CO
MERIDEN BRITANNIA CO.
THE MERIDEN CUT GLASS CO.
1847 ROGERS BROS.
ROGERS & BROTHER.
ROGERS, SMITH & CO.
WILCOX SILVER PLATE CO.
THE DERBY SILVER CO.
WILCOX & EVERTSEN.
THE MERIDEN SILVER PLATE CO.
THE WM. ROGERS MFG. CO.
THE ROGERS & HAMILTON CO.
SIMPSON, HALL, MILLER & CO.
THE WATROUS MFG CO.

GENERAL OFFICE: MERIDEN, CONN.

Make More Profit on Your Toiletware Stock

Knowing that a good Fall toiletware business is the dividing line between a successful year and failure, you must be interested in buying your stock at the closest figures consistent with quality.

It's right on this ground we ask your trade. On account of the reduced marketing expense of our direct by mail selling plan, you can buy toiletware here that will pass your rigid examination as to quality at uniformly lower prices than you have ever before paid.

The La France is Proof

Examine the illustration carefully and we're confident you'll agree that you can't buy a set of this excellence through any other marketing system under a third higher figure.

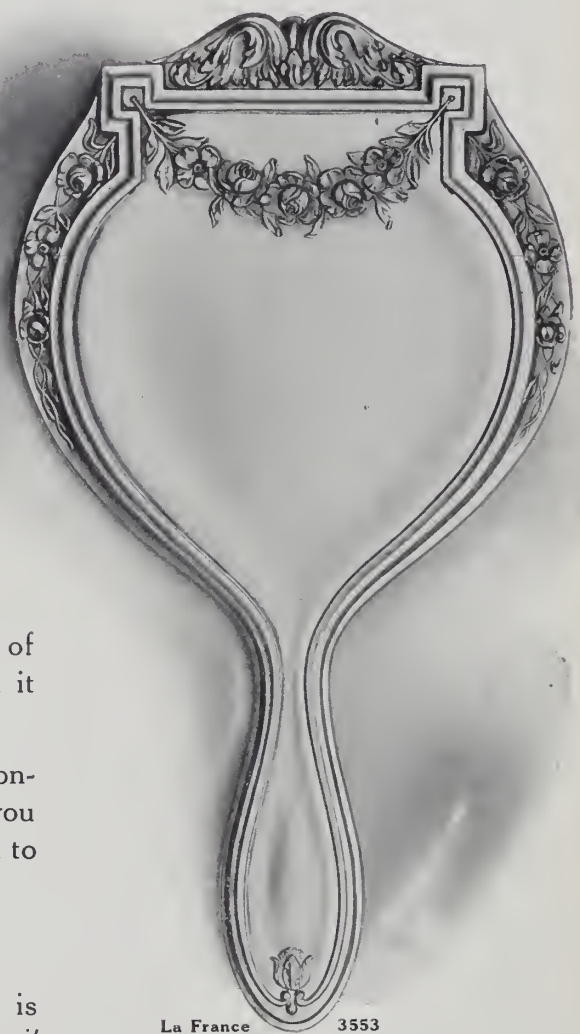
The La France comes in the thin model, now so much in demand, is 925/1000 fine, as all Woodside productions are. While the dainty design embodying all the romance of the First Empire is winning universal favor.

Merchants all over the country tell us the La France is one of the fastest selling sets they have ever stocked. You will find it a trade winner too.

So send in for a sample set to-day. We will ship at your convenience. And forward with the distinct understanding that you will return the goods—at our expense—if upon arrival they fail to equal your expectations in quality, salability or prices.

Our New 72 Page Book

of sellers at prices that show you substantially larger profits is now on the press. It will be ready for distribution to the *retail trade only,* before September 1st.



La France 3553
One-half actual size.
HAIR BRUSH, COMB AND MIRROR, $20
Subject to Jewelers' Circular Key

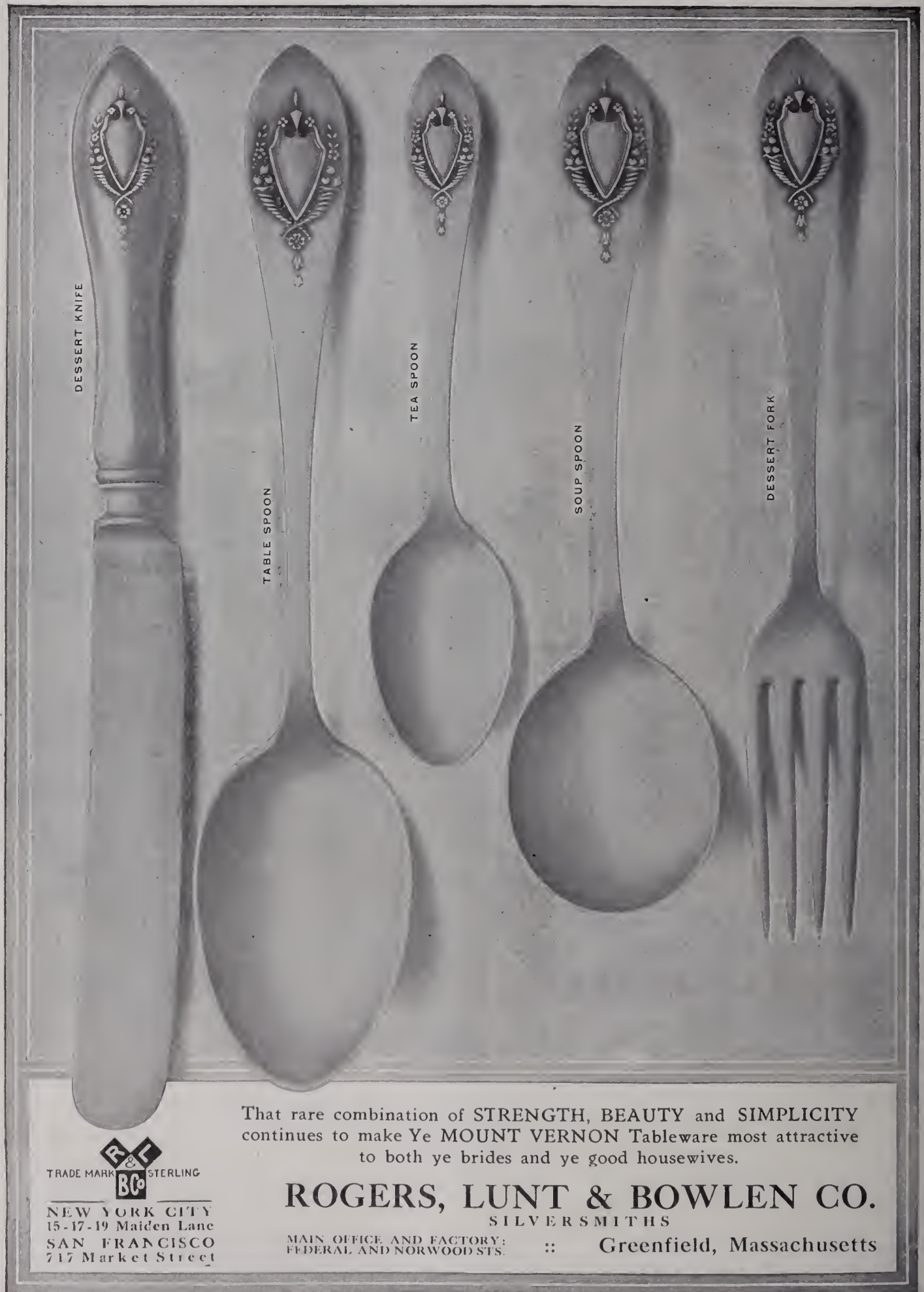
It will pay you to examine this book before placing order - *and be sure your name's on our list, so as you'll get your copy*—because our catalogue is only mailed on direct request.

CHOOSE more goods for the same / the same goods for less **MONEY**

Woodside Sterling Company

170 Broadway **New York**

OTHER WOODSIDE NEWS PAGE IN THE KEYSTONE



That rare combination of STRENGTH, BEAUTY and SIMPLICITY continues to make Ye MOUNT VERNON Tableware most attractive to both ye brides and ye good housewives.

TRADE MARK R&L BCo STERLING

NEW YORK CITY
15-17-19 Maiden Lane
SAN FRANCISCO
717 Market Street

ROGERS, LUNT & BOWLEN CO.

SILVERSMITHS

MAIN OFFICE AND FACTORY:
FEDERAL AND NORWOOD STS. :: Greenfield, Massachusetts

Leicester

AN

ELIZABETHAN PATTERN

IN

STERLING SILVER



HER MAJESTY
QUEEN ELIZABETH

BEAUTIFULLY FINISHED IN A COMBINATION OF
BRIGHT AND FRENCH GRAY

MADE BY

SIMPSON, HALL, MILLER & CO.

INTERNATIONAL SILVER CO., SUCCESSOR

WALLINGFORD, CONN., U. S. A.

NEW YORK
9-19 Maiden Lane

CHICAGO
5 No. Wabash Avenue

SAN FRANCISCO
150 Post Street

TORONTO
33-41 Hayter Street

TRADE MARK
Sterling

SEND FOR
PRICE LIST



BERRY SPOON
BUTTER KNIFE
SUGAR SHELL
OYSTER FORK
COFFEE SPOON
SALT SPOON



No. 3613 Tea Set

Engine Turned and
Engraved. 5 Pieces

$37.50 List

¶ This Tea Set is the most Remarkable production of the Season in plated hollowware; A LEADER OF LEADERS.

¶ It is the only modern engine turned Tea Set on the market, and the Engine Turning is of a pattern that is absolutely new and distinctive, forming the same figure that is seen in Moire or Water Silk. From every angle of view the engine turning gives a different and more enticing illusion.

¶ The plain burnished corners and borders, and the decorative scrolls and shields afford a charming contrast, and a total effect heretofore unequalled except in the finest hand chased sterling silver products.

The Homan Manufacturing Company

Office, Factory and Salesroom: CINCINNATI, O.

New York Salesroom
15 17 Maiden Lane

Boston Salesroom
373 Washington Street

Chicago Salesroom
Silversmiths' Building

Fourteen Karat Gold Filled Jointed BRACELETS

That Wear and Give Satisfaction in Every Way

We illustrate a few patterns from our extensive line, which no jeweler, interested in the best at moderate price, should overlook. We speak directly to you, Mr. Retailer, when we say your showcase should contain a selection of these new goods.

THE LEADING WHOLESALERS THROUGHOUT THE COUNTRY HAVE THEM ON EXHIBITION

Our new line contains many new styles and patterns in plain, half chased, chased entirely around, and engine turned effects, many of which have never been attempted by manufacturers of gold filled goods before, and the elegance of our present plain, polished, English, Roman and rose finishes, appeals to the fastidious and discriminating.



213AN.



369



367



362



173AN.



167AN.



168AN.



225



353



268AN.



388



354

To Demonstrate

the quality of the stock used in the construction of our goods, we subjected one of our plain bracelets to an acid bath, and show below the actual quantity of gold remaining after ALL of the base metal had been eaten away.



CONVINCING PROOF AS TO QUALITY AND QUANTITY

LOUIS STERN & COMPANY

Manufacturers of Bracelets, Chains, Charms and Fobs in 14K. and 10K. Gold and High Grade Gold Filled

158 Pine Street
Providence
R. I.

NEW YORK OFFICE
15 Maiden Lane
Silversmiths' Bldg.

Manufacturers of Bracelets, Mesh Bags, Placques and Chains in Sterling Silver

Send for our 100-page Sterling Mesh Bag Catalogue

To the Dealer Who

Outside Your Shop



CARRIE: Oh, Grace, just look at those rings — aren't they beauties?

GRACE: They certainly *are* — and look at the price! Why, they're only about half what they're asking over at Meyer's jewelry store for rings that don't begin to be so pretty and up to date.

CARRIE: Do you s'pose they can be solid gold, for so little money?

GRACE: They must be. The sign says so — and guaranteed. Think of that!

CARRIE: Let's find out more about it. I'll tell you. While you're buying your chiffon over at Smith's, I'll step inside and talk to the clerk. You meet me over here.

GRACE: All right, dear, I won't be gone over ten minutes.

Queen City Ring Mfg. Co.

Handles Q. C. Rings

—and Then Within

CARRIE: I want to look at those Q. C. rings you have in the window.

CLERK: Certainly, madam. This way, please.

CARRIE (selecting a ring from tray): Isn't that too sweet for anything! And only $8.00. Can—can they be *genuine?*

CLERK: By all means! Ten karat—absolutely. Bring it back and get your money if you can prove in any way that it isn't.

CARRIE: What about that guarantee that's mentioned on the sign?

CLERK: It means that Q. C. rings are so perfectly made that even the settings are guaranteed. With every Q. C. ring you buy I give you a written guarantee to replace, free of charge, any setting, except diamonds, that may be lost from a ring, no matter how many years may have elapsed since you bought the ring.

CARRIE (pointing): You may give me that ring there. I'll pay for it now. And I wish you'd hold that little sapphire ring for me. I'll call for it to-morrow. Thank you. Good morning.



That's the way Q. C. Rings go, Mr. Dealer, and they go fast. Get in on the ground floor now, before some one else in your town takes advantage of our exclusive agency proposition.

People all around you will read of Q. C. Rings in the Saturday Evening Post, Woman's World and other large magazines. Be ready to supply the demand. We'll help you, too, with selling literature, brass signs, free electrotypes, a velvet covered platform for window display, etc.

The time to get in on this big offer of ours is NOW

Department B
Buffalo,
N. Y.

Cut out here

QUEEN CITY RING MFG. CO., Dept. B, Buffalo, N. Y.

Would like to know more about your proposition. Also please hold open for me the exclusive agency in this territory until I reply.

Name.....

Address.....

SAART'S SILVER SELLS

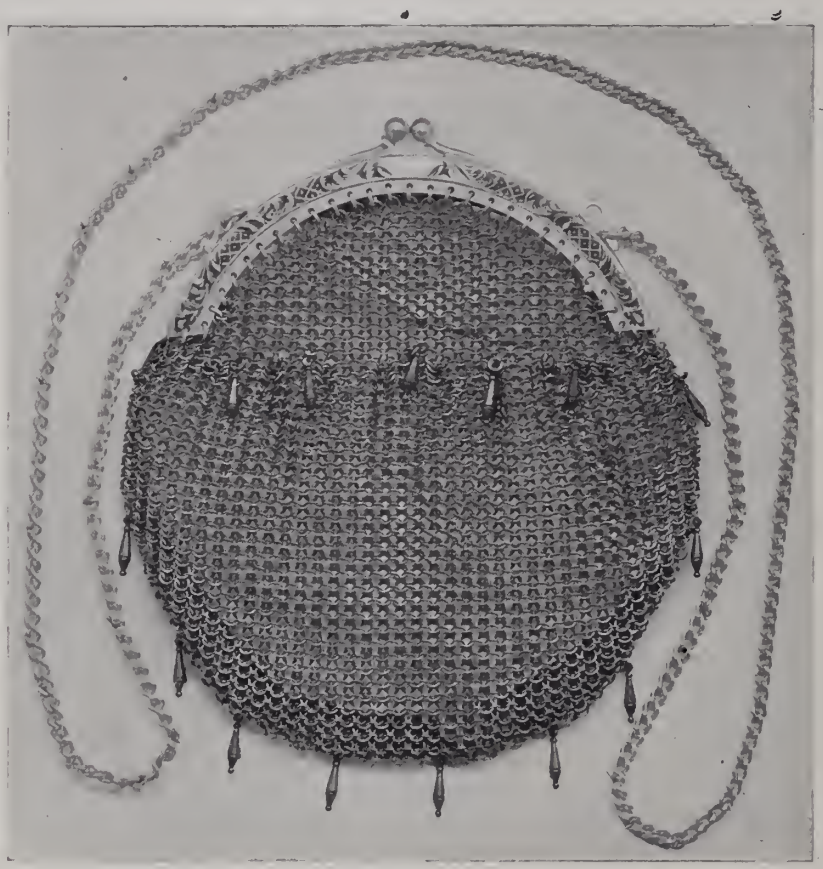
¶ It is distinguished for the great attractiveness of the designs, the skilful workmanship and priced at figures that make the goods move rapidly and leave a handsome profit to the dealer. Unquestionably the most popular line on the market.

THE FINISH IS UNEQUALED

Mesh Bags
Toilet Sets
Manicure Sets
Vanity Purses
Hat Pins
Sewing Sets
Sterling Knives
Vanity Bags
Opera Bags
Etc., Etc.

We show a great variety of patterns in the above lines, all beautiful and salable.

THROUGH JOBBERS ONLY.



No. 5511—The Latest Shoulder Bag—Illustration half-size.

Saart's Sterling Silver Specialties

are far ahead of anything you have ever bought before for the money. There is no comparison. You will find it the most profitable line to carry. We know this, and all we ask is a chance to prove it to you.

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THROUGH JOBBERS ONLY.

THERE IS BIG PROFITS AND QUICK ACTION IN SAART'S SILVER



No. 3209-K—Vanity Purse—Open.

IT'S A LIVE LINE FOR LIVE JEWELERS

We have issued a handsome

Catalogue

for the jobber, which we will send to reputable concerns conducting business under this plan.



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THE W. H. SAART CO.

ATTLEBORO, MASS.

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Of the Jewelry and Kindred Trades

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Being up-to-date and new it contains all the new marks used at the present time

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Send me one copy of the second edition of "Trade-Marks of the Jewelry and Kindred Trades," with its Supplement, for which I enclose $3.00.

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¶ "If we had only had something like this casserole and a hundred other things that S. Sternau & Company make for kitchen and dining room when I was a girl, how much lighter our housework would have been."

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Chafing-Dishes, Traveling-Companions, Kettles and many other things in metal which adorn the house and make the housewife's labor light.

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¶ You need it in your business. Nothing else in print is quite so brimful of profit making information and suggestions for you



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New York Showrooms
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MAKERS OF STERNAUWARE COMPRISING
Fancy Teakettles, Chafing-dishes and their Accessories, Coffee-machines, Trays etc,

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Umbrellas
and Walking Sticks

If your Umbrella and Walking Stick Department has not been a success, may it not be that you have been carrying a too commonplace line for a jeweler? People expect a better made and more artistic Umbrella or Walking Stick from you than they can purchase elsewhere—something that other stores do not carry.

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This season's designs are largely the production of our present designer, Mr. William Spears, who for 16 years filled the same position for the Gorham Co.

Our holiday lines now ready.

Trade-Mark

W. W. HARRISON CO.
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Umbrellas and Walking Sticks
OF THE BETTER SORT
5th Ave., Cor. 34th St. NEW YORK

Established
1876

Purchase reliable merchandise at legitimate prices and you will make your business a big success. Every article manufactured by us is guaranteed.

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Send For One of Our Velvet Gold Embossed Banners



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THE LINE OF QUALITY

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LOCKET

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L 4248





L 4354

TRADE B.B. MARK



L 4423

Lockets
Fobs
Scarf Pins

Heyworth Building
Chicago, Ill.

Ask your Jobber for the *Colonial Dame Bracelet*

New, Neat and a Work of Art—Made in four widths, ⅜, ½, ⅝, ¾

BLISS BROTHERS COMPANY

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Bracelets
Charms
Buttons

150 Post Street
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ANNOUNCEMENT

To Visiting Buyers of Sterling Silverware

¶ Our Mr. Alexander will again conduct a superb display of Sterling Silver Hollow and Flatware at the Hotel Marlborough, New York City, from *August 15th to September 15th, inclusive.*

¶ DON'T MISS THIS EXHIBIT, it will contain many new and desirable designs.

FRANK W. SMITH CO.

Manufacturers of Sterling Silverware

GARDNER, MASS.

TRADE MARK

Exclusive "French" Silverware



Design Patented May 18-25, 1909.
No. 3149—Height, 18 inches.

The result of most skillful and artistic silversmiths is embodied in the new

"Louis" Decorations

portraying the characteristic piercing and shield, together with the well-known Empire Festoon, making it the most

ORIGINAL AND ARTISTIC

line on the market to-day. ***Complete assortment*** of dinner pieces, including

Service Plates, Baskets, Bowls, Dishes, Center Pieces, Candlesticks, Vases, Etc.

This design should appeal to anyone who is desirous of securing silver which is ***choice,*** with a design patent which has been declared valid by court decision.

Graff, Washbourne & Dunn

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"Parisian Ivory"

French Celluloid

Its growing popularity has made it a most desirable addition to a **Jeweler's Stock**

We have an unlimited variety of

Toilet Articles
Photo Frames
Clocks
Desk Requirements
and
Novelties

A visit of inspection will be of interest. There are big profits and quick sales in this new line.

Deitsch Bros.
14 East 17th St., New York

1879 **1911**

Announcement of Removal

Because of insufficient accommodations, and a demand made upon our plant caused by an ever increasing business, we have recently moved to quarters in the new "Waite-Thresher Building," where we will be better enabled to properly and promptly cope with all orders placed with us this Fall. We have nearly three times our former area of floor space, and our new mechanical appliances, added to our former complement, insures the high standard which our product has enjoyed and deserved. ¶ Our new patterns for the coming season as shown in our lines of

Seamless Gold Filled Rings

Scarf Pins, Brooches, Studs, Ear Drops, Etc., Etc.

are adapted to and made expressly for the Wholesale Jewelry Trade to whom they are sold solely.

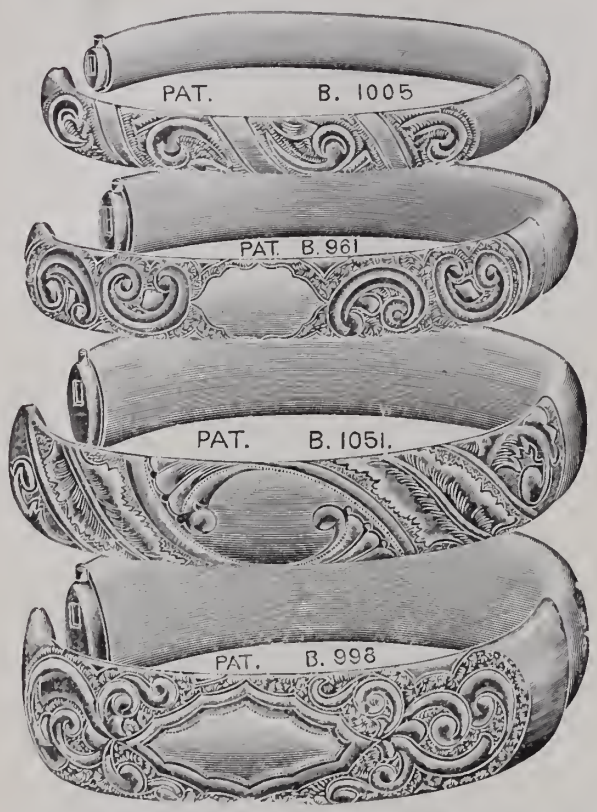
THE R. L. GRIFFITH & SON CO.

Waite-Thresher Building

Abbott Park Place :: :: PROVIDENCE, RHODE ISLAND

TRADE-MARK

BATES & BACON, Attleboro, Mass.



NEW YORK, 9 Maiden Lane
CHICAGO, 103 State Street

MAKERS OF

High Grade Gold Filled Chains, Lockets and Bracelets

We illustrate a few new Patterns of our High Grade Gold Filled Bracelets, made in seven sizes oval Tubing from 1/4, 5/16, 7/16, 1/2, 9/16, 3/4 and 1 inch, same quality stock as when first put into our line, and every Bracelet guaranteed.

We make any wrist-size desired.



From the Manufacturer Direct to the Retail Trade

Mr. Retailer, did you ever stop and consider what that means? Only one reasonable profit to pay, and the maker of the goods to hold responsible for quality and workmanship. We have been selling the retail trade for over ten years, and can refer you to many of the best jewelers in the country as regards our methods, prices and satisfaction.



Bracelets
Chains
and
Fobs

in One-tenth and Quarter Gold are our specialty.







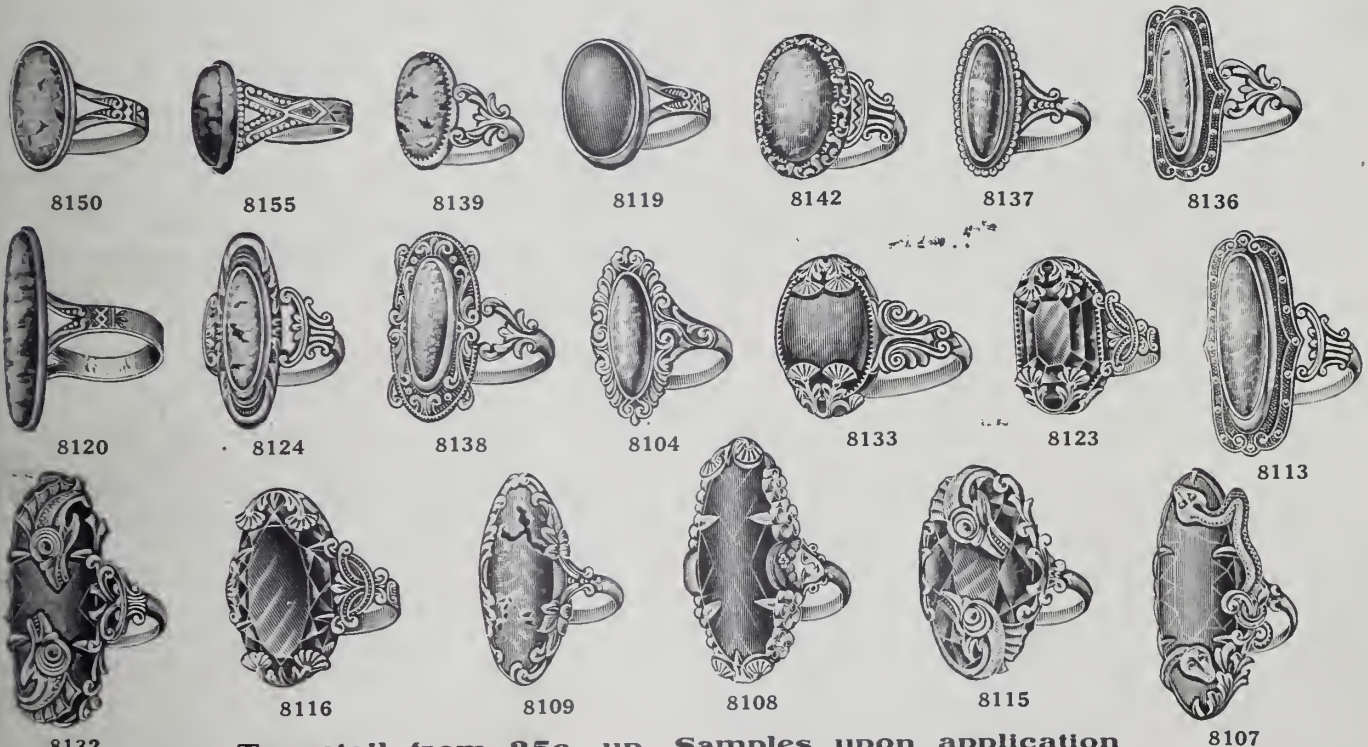
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STERLING SILVER RINGS



To retail from 25c. up. Samples upon application

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A Winner
from the
MARATHON
Line

Nu-Spring
TRADE MARK

The **Nu-Spring Safety Bracelet** cannot loosen and slip down over the hand, as the guard forms a solid circle, keeping it from opening too far, but at the same time it opens automatically for removing. This feature also protects the joint.

Sold Through Jobbers Only

Factory and Main Office Attleboro, Mass.

Attleboro Chain Co

New York Office Room 607 9 Maiden Lane



PATENTED

Thin Model Shaving Brush

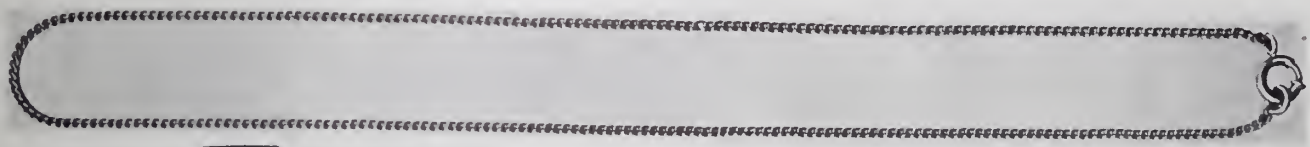
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Size cased—5 inches long x 1½ inches wide x 3/8 inch thick. Made in Parisian Ivory and Ebony handles, Genuine Badger Bristles. A beautiful traveling necessity.

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TILDEN-THURBER CO., Providence, R. I.

HAVE YOU SEEN OUR SOLID GOLD CHAINS, SCARF PINS, LA VALLIERES, ETC ?





Quality *Finish*

PROVIDENCE STOCK CO.

100 Stewart Street
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Look for
PR-ST-CO
Stamped on swivels and
spring rings of all
our chains.

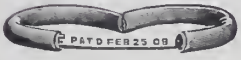
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Insist on your jobber showing you our

CHAINS, BRACELETS, FOBS, Etc.

Made of High Grade Gold Filled, Wear-Resisting Stock



Amorita

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Amorita

GOLD AND SILVER MESH BAGS THAT SELL

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We also Electro-Plate and Repair all kinds of MESH BAGS, VANITY and CARD CASES, LIP SALVES, COIN HOLDERS, PUFF BOXES and JEWELRY of ALL DESCRIPTIONS. Linings in Leather and Glass Furnished.

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JACOB SCHOEN

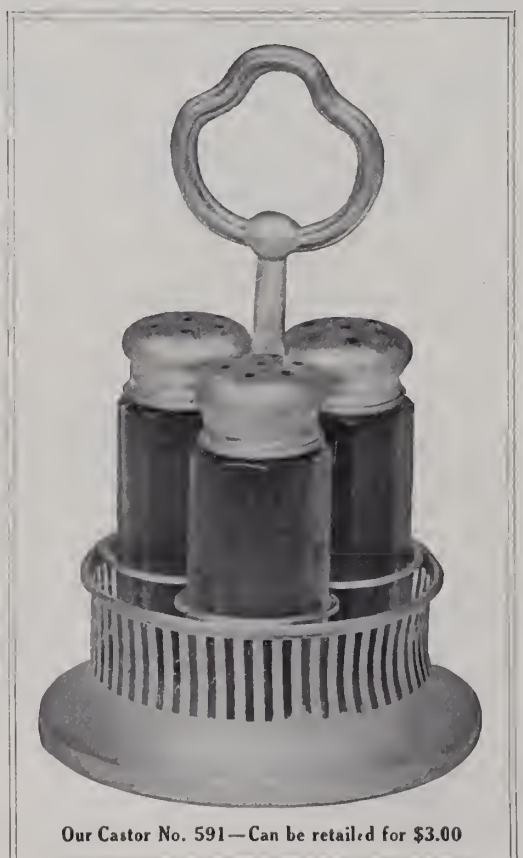
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Write Us To-day for One!



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Pointed Remarks

For 60 Years we have been making a specialty of Gold and Silver Thimbles.



PRISCILLA

For 60 Years we have been making Thimbles for jewelers.



28
Gold Band

For 60 Years we have been selling OUR Thimbles on THEIR MERITS.



146

For 60 Years we have been in the front rank of the Thimble business—and still there.



148

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Silversmiths
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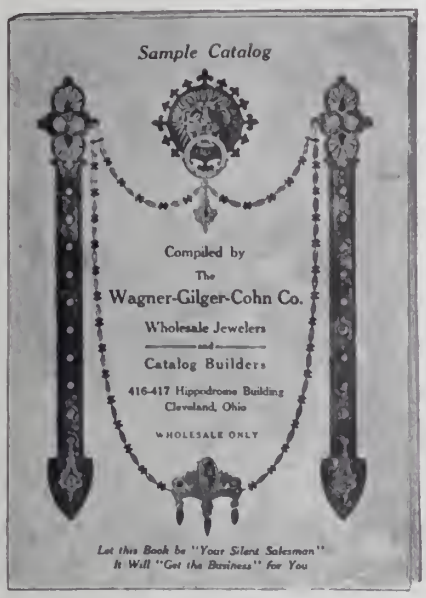
PHILADELPHIA	611 Sansom St.
NEW YORK	13 Maiden Lane; 320 5th Ave.
CHICAGO	103 State Street
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Why? Because it attracts attention, creates a desire to buy and suggests suitable articles to meet every demand.

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No matter where you may be located, this method of advertising accomplishes the same results — immediate returns and a healthy and permanent growth in your business.



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Gold Knives *with* Cigar Cutters

Something New — Sells on Sight

IN 10 K AND 14 K



Ask your Jobber for them.
Also the ✿ line of

LOCKETS	LINK BUTTONS	CHATELAINES	BABY PINS
SCARF PINS	PENDANTS	TIE CLASPS	CHARMS
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THIN MODEL

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Experience shows it to be the

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20 Piece Toilet Set. No. 182. Plymouth Pattern.

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Toilet and Pierced Wares, Mesh Bags in Sterling and German Silver

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NEWARK, N. J.



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Briefly, we consider your interest OURS, and govern ourselves accordingly. As a consequence, goods purchased of us will be a source of satisfaction and pleasure to your customer, and of profit to yourself.

"SELLERS OF SELLERS"

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Our Trade Mark, "The Rose," stands for Quality and Excellence.

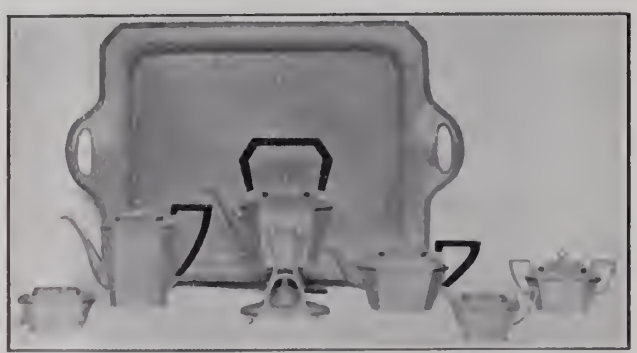
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ARE COMPLETE IN VARIETY, CORRECT IN QUALITY AND PERFECT IN FINISH. WE MAKE EVERY VARIETY OF FINGER RINGS

J. B. BOWDEN & CO.,

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SHEFFIELD PLATE

Also Jewelers Specialties in Pewter, Bronze and Silver.

WE HAVE SPECIALIZED IN THE MANUFACTURE OF "AMERICAN MADE" SHEFFIELD GOODS FOR OVER A QUARTER OF A CENTURY. :: :: :: ::

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Flashy Dashy gold cases are never stamped "SOLIDARITY."

SOLIDARITY CASES have a rich artistic appearance which, often more than salesmanship, effects the sale of a watch.

They are the BETTER CASES for the BETTER JEWELERS.

SOLIDARITY CASES are somewhat hard to get, but they are ***worth the getting,*** at any reasonable effort. A selection package may be had for comparison

THROUGH YOUR JOBBER

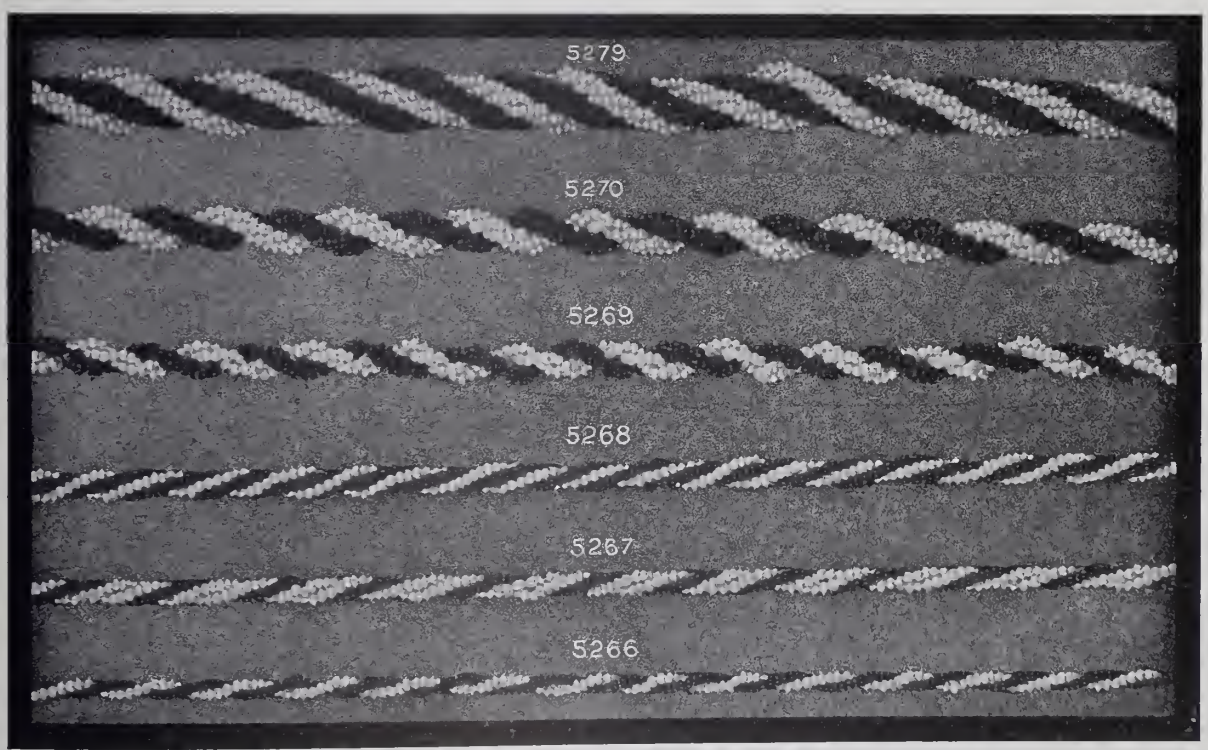
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Platinum and 14-K. Diamond and Enamel Jewelry
Krementz Bodkin Stud and Vest Buttons

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14-K. Jewelry and Rings for Jobbing Trade only
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<W>10K
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Specialties—Boxes, Cigarette, Vanity and Card Cases In Gold and Silver
N.Y. Office, 341 Fifth Ave.
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Toilet Articles, Novelties and Mesh Bags
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Makers of the Celebrated
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WILL BRING YOU RIGHT TO THE

Fountain-Head of the Finest Products Made in 10 and 14k. Gold, Platinum, Diamond Goods, Silver Novelties and Silverware.

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Makers of Profit-making
Distinctively Designed 14-K. Jewelry
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Day, Clark & Co.
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Bracelets, Lockets, La Vallieres
Plain, Engraved, Jeweled
Ladies' and Children's Rings, Scarf Pins, Tie Clasps
Trade-Mark: S 14 C
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Inexpensive
Platinum Diamond Jewelry
18 Columbia Street

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Unbreakable Chains—High Grade 10 and 14-K. Gold and Platinum Chains
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Made in Gold and Platinum
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EASY TO SELL

Show Your Customer

Krementz Bodkin-Clutch Studs and Vest Buttons

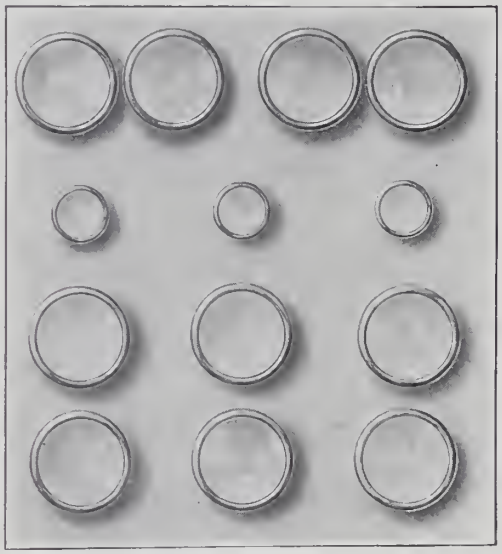
No labored arguments are needed, for a simple inspection will convince any man that they are in every way superior to studs that have Spiral springs, hollow tubes, hinged joints or loose parts, or that require solder in their construction. Made on the same principle as the famous Krementz Collar Buttons, they are Unbreakable, and we can well afford to protect them with the

Krementz Guarantee

Every dealer is authorized to furnish at our expense a new stud or vest button in exchange for every ***Bodkin-Clutch*** that is broken or damaged from any cause.



Go in like a Needle



We illustrate two designs in this ad.

Write for our booklet "Solid Facts," giving full details and for illustrations of the entire line.



Hold like an Anchor

KREMENTZ & CO.

NEWARK, N. J.

NEW YORK: 286-288 Fifth Ave. **SAN FRANCISCO: 722 Shreve Bldg.**

PARKS BROS. & ROGERS, Providence, R. I.
Selling Agents to Jobbing Trade for U. S. and Canada

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"READY TO SET" RING MOUNTINGS

SAFE FOR ALL TIME

When your diamonds are mounted in our Guaranteed Wear-Proof Platinum Tipped Mountings you can rest assured that you will never lose them through having the points over the stones wear off.
Mountings with Platinum Tips cost but 75 cents more than all gold ones.

ARCH CROWN MFG. CO.

NEW YORK OFFICE
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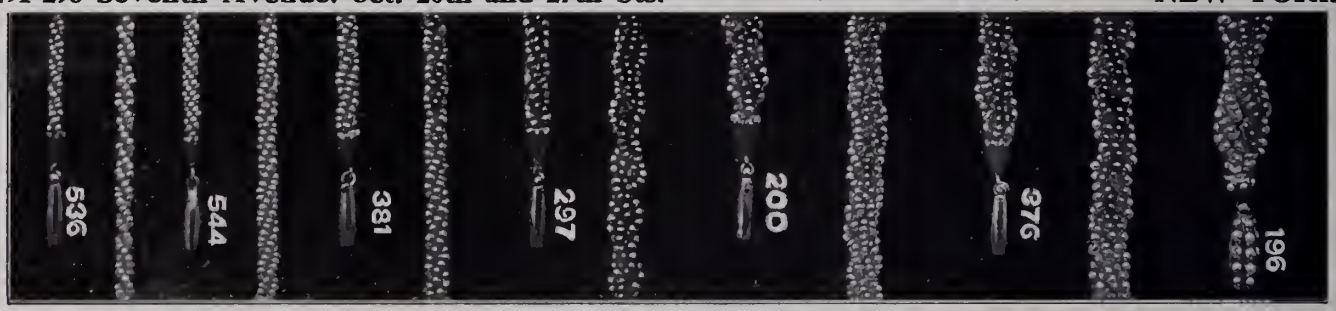
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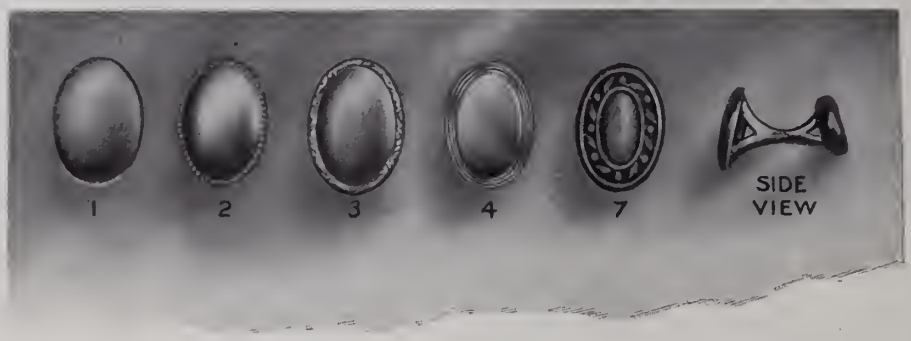
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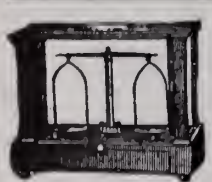
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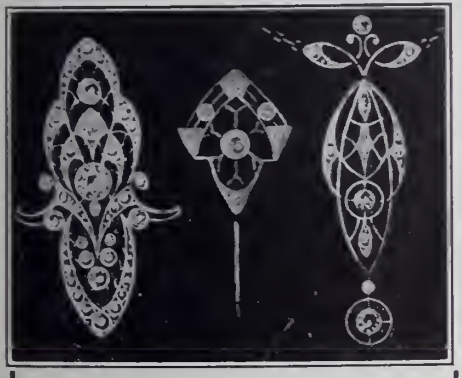
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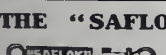

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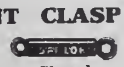
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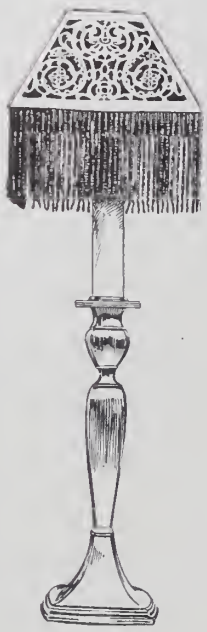
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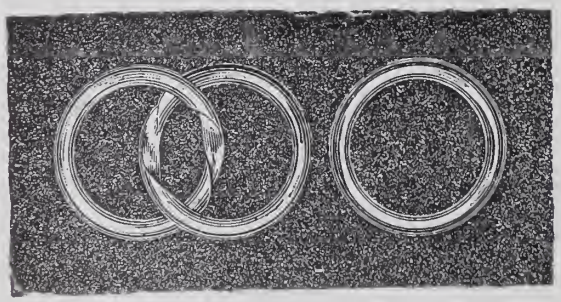
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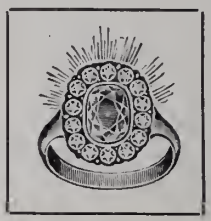
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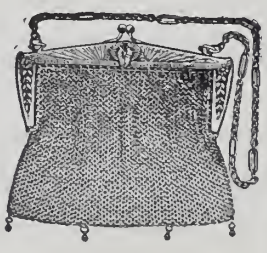
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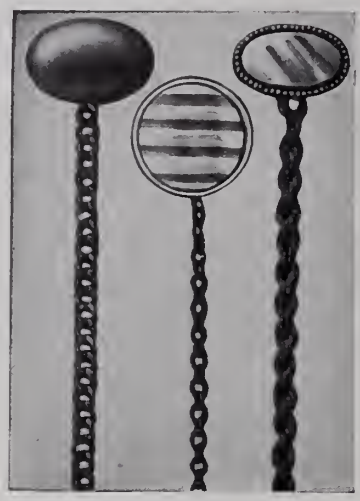
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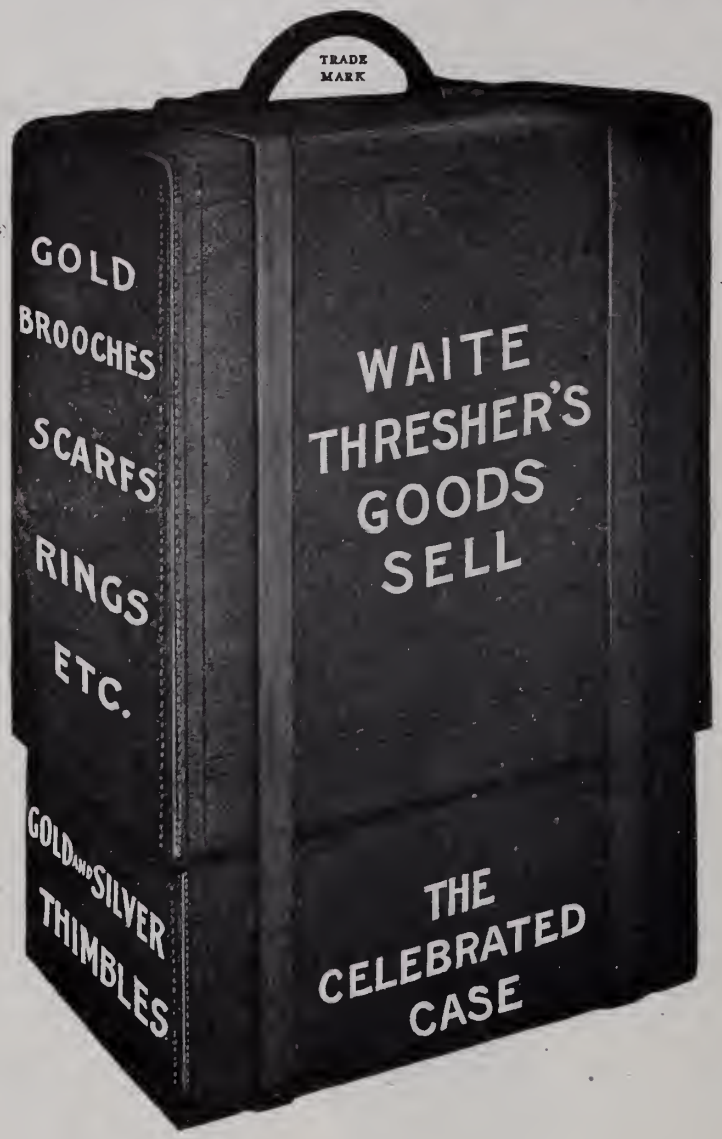
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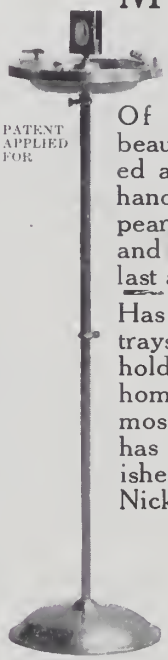
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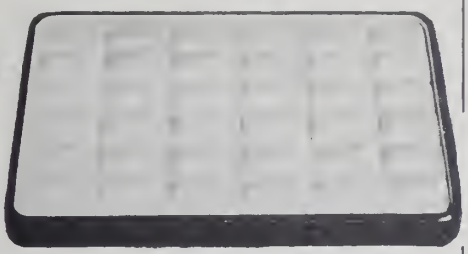
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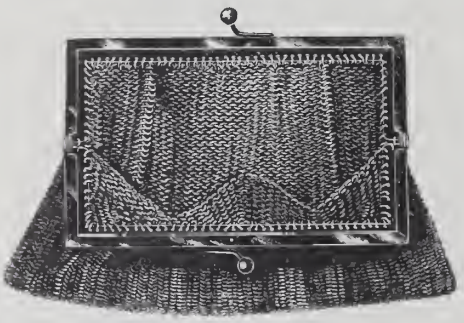
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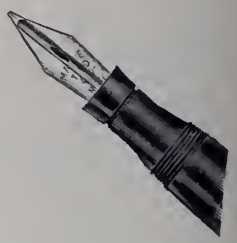
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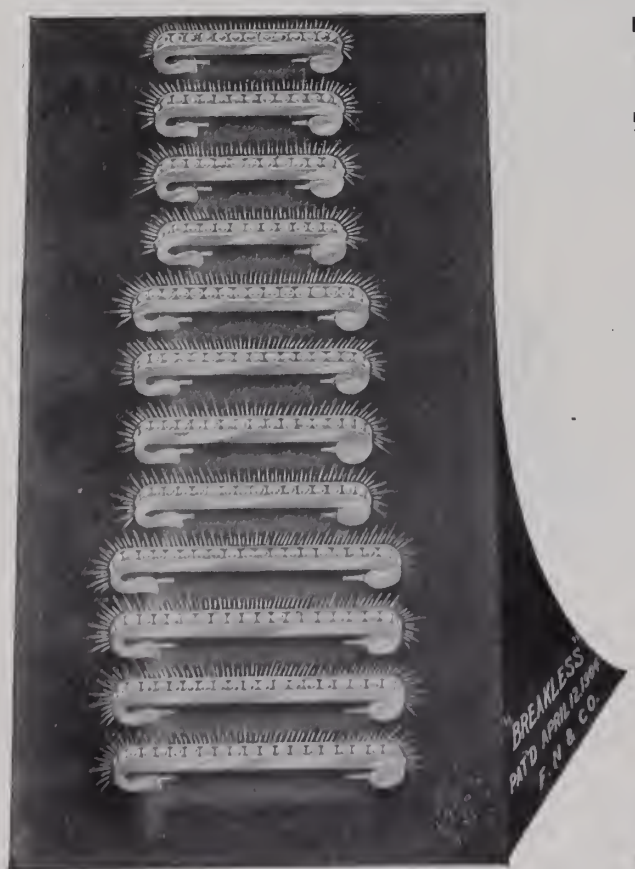
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The point is this: If you display them for thirty days you will have none to return, and it is the re-orders that will pay us both for our trouble. Write for this sample pad to-day.

They retail at $1.00 and up.



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Manufacturing Jewelers

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Established over a quarter of a century



Simmons Cigar Cutter Fob Seal. Pull down base, insert cigar, press back base, cigar is clipped. An innovation that means sales.

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This device is absolutely practical. Strongly and surely constructed so that it will not get out of order. It is attractive in design and finish. It is made plain and chased.

Cut at right shows our number 18823/X Ribbon Fob with safety attachment.

Illustration above shows how cutter works. Pulling down signet base of the seal opens the cutter. Cigar is easily inserted. Pressure on the base of the seal with forefinger clips off end of cigar.

It is attractive in appearance. Its usefulness suggests itself and merely displaying it in your window will attract attention.

This new seal and fob is being distributed among wholesale watch and jewelry houses, and with these fobs is furnished an attractive display card with easel back and punched to carry two fobs. Send in your order at once, and be first to profit by the popularity of this new fob in your locality. If further details are wanted write or wire at once.



Simmons Cigar Cutter Fob Seal mounted on Ribbon Fob 18823/X with safety attachment.

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R. F. Simmons Co., ATTLEBORO, MASS.

"We never follow the Fashions, the Fashions Follow Us"

P.M

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Who can picture a magnificent ornament, to say nothing of a collection of several hundred of them, that changes like a kaleidoscope—this same announcement applies to our charming productions below One Hundred Dollars.

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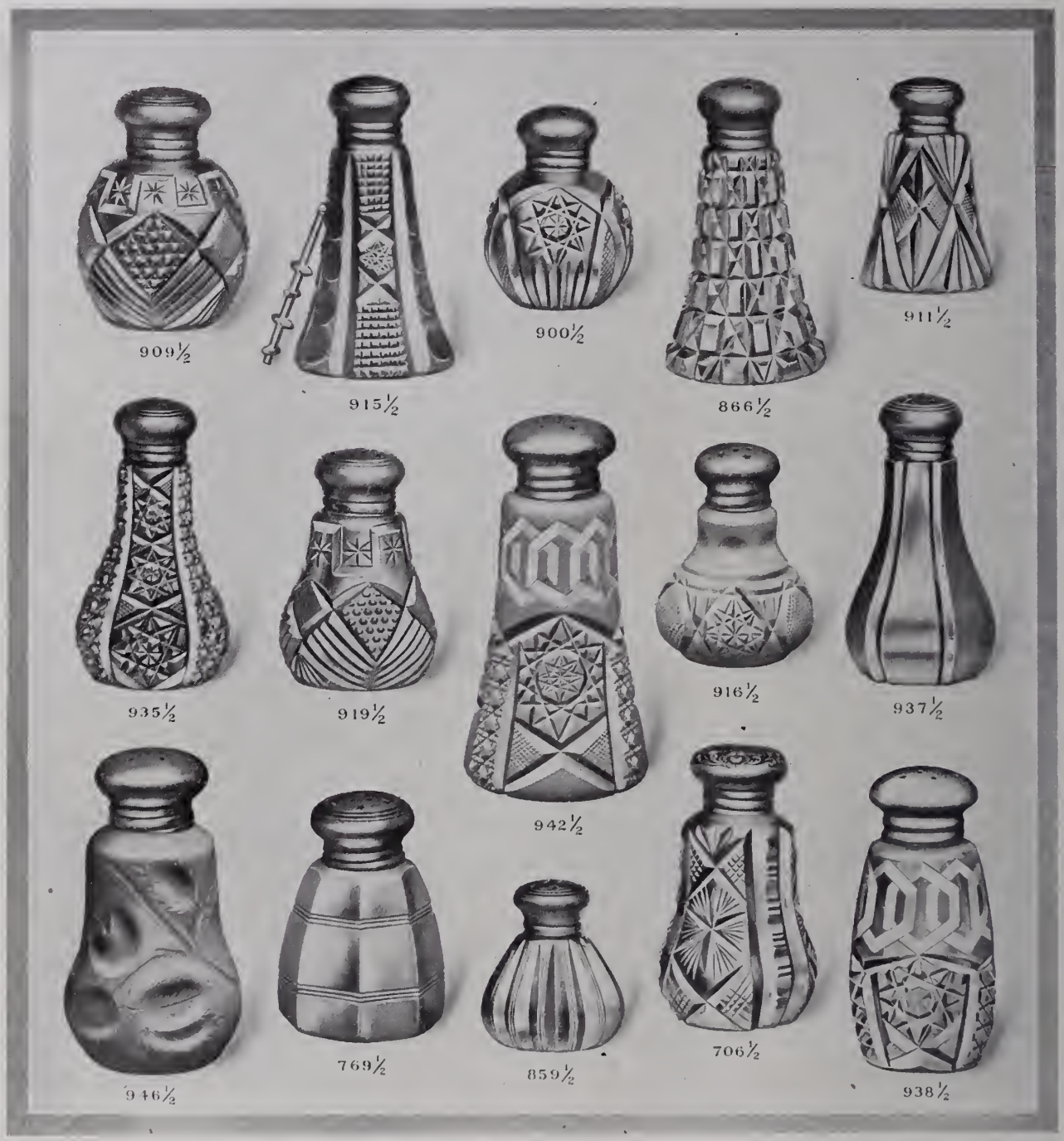
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Where everything latest and best in Jewelry, Watches, Silverware and Jewelers' Supplies is constantly displayed. New York is the broadest and best market for both staples and novelties, and affords opportunities you would seek for in vain elsewhere. What can't be found in New York isn't worth finding.

REDUCED FARES

Special Summer Tourists' Fares have been made from points in territories of the Central Passenger Association and Trunk Line Association, to New York and return, in effect to Sept. 27th, 1911.

For details write to The Merchants' Association, 54 Lafayette St., New York, or consult your local ticket agent.



American Rich Cut Glass

The Salts and Peppers shown are of American Rich Cut Glass, with Sterling Silver Tops. The illustration serves to suggest the variety of patterns in our line of Cut Glass. Every piece is cut from the plain blank by our own skilled workmen and is unsurpassed in artistic effect and thorough workmanship. Illustrations of these or other pieces sent upon request. ***Write for prices.***

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THE JEWELERS' CIRCULAR
WITH WHICH ARE CONSOLIDATED
THE HOROLOGICAL REVIEW
THE JEWELERS' WEEKLY THE JEWELERS REVIEW

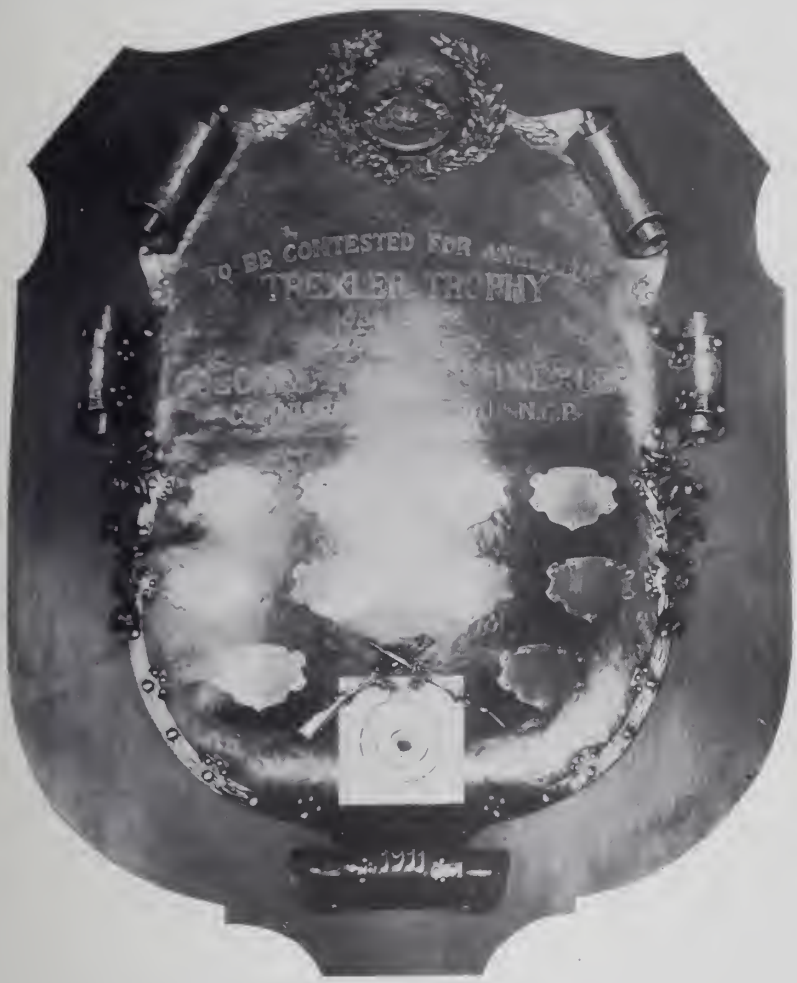
VOL. LXIII. WEDNESDAY, AUGUST 16, 1911. No. 3.

Two Handsome Trophies for Marksmen.

A JEWELRY house of Pittsburgh, Pa., recently made for Harry C. Trexler, Commissioner General of the National Guard of Pennsylvania, and Lieut.-Col. W. H. Kaul, also of the National Guard, two of the handsomest markmanship trophies ever made by a jewelry house for a similar purpose. The Kaul trophy is shown on the front cover of this issue, and the Trexler prize is depicted in the cut below.

The trophies, which are of copper and silver, and in the shape of shields, were displayed in the windows of the makers, the Grogan Co., for a week or two and attracted much attention. The guns and shields shown on the shields, are of silver as is also the target on each. The rim of the shield also is of silver. The names of the winner will be placed on the small silver shields.

All of the raised work shown is of brass. The shields themselves are mounted on oak and present a most handsome appearance. There has been considerable rivalry among the National Guardsmen of Pennsylvania as to which regiment has the best marksmen. The shields will become the property of the regiment which makes the best record in a competitive contest.



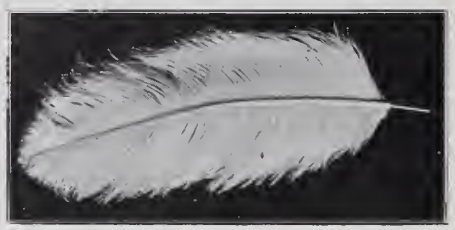
THE TREXLER MARKSMANSHIP TROPHY FOR THE PENNSYLVANIA NATIONAL GUARD.

Panama-California Exposition Gives Work to San Diego, Cal., Jewelry House.

DURING the recent celebration in San Diego, Cal., to signalize the ground breaking for the Panama-California Exposition which is to be held in that city in 1915 many objects of interest were exhibited by the merchants. Among the most prominent were two which were shown by J. Jessop & Sons Co., the jewelers.

One was an immense ostrich feather bearing the gold pen which it is expected President Taft will use in signing the resolution inviting the countries of Central and South America to participate in the exposition here. The feather, which is shown herewith, is 30 inches long and came from an ostrich on a farm in San Diego. The gold pen was mounted in the Jessop establishment.

The other object of interest was a handsome solid gold cup which was given to



OSTRICH FEATHER TO BEAR PEN USED BY PRESIDENT TAFT.

the yacht *Aeolus* to hold for one year as a result of winning the race of July 22, incident to the celebration. The cup, which stands seven inches high, was designed and made by the Jessop house and is valued at



GOLD CUP GIVEN AS PRIZE TO YACHT "AEOLUS."

$300. It bears on one side the seal of the Panama-California Exposition, which shows a ship coming through the Panama Canal. The inscription is engraved above.

About Sept. 1 George R. Green, Boise, Idaho, will incorporate as his business the Green-Griffin Co., Ltd. The capital stock will be $50,000, of which $30,000 is to be paid in.



FASHION AUTHORITIES DEMAND

the correct styles of gentlemen's jewelry to be worn on all different occasions of dress, and that is one of the reasons why there is such a steady and increasing demand for Larter Shirt Studs, Links and Vest Buttons.

Every retail jeweler can sell this line—because our patterns are all up-to-date and correct. The workmanship and construction are perfect and the feature that clinches the sale is the convenience and safety of Larter automatic backs.

Don't let this profitable business get past you. All you need is the goods, our travelers or mail order department will gladly supply you.

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LARTER & SONS
23 Maiden Lane
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LARTER
REGISTERED TRADE MARK

The Past and Present of the Goldsmith and Jeweler.

Address of J. H. Melhening, Chicago, before the American National Retail Jewelers' Association at the Sixth Annual Convention held at Richmond, Va.

MY subject is to consider the past and the present of the goldsmith and the jeweler, looking over the past very briefly, that we may recall something of the high place in history. Dating back to remote antiquity and coming down through the ages the goldsmith outranks by far all other trades and crafts in the estimation of men, even as his wares outranks all other productions in its art and in its high values. Away back in the Scriptures we read: "The Lord spoke unto Moses, saying, See, I have called by name Bezaleel, son of Uri, and I have filled him with the spirit of God in wisdom and in understanding and in knowledge and in all manner of workmanship to devise cunning works, to work in gold and in silver and in brass, and behold I have given with him Aboliab, of the tribe of Dan, and in the hearts of all that are wise hearted I have put wisdom that they may make all that I have commanded thee." Moses had an inspiration from Jehovah to do certain work and to select these goldsmiths and artisans to do the work for him.

But we can go back of the Bible so far as history can take us to ancient Egypt, where we find mention of the skill of the Egyptians as goldsmiths, the cunning workers in gold and silver of the early Hebrews, so honorably mentioned in the Bible, learned their art of the Egyptians.

The Egyptian mode of burial has been the means by which admirable examples of the jewelers' art have come down to us from the far back ages. These examples show unmistakably that the artificers that produced them were well acquainted with various handicraft of Nammerd work chasing engraving and soldering. They also had a full mastery of the processes by which inlays of colored gold and other materials were used as an adjunct to the gold.

The gold manufacturers and jewelers of the Etruscans present to us the first practical examples of the goldsmith's art after the Egyptians.

The specimens of the handicraft power of the Etruscan goldsmith and jewelers which have come down to us show a skill in these arts some 600 or 700 years before the Christian era. Castellini's examples of this class of jewelry revived by him and exhibited at the International Exhibition of 1872 were remarkable specimens of past methods successfully applied to meet modern wants and ideas in the most refined and elegant form.

As might be expected, the Greeks left their impress upon our art. In the early days Roman jewelry was said to be little more than a reflex of the Greek. At a later period Egyptian and Asiatic forms found their way into Roman jewelry.

The next distinct styles of manufacture were the Byzantine of the fifth century and the Anglo-Saxon. With them may be associated the Celtic, all finally leading to the medieval jewelry popularly known as the Gothic. We have Orientalism running through all these, but ever modified by the peculiar spirit of each age. The 16th century brought a great change in jewelry. Gothic art had expended itself, had become fossilized and utterly contrary to the new condition of things which sprang up with the revival of learning in Europe. All of its forms and traditions gave way before the genius of men who were not handicrafts men only, but artists in the best sense of the word, when the jewelers' art culminated in the work of Albert Durce Benvenute Cellini, Holbein and others.

The early jewelers of the Anglo-Saxons in the fifth century were said to be very high in the artistic merit of style and design, showing a closer relationship to classic art than those from other parts of Europe. Many pendants found in Saxon tombs were of elegant design and workmanship. Examples of these are found in the Kensington Museum.

In early English history we read that celebrated goldsmiths were frequently artists and designers of architecture, as well as sculptors, painters and workers in the precious metals. An old writer says: "Its artificers have proved that as a trade it may be reckoned as one of the most distinguished professions. Among the celebrated goldsmiths alone might be obtained a list of founders of peerages containing some of England's greatest names. The Goldsmiths Co. of London as long ago as the 11th century wielded a power in public affairs second only to the King's Government. In 1189 Henry Fitz Alwyn, a distinguished goldsmith, was the first elected Mayor of London. From this time to the 16th century no less than 24 of the Mayors of London were distinguished goldsmiths; many of them served several terms; one was Mayor for 23 years. Many served as Master of the Mint, as Sheriff of London and in other distinguished offices in city and in the State.

The goldsmith in those days worked in silver as well as gold. The Goldsmiths Co. ruled that the trade of goldsmith covered the entire field of the business. The master workman, all who had served apprenticeship and had become journeymen, or the dealer in goldsmith wares.

During the reign of Elizabeth the majority of goldsmiths were located in Cheapside. In 1566 the court books of the Goldsmith Co. show that out of 107 no less than 76 of them were located in Cheapside; the remaining 31 in Lombard St. Charles I., in order to make the approach to St. Paul's grander and to give foreigners an idea of the wealth of the city by the grand display of the precious metals, issued an order in council that no other shops than goldsmiths' should be situated in its leading thoroughfare.

Rushworth, a writer, says in 1629: "At this time the city of London was in great splendor and full of wealth and it was a most glorious sight to behold the goldsmiths' shops all of one row in Cheapside from the end of the street called Old Change near Pater Noster row, unto the open place over against Marcus Chapel at the lower end of Cheapside, there being at that time but four shops of other trades interposed in the row. Later the Privy Council made an order that whereas his Majesty had received information of the unseemlyness and deformity appearing in Cheapside by reason that diven men of mean trades had shops there among the goldsmiths it was his express pleasure to have that disorder removed. After several debates before the King and Council it was further ordered that the goldsmiths should enter into bonds not to keep a goldsmith shop in any other part of the city than in Cheapside, or Lombard St." In King Charles' time—1645—the goldsmiths of Lombard St. received from their customers their spare cash which was delivered back to them, as required, by signing checks as receipts. This system was the origin of banking in England. They allowed 5 per cent. interest. They also loaned on valuables, as collateral, and so became pawnbrokers.

In 1659 Sir George Viner, son of Sir Thomas, was a famous goldsmith of London and banker to King Charles II. After this the term of goldsmith and banker is common.

The little London directory of date 1677 gives a list of the goldsmiths who were also bankers. This list numbers 44 houses. The banking house with the sign "Merrygold" in 1790 originally was the goldsmith shop and existed in Fleet St. in connection with this shop. Sir Francis Child, the proprietor, laid aside the goldsmith's trade and confined himself entirely to banking. As a banker he was called the father of the profession.

John Ruskin said 60 years ago or so in discussing the influence of fashion and change: "Fine goldsmiths' work when it exists is generally the means of education of the greatest painters and sculptors of the day. Francia was a goldsmith. Ghrilandajo was a goldsmith and was the master of Michael Angelo. Veroechio was a goldsmith and was the master of Loenardo de Vince. Ghiberta was a goldsmith and beat out the bronze gates that Michael Angelo said might serve for the gates of Paradise. But if you ever want work like that again you must keep it, though it should have the misfortune to get old fashioned."

In the Middle Ages most beautiful work in the goldsmith art was manufactured in France. France was called the cradle and Limoges, the nursery of the goldsmiths' art.

In strong contrast to the perfect freedom that we to-day enjoy, note this: In 1794, among many restrictions that the Government of France imposed by law upon goldsmiths, was, declaring sentence of death against those that counterfeit stamps, or that insert or solder stamps on other plate. There were 45 different laws relating to the goldsmith and jeweler regulating and restricting them.

In this country the first quarter of the last century, the enterprise of establishing the business of manufacturing jewelry was well under way, as well as that of the

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ALBERT LORSCH & CO.

LORSCH BUILDING, 37 and 39 MAIDEN LANE, NEW YORK

131 Washington Street, Providence, R. I.

Importers and Cutters of

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manufacture of silverware as a distinct and separate line. They were soon known as silversmiths, and the name of goldsmiths, that had formerly included them, was dropped for the term of jeweler as used to-day.

In 1843 a protective tariff gave to the infant jewelry business a new advantage and from that date they commenced to prosper. Several of the factories that hold favor in the market to-day were established before that time. The factory in which I served my apprenticeship was established in the year 1820.

FINE DESIGNS NECESSARY.

The work of the jeweler should exhibit fine draughtsmanship, and especially it should manifest what the artist likes to call artistic feeling. This is especially shown in delicate modelling and shaping, in the naturalness of the figures or foliage. The designer may furnish a beautiful design, finely drawn and shaped and truly artistic. It is given to a workman of the ordinary class to be made up, and is brought to you finished. You place it beside the drawing and the lines are faithfully copied, superficially he has followed his design, but the effect is not satisfactory; it is a little flat perhaps, but altogether it is finely finished.

Give the same design to a workman who has the artistic taste and training and he shows his love of his art by the delicate shaping, lifting the piece from the flat, tapping it gently, enough, not too much, he gives it the fine, delicate and perfect modeling—and this is what is lacking in the other piece. It shows feeling and is worth far more in the market than the first piece, yet the careless, or uncultured observer would consider both about alike.

The work of the jeweler is art work of the first rank and it should be his effort, be he dealer or manufacturer, to hold it up to its highest possibilities as art work.

In the South Kensington Museum is a very finely wrought Japanese Censor in bronze. It is greatly admired for its exquisite workmanship. There are on it birds of great beauty and variety, worked out in perfect detail, every feather finished to perfection. The poses of the birds are natural, their arrangement and surrounding are graceful and satisfactory. Yet the art critic finds that it lacks the artistic, and says that if you should paint the birds in their true colors, you have them before you as stuffed birds—not as live birds. They lack life; they lack expression. A stuffed bird is a dead bird that has been skilfully prepared to represent a live bird. It is an imitation of a live bird and the artist considers an imitation as something unworthy. If an artist paints a dead bird it expresses to you death and you see the rigor of death in its looks. If he paints you a live bird it is a failure unless it charms up with its life-like appearance.

I remember a scarf-pin that I saw years ago, of Japanese work. There was the minute figure of a man, standing erect. At his feet a serpent coiled, with head erect and facing the man in the attitude of vigorously striking at him. The man has both hands above his head holding a pearl of about eight grains that seems massive in his hands, and is in the attitude of vigorous self-defense and about to crush the serpent with his weapon, the pearl. The energy born of tenor in that small figure was very real. The whole thing had expression, it had life, it was artistic.

I chose this Japanese piece representing the stuffed birds to illustrate the attitude of the artist toward the manufactured product of the jewelry factory. They say that it lacks trrue art, that it shows skill in construction, excellence in workmanship and fineness of finish, but that it is more or less mechanical.

Ruskin came out in strong criticism of the art of 60 years ago, not only in the jewelers' line, but in all lines, and he urged simplicity, a return to hand work, an appreciation of the work of the skilled hand that represented and gave expression to inspiration of spirit.

Some years after his disciples organized in England the Arts and Crafts Societies, as they said their effort was "to connect art with labor, thinking by this association to vitalize art and to elevate labor." They said that all good work must be free-hand work. They said that jewelry had suffered by the dying out of the medieval guild. They endeavored, as far as possible, to establish the old guild system in their technical schools and workshops. They said, get out of the mechanical groove in which jewelry has run for so long. A piece of jewelry should be unique; the work of the hand, made especially for the wearer, etc. All of which is very fine sentiment, but very impractical. Handwork, even in its simplest forms, is expensive, and if it has the merit that they covet is very expensive, and is very slow of production. Some one said that God must love common people, because He made so many of them. Where would they get a supply of ornament if all were made by hand, and where would many of them get the money to buy if they wanted?

But the arts and crafts have multiplied both abroad and in this country and have accomplished much for art in jewelry, as well as in other lines, notwithstanding their extravagance in design as well as in ideas. They have searched the world for the ancient in art. The peasant jewelry, the Japanese and Oriental, the Celtic, Jentonic, Gaelic and the barbaric, especially the barbaric. They searched the world for the old that they might restore it and give to it more expression.

Then came the Art Noveau, as it seemed, a culmination of their efforts. The new art was born, not in jewelry alone but in all industrial arts. We now have art fabrics, art papers, art furniture, etc.

The Art Noveau brought fame to Lalique, who was already a master of his art—the foremost jeweler of our day. He is a true artist, he grasped the spirit of the new art, free from forms and traditions, and applied it to jewelry with wonderful freedom and boldness. He searched nature to find in it that which had heretofore escaped—expressions, with infinite recourse of design in naturalistic forms, in human figures, in winged insects, flowers and plants. He used new and neglected materials, new motives, new combinations. The mermaid he may have neglected, but maids of many other combinations, quite as unique, were born in his fertile brain and brought to pass in his workshop to surprise the world. He gave his imagination free play and he dared to give expression to it in a way that the slave to convention never would risk. He dared to do the surprising thing in jewelry, and he certainly lifted it out of the rut of the conventional. It is said that in the effort to supplant the commonplace there is always the tendency to eccentricity, to extravagance and to exaggeration, and that the reckless race after originality ruined much of the jewelry produced under the Art Noveau movement.

But the Art Noveau has passed; its career has stimulated designers to seek new fields and out of it has grown much of original designing. Somewhat after its lines and also after the ideas of the arts and crafts workers. With this period there came the restoration of the semi-precious stones to favor, and the mountings of them in simple and classical styles in hand work, studies of the old art, but given individuality and modern expression. The color effects of the semi-precious stones lending themselves to harmonious color effects with the garments of the wearer. It used to be that the young man would have a few fine scarf-pins, wearing them as his fancy chose without much regard to appropriateness. To-day he has a dozen or more, in a neat case, and in dressing selects the necktie that best harmonizes with his suit and carefully selects from his store the color in scarf-pins that is most pleasing.

The most notable advance in the manufacture of high-grade jewelry of late years came with the introduction of platinum as a setting for diamonds. In Europe, especially in France, the advantage of a white metal as a setting for diamonds was seen, and silver was used even on very elaborate diamond pieces when the pattern is worked out in small diamonds, but silver tarnishes so quickly and so badly that the use of it was abandoned. Platinum is perfection for this class of work. With its introduction came the demand for Melles, smaller, in full cutting, and as fine as the lapidary could produce. The selected and best quality of these brilliant cut as small as 300 stones to a carat, and selling as high as $400 per carat. With these, even the small lines in a design could be paved, and the whole pattern appear outlined with diamonds. The spider-web effect in platinum work of this class gives to the piece the utmost delicacy and lightness of effect imaginable. The making of this work is a matter of most difficult production. Platinum is not as easy to work as gold. The knife-edge gold work so popular a few years ago could not be made in platinum in the same way as made in gold. That is, made of knife-edge stock drawn down, shaped, pieced up and soldered together. The platinum would warp in heating, and does not solder easily, perfectly and strong as the gold. In producing platinum work the metal must be rolled to the required thickness, the pattern marked out on the surface, and the workman, with saw and file, works down very carefully to the hairlines. This work requires great care, much skill, much time and much patience, and, as you know, cost

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much money. The workman who excels at it must make it a speciality.

The fine-lace effects and spider-web effects in the highest-grade platinum work, when mounted with the modern-cut melles, representing the highest of the lapidary's skill, besides which the best of old-time cutting looks coarse when made by our best modern manufacturers far excels any and all productions of the past in the way of artistic diamond setting. I believe it has come to stay notwithstanding the great cost of its production. Gold at last has met a rival in the field of jewel setting. The royal and glorious diamond has found at last a perfect setting, just as the stars in the sky, set in the azure blue, are perfectly placed and could never be improved.

A short time ago what appeared to be a fine platinum diamond pendant of the popular circular shape was held up before me at a little distance for my admiration. I thought it a very effective piece, it looked quite attractive. I asked to handle it, and on looking closer saw that it was imitation. It is a sore spot to manufacturers of handmade high-grade goods that the manufacturers of the imitation and cheaper goods so soon had the market flooded with their new patterns.

Jewels and jewelry are costly, high art is costly, very costly. Only the wealthy can indulge in genuine and best things. Shall the rest of humanity go entirely without ornament for their adornment because they cannot buy that which is genuine and best?

Can't you see that these are doing a good and greatly commendable work in supplying for poor humanity that to which they can attain to satisfy their craving for the beautiful and ornamental for their adornment. When I see a pretty shopgirl with a $10,000 string of pearls on her neck, going down the street, perhaps to her employment, I am glad that while God made pearls so rare that only the opulent may wear them, man has been able to make a substitute for them so like in appearance that common humanity may enjoy the beauty of the pearl to the full.

Now, while we here seem to commend the imitation as filling a very useful place, yet there is a use of the imitation that is very ignoble and greatly demoralizing. When a lady of wealth, who lives in luxury and moves in the higher circles of society thinks that her standing will successfully pass off the imitation as the genuine article, and she selects at her jewelers the imitation of the pearl necklace of high value and adds to it a fine genuine diamond snap to help secure it from detection, then when appareled in garment rich and grand and of finest possible texture, she clasps the imitation to her neck, you have a standing lie of great magnitude—a lie that is repeated every time it is worn. A Scotch jeweler calls the imitation pearls "base pearls." Base pearls—a very good name for them when put to this use. The shopgirl may wear them and no one is deceived. There is no attempt at deception.

Dealers are often heard to say that the product of our jewelry manufacturers is lacking in originality. Many of the lines from different factories look alike. Naturally manufacturers watch the market to learn which styles are selling best and are most popular, then they shape their efforts in that direction—not exactly copying direct, but designing in the same general style they fail to produce originality in their goods, although they give variety and diversity to the ruling style.

Now, gentlemen, as you are the judge and jury in this case, and as you desire to get away from the stereotyped and conventional that you may provide for your customers goods of artistic merit and originality, then you should encourage the manufacturer who will devote himself to their production and who will leave the beaten path and produce goods, not cheaper than others, but different and of greater artistic merit. You should consider it an important part of your business to cultivate a taste for and a love of the artistic and the beautiful; cultivate a high appreciation for the flowers of the mineral kingdom and for the products of the workshop when excellence is attained. The products of the workshop are brought to you to pass upon. You are the judge and with arbitrary power approve or condemn. If you are a true jeweler, with cultured tastes, you will select that which has artistic merit, that which has true beauty and excellence of design. If you are simply a merchant with no particular regard for your wares, and considering them only as a means of profit, then you will select, in all probability from the manufacturers of like views, he whose whole aim is to produce goods at the lowest possible price. The retailer being the man between the manufacturers and the public, is in a large measure responsible for public demands. It is he who shapes public opinion and public taste, through his advertising and his display, as well as in his arguments in setting forth the merits of his goods.

It is apparent, then, if greater perfection is to be attained in the making of jewelry, that the people must be so educated in their tastes that the public demand will be such as will insure a market for really artistic work. With this demand must come a realization that those things that are high-grade are costly, both in brain and labor, as well as in material entering into their construction. In order, then, to create and maintain a high standard of art and of excellency that shall maintain the dignity and honor of our high calling as jewelers before our patrons, we must depend upon you who stand between the manufacturer and the public. We must depend upon you to create and educate in the people a taste for the things of real value, the things that represent the best attainment of the goldsmith and the jeweler's art. And while it is your business as retailers to continually keep in advance of your patrons, whose artistic ideas and demands you are shaping, it is our duty as manufacturers to not only meet your demands, which are in truth public demands, but to also, in our relations with you, keep well in touch with your needs and requirements, that we may guide our efforts thereby. The public being thus enlightened by our co-operative efforts, will come to demand those things which will tax our best energies to produce. The time will be when honor will again come to the man who has by work and thought and the true artistic genius made the thing of artistic excellence too valuable for the melting pot, the things that will be kept through time as masterpieces of his personality worked into precious metals.

So it is with the pastmasters in our art. Our museums contain much of their handiwork. Each piece is a memento of the hand of its creator, and its real value is that there is in it the heart throb of a bygone genius who worked with inspiration in the imperishable materials that God created for just such work, the imperishable gold and platinum, the undestructable diamonds. Yet the chief value is in the work of the man and not in the precious materials. Even in our commercial age, with its hurry and keen competition, there are personalities that stand out above the crowd, who have created a name synonymous with the high merit of their work and the excellence of their creations. You can name these men and I can name them. Few of us cannot.

I extolled to you the merit of a Japanese scarfpin. Yet I have seen productions of our American workmen equal it in artistic merit, and I believe equal, yea, I will say superior, to any productions of the kind made in the glorified past. Many of the well trained workmen of Europe have emigrated to our shores, supplying our American workshops with skilled labor of a very high order. The average American jewelers shop is about as cosmopolitan a place as can be found anywhere, the best skill of many nations working side by side with the American worker. Perhaps this is the reason that we have so far been backward in establishing for the jeweler art schools and technical schools for the advancement and higher education of our workmen. France, Switzerland, England and the other nations have long since established such schools, and their work is being prosecuted with great vigor and great efficiency. This is a part of the commercial race of the nations, with thousands of workmen busy every night trying to learn new things about their trade. Germany has worked out the most complete system of trade education. These schools offer a substitute for the always unsatisfactory apprenticeship of the workshop. Of these workshop schools there are in Berlin alone 50 of them, and in Germany 300, with workshop classes 15 or 20, drawing classes about the same number, and general classes of about 30. You have horological schools and engraving schools, established for the education of your helpers.

The jewelers' technical school has just come, and will come soon in large numbers. From it you will also draw much-needed helpers; the prosperous dealer who wishes to supply his store with competent help will seek their graduates. He will send his son, or his most promising young men, to learn something of the artistic and the practical pertaining to their business. They would there learn enough to appreciate the artistic skill and earnest labor that enters into high art work, and with such appreciation on the part of a trained retailer the demand for true handiwork of a high order would be greatly increased.

Such training would be invaluable in

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any prosperous store, and would make the man who has had the benefit of it a true jeweler, one who would love the artistic and would educate his customers to have confidence in him and to trust him as a jeweler in question of taste; he would teach them to appreciate the jeweler's are because of the merit that he sees in it and can point out to them. The jeweler should inspire and educate with such appreciation of the artistic in the wares that he offers. Jewelry exists entirely for its beauty, and if it lacks that quality it is worthless.

I have in my mind an old jeweler who was my ideal as such. He loved the jewels that he dealt in. A new specimen of unusual merit he handled with so much of appreciation and of admiration as would inspire any observant onlooker to a like appreciation; and with all he had the fine courtesy of a true gentleman. A lady entered a room when all of the seats were occupied. This old gentleman arose and gave her his chair. As she took the seat she said: "Thank you, you are a jewel." "Oh no," he replied, "I am a jeweler; I have just set the jewel."

The jeweler and the gentleman should be one.

Recent Decisions by Board of United States General Appraisers on Sapphires, Jewelry, Beads, Etc.

The Board of United States General Appraisers, New York, has rendered a number of decisions in the past week which are of interest to the jewelry trade. Among them are the following:

Wells, Fargo & Co. imported small pieces of sapphire, cylindrical in shape, which were assessed with duty at the rate of 50 per cent. ad valorem under Par. 112, Tariff Act of 1909. The importers made a claim of 10 per cent. under Par. 449 of the same act. The Board held the sapphires in question to be precious stones, cut but not set and suitable for use in the manufacture of jewelry, and accordingly sustained the protest, declaring the 10 per cent. duty applicable.

Hensel, Bruckmann & Lorbacher imported pocket book frames of brass set with imitation precious stones, the frames being intended to be made into articles of utility and silver coin purses intended for the same purpose. The Board sustained the protest of the importers that the merchandise was dutiable at 45 per cent. under Par. 199 of the present tariff act.

B. Illfelder & Co. imported 20 gross of glass bead chains. The appraiser reported the merchandise to be necklaces composed of beads. The Board held the articles dutiable at 35 per cent. under Par. 431, as toys, thus sustaining the protest of the importers.

The Newman Import & Mfg. Co. imported imitation jet composed of glass or paste, which was assessed for duty at 60 per cent. as articles of cut glass, under Par. 98. It was claimed dutiable at 20 per cent. under Par. 449 or at 45 per cent. under Par. 109. The claim for duty at 45 per cent. was sustained.

Henry C. Schafer, Grundy Center, Ia., is reported to have sold his business to his father, A. C. Schafer.

Thief Who "Switched" Ring at Jewelry Store in Lynn, Mass., Sentenced to One Year in Prison.

LYNN, Mass., Aug. 9.—A man giving the name of John Voelker, who recently stole a diamond ring from the store of E. A. Doyle, this city, and was caught after a long chase, has been tried in the local court and sentenced to a year's imprisonment. On the chance that he may be wanted elsewhere, and also to warn other jewelers should he continue his nefarious practices after serving his time, his picture is published herewith.



JOHN VOELKER, SENTENCED AT LYNN, MASS.

On the prisoner was found a pawnticket for the diamond ring, which he had pledged for $125.

As told in the last issue of THE JEWELERS' CIRCULAR-WEEKLY, Voelker entered Doyle's store Aug. 4, and asked to see some diamonds. He selected a stone valued at $150 and handed Doyle $10 as a deposit. Directly afterward he asked for his deposit back and offered the diamond, but when the jeweler looked at the ring he saw that it was a cheap imitation and not the one he had given him.

Voelker immediately rushed for the door with the jeweler in pursuit. About 200 people joined in the chase, and Voelker was captured. While on his way to the police station Voelker tried to get rid of a number of rings with imitation diamonds.

Jewelry, Clocks, Watches, Silverware and Kindred Lines Exported from New York.

WASHINGTON, D. C., Aug. 9.—The following were the exports of jewelry, silverware, optical goods, clocks, watches and kindred lines from the Port of New York for the week just ended:

Berlin: 2 cases watches, $275.
Bremen: 37 cases clocks, $14 800; 1 case watches, $900; 1 case jewelry, $240
Buenos Aires: 1 case plated ware, $222; 4 cases optical goods, $654.
Callao: 1 case plated ware, $149; 19 cases clocks, $297.
Colombo: 5 cases clocks, $141.
Colon: 1 case plated ware $240; 14 cases clocks, $177.
Curacao: 6 cases plated ware, $328.
Fayal: 36 cases clocks, $345.
Frankfort: 3 cases optical goods, $232.
Glasgow: 2 cases clocks, $110.
Hamburg: 8 cases clocks, $214; 67 cases silverware ore, $50,000; 4 cases optical goods, $1,161; 8 cases jewelers' sweepings, $7,000.
Havana: 1 case silverware, $141.
Havre: 2 cases jewelry, $251; 1 case silverware, $250.
Hull: 1 case optical goods, $113.
Karachi: 1 case plated ware, $100.
Kingston: 1 case plated ware, $147.
Liverpool: 1 case jewelry, $500; 4 cases jewelers' sweepings, $1,200; 1 case optical goods, $195; 19 cases clocks, $378; 2 cases plated ware, $582; 8 cases jewelers' sweepings, $10,000.
London: 72 cases watches, $5,699; 1 case jewelry, $486; 8 cases optical goods, $3,212; 39 cases clocks, $1,488; 7 cases optical goods, $5,374; 13 cases clocks, $482; 36 cases clocks, $615.
Melbourne: 53 cases plated ware, $4,761; 8 cases optical goods, $464; 181 cases clocks, $3,148; 3 cases plated ware, $101.
Montevideo: 8 cases plated ware, $456.
Moscow: 3 cases optical goods, $516.
Para: 10 cases jewelry, $3,347; 55 cases clocks, $616; 4 cases watches, $540; 5 cases optical goods, $560.
Port Limon: 2 cases plated ware, $140; 8 cases clocks, $133.
Rangoon: 34 cases clocks, $710; 12 cases plated ware, $193.
Rio de Janeiro: 5 cases optical goods, $441; 1 case jewelry, $138.
Shanghai: 1 case jewelry, $228; 17 cases clocks, $142.
Sheffield: 5 cases jewelers' sweepings, $5,000.
Southampton: 1 case jewelry, $400; 1 case optical goods, $100.
Stuttgart: 1 case plated ware, $100.
Sydney: 27 cases clocks, $1,031.
Tunis: 24 cases clocks, $319.

Isidore Barkass, New York, Makes Assignment and Petition in Bankruptcy Is Filed Against Him.

A petition in bankruptcy was filed last Thursday in the United States District Court, New York, against Isidore Barkass, manufacturing jeweler, at 139 Hester St., New York, by Paul Bass, who claims that Mr. Barkass owes him $750 for goods sold and delivered. It is alleged that preferential payments have been made amounting to about $3,000 and that property and accounts valued at $2,000 have been assigned. The assets are placed at $1,500 and the liabilities are about $10,000.

In the petition it is stated that there are less than 12 creditors. Mr. Barkass had previously made an assignment to Morris H. Mann.

Mr. Barkass commenced business in this city in May, 1909, having previously been with his brother as Barkass Bros. at 81 Chrystie St.

Market Prices for Silver Bars.

The following are the quotations of silver bars in London and New York as reported last week:

	London.	*New York selling price, .999 Basis.*
August 8	24 1-16d.	$0.54¼
" 9	24 1-16d.	.54¼
" 10	24 1-16d.	.54¼
" 11	24 1-16d.	.54¼
" 12	24d.	.54⅛
" 14	24d.	.54⅛

G. M. Lockner, Bigelow, Kans., has left that place and gone to Beattie to engage in business there.

Little & Brown, Manchester, N. H., have been succeeded in business there by Winfield S. Brown.



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In variety, beauty and novelty of design, our stock of Diamond La Vallieres and Pendants is unequalled, and is always timely because we are constantly adding new and up-to-date pieces—all selected diamonds, platinum mountings, **Wheeler Workmanship.** We always have something new to offer.

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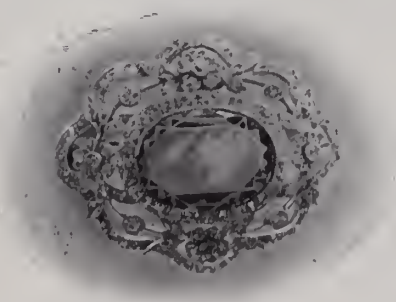
You will not find anywhere a choicer stock of Loose Diamonds than we have. Our stock includes every grade and size, all rightly priced, and you can depend upon any diamond you get from us being just what we say it is.

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makes a stone of surpassing beauty—especially when that gem is artistically mounted with a proper setting of diamonds

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Louis Bartole, Who Stole Watches and Other Articles in Pittsburgh, Proves to Be an Old Offender.

PITTSBURGH, Pa., Aug. 12.—Louis Bartole, under arrest here, who first posed as a Cincinnati jeweler, yesterday admitted that he was guilty of a dozen thefts in Pittsburgh, but so far as known now he only robbed one man in Pittsburgh identified with the jewelry business. He is Jacob Henrici, whose place he entered with a skeleton key and stole 24 silver watches, 12 gold-handled pens, 12 pearl-handled knives and 24 fountain pens. "Guilty of all of these thefts," said he when the man who says he is 73 years old was confronted with the evidence, "I must be crazy. I have a



LOUIS BARTOLE, WHO POSED AS A CINCINNATI JEWELER.

mania for entering stores. No sane man—no burglar in his senses would do the things I have done. Why all my thefts in Pittsburgh have not brought me $25. Something appeared to flash through my brain that would tell me to steal—that I owned any store that I might enter. It was easy for me to enter almost any store where the door was equipped with a flat ordinary lock; but though these people here say the goods I stole amounts to hundreds of dollars, I don't believe I received the amount I have said I got for them." The old man was telling his story to Magistrate J. J. Brady. His workhouse sentence of 30 days expired, he will face a number of charges for entering building with intent to commit a felony.

Bartole claims that he is a graduate of Innsbruck University and that his father was at one time a Boston jeweler, but returned to Switzerland. The language which Bartole uses gives evidence of his education. He says that he has been in Houston, Tex.; Washington, D. C.; Moundsville, W. Va., and other large cities and towns in the country, and admits that he served several terms in penitentiaries. He said that he promised his wife when he last was released from prison that he would not yield again to temptation, but that his habits got the better of him. Superintendent of Police Thomas A. McQuaide aided in Bartole's identification and recognized him as a man he had seen in Washington 10 years ago and then known as "the parson burglar."

Bartole ascribes his downfall to the Galveston floor, in which he lost everything he had.

Bartole is said to be a clever thief, and when arraigned and held for court to answer additional charges he related how he entered one Liberty Ave. store and how a watchman had accosted him as he was coming out of the store. "Everything is all right watchman," said Bartole, and the watchman believing that the man was identified with the place passed on and said nothing.

Bartole indignantly denied that his wife was mixed up in any of his transactions elsewhere. It is quite likely that other cities will want Bartole, but Pittsburgh has a prior claim on him. The ease with which he unlocked doors equipped with flat locks is a subject, the police say, which merchants should attach importance to and do away with locks of this pattern.

PITTSBURGH, Pa., Aug. 12.—Samuel Hill, a jeweler at 84½ Washington Pl., who was arrested on an alleged charge of receiving stolen goods from Bartole, was discharged to-day. Bartole told the police that he had sold ooods to Hill, and the latter admitted buying them, but declared he did not know that they were stolen, and would not have bought them had he the least suspicion that anything was wrong. The police were satisfied with his story and ordered his release.

Death of Charles R. Tennant.

DUNDEE, N. Y., Aug. 10.—Charles R. Tennant, engaged in the jewelry trade in one location for 41 years, died last night after an illness which had extended over two years. Death was due to a complication of diseases. His widow, Emma Murdock, whom Mr. Tennant married on Nov. 17, 1870, survives.

Mr. Tennant was in his 68th year. He was born here, and after securing an education, he went to Penn Yan, where he learned the watchmaker's trade with O. G. Bryant. About the time he concluded his apprenticeship, the Civil War broke out and Mr. Tennant enlisted. He served in the Navy, and after his discharge returned to Dundee and opened a jewelry store.

Deceased was located in one store for 41 years, retiring last Fall because of failing health, the dean of Dundee's business men. He was a member of Dundee Lodge No. 123, F. and A. M. His funeral takes place Saturday.

Swindler Gets Diamond Ring from Clerk of Dover, N. H., Jeweler by Working a Very Old Trick.

DOVER, N. H., Aug. 12.—Auren W. Hayes, retail jeweler of this city, lost two diamonds rings valued at about $200 this week, a confidence man playing an old thick successfully on one of his clerks.

The swindler represented himself as J. W. Gorman, proprietor of a vaudeville company giving a show in the city, and asked to have two rings which he selected sent to the theater for his wife to inspect. Accordingly they were sent in care of Edward McClintock, one of Mr. Hayes' clerks.

The pretended proprietor, for such he proved to be, met McClintock at the door, saying that his wife was in one of the dressing rooms, and added that he would like to take the rings in to show them to her. The clerk waited long and patiently, but his customer did not return, and it was finally discovered that he had presumably passed through the dressing room and made his exit by another door.

McClintock notified his employer, and the police of Dover and other places have been furnished a description of the thief, who got out of town without being apprehended.

Importations at the Port of New York.

Weeks Ended Aug. 6. 1910, and Aug. 5, 1911		
Chine, glass and earthen ware:	1910.	1911.
China	$70,195	$64,638
Earthen ware	13 821	13,883
Glass ware	21 422	38,556
Optical glass	62	3,511
Instruments:		
Musical	70,091	12,527
Optical	17,189	14,290
Philosophical	4,024	2,934
Jewelry, etc.:		
Jewelry	22 585	23,590
Precious stones	1,714,641	883,958
Watches	28,839	36,999
Metals, etc.:		
Bronzes	2 022	1,578
Cutlery	20,329	41,907
Dutch metal	.....	.....
Platina	67,223	62,880
Plated ware	540	.....
Silverware	1,793	162
Miscellaneous:		
Alabaster ornaments	546	13
Amber	8 995	86
Beads	2,325	8,674
Clocks	10 030	14 790
Fans	4,000	2,762
Fancy goods	15,637	24,589
Ivory	30,490	5,093
Ivory, manufactures of	1,059	262
Marble, manufactures of	12,657	2,815
Statuary	9,048	1,174

One of the most daring robberies ever committed in San Jose, Cal., occurred at that place recently, when three masked men entered the jewelry store of M. Yoshida and escaped with jewelry and watches valued at $1,000. Mr. Yoshida was asleep in the rear of the store at the time when the burglars entered, and they forced him at the point of a revolver to hand over the keys to his jewelry showcases.

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Bouton Pearls Fine, medium and ordinary qualities; the most representative stock in this country.

Round Pearls White and light-tinted, in many different grades, at attractive prices.

Baroque Pearls The largest and best assorted stock that has ever been shown.

Most of these goods were bought before the recent advance, and our prices are figured correspondingly low.

Rose Diamonds A large line of good values.

Synthetic Stones The best only, in luxurious variety.

Japanese Pearls A profit maker for the manufacturer and retailer.

Rajah Indestructible Pearl Guaranteed to stand hot water and acid test. Remarkable for its beautiful lustre and wearing qualities.

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American Pearls

Leaderhip and Liberality

They were discussing the secret of business leadership at a Jewelers' club, when one of them said:

"As I see it, every leader has gained his leadership through liberality—paying generously for the best service or goods he could get.

That's the reason Brower has attained leadership in the American Pearl trade: Paying more liberally than anybody else, sellers naturally drift to him, and the buyers must come in their wake. No wonder he handles 90% of the American Pearls produced. No wonder he is known as

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6 Avenue de Keyser

Death of Theodore A. Kohn.

Theodore A. Kohn, for many years a prominent retail jeweler of New York and head of the firm of Theodore A. Kohn & Son, died at Bayshore, Long Island, last Friday morning of a complication of diseases aided by the declining strength of advanced years. He had been able to be about until recently and had been spending



THE LATE THEODORE A. KOHN.

the Summer at his Summer home at Bay Shore. The funeral was held Saturday afternoon at Fresh Pond, L. I., where the remains were incinerated.

Theodore A. Kohn was born in Bavaria, Germany, May 24, 1833. He came to this country when 19 years of age and went to Portland, Ky., later going to Philadelphia, where he remained for a time. He came to New York in 1858 and started in the jewelry business with his brother-in-law, A. Frankfield, as A. Frankfield & Co. They had two stores, one at Eighth Ave. and 33d St., and the other at Sixth Ave and 14th St., Mr. Kohn being in charge of the latter store. In 1889 he withdrew from that business, and organized his own firm, starting in business with his son, Albert, at 56 W. 23d St. under the style of Theodore A. Kohn & Son. Another son, Emil, was admitted in 1892 without change in the firm name. The business was conducted at the 23d St. address until 1904, when the building at 321 Fifth Ave. was erected and the concern moved into it. In 1908 the business was incorporated. Mr. Kohn withdrew from active participation in the affairs of the concern about 15 years ago.

Mr. Kohn was a man of varied talents and had a host of friends who join in extending sympathy to the bereaved relatives. He was an expert electrician and was deeply interested in mechanics. He also possessed a love for art, and after he retired from the jewelry business devoted much of his time to painting, in which he showed more than ordinary skill. He was a thorough student and could speak five languages fluently. He was a man of pleasing address and made many friends, not only in business but in all other walks of life.

Deceased is survived by his widow, three sons, Albert M. and Emil W., who are conducting the business at 321 Fifth Ave., and Robert D., an architect; also by one daughter, Dora (Mrs. Eugene W. Stern).

Death of Adelbert A. Webster.

Adelbert A. Webster, senior member of the firm of A. A. Webster & Co., 440 Fulton St., Brooklyn, died last Thursday at his home on the Merrick Road, Freeport, L. I., following a stroke of apoplexy. The funeral services were held on Saturday from his late residence in Freeport, the Rev. Dwight L. Jordan, formerly of the Brooklyn Tabernacle, officiating. The body will be brought to Brooklyn and interred in the family plot at Greenwood at the convenience of the family.

Adelbert A. Webster was born 69 years ago at Hartford, Conn., where he spent his early life and received his education. Later he went to the Monroe Collegiate Institute, Eldridge, N. Y. In 1859 he came to Brooklyn with his brother, E. G. Webster, and the two started a silverplating business under the style of E. G. Webster & Bro., which they conducted for several years. The firm dissolved in 1886, at which time Mr. Webster started in the retail business. Shortly afterward he associated himself with J. A. Lewis under the style of A. A. Webster & Co., which continues to the present day.

During his residence in Brooklyn up to a few years ago, when he moved his home to Freeport, he was a member of the Thorp Ave. Congregational Church and for 25 years was superintendent of the Sunday school. Upon moving to Freeport he became active in local affairs there and was shortly made secretary of the Freeport Board of Trade and was also a member of the Freeport Club, Clinton, Conn., and the Royal Arcanum.

Deceased is survived by his widow and six children. There are three sons and three daughters: Dr. H. C. Webster, of Brooklyn; Clarence D., who lives at Freeport, and Edwin L., who is in Portland, Ore. Of the daughters, Marjorie lives at their home in Freeport, while the other two are Mrs. H. R. Sailing and Mrs. W. H. Corbett, both living in Portland, Ore.

Jacob Dick, San Francisco, Cal., Makes an Assignment Under State Laws.

SAN FRANCISCO, Cal., Aug. 10.—Jacob Dick, a jeweler of this city with a store at 215 Third St., has made a general assignment under the State laws for the benefit of his creditors. According to the statement given out last week, his liabilities will reach over $10,000 and his assets will realize about $4,000.

Mr. Dick has been in the jewelry trade a number of years, and was originallly employed by some large concerns before he started in business for himself in Oakland, Cal. He located in San Francisco in 1906, and made a business of buying old and new jewelry, though he also carried a small stock of regular lines.

Death of Lorenzo F. Field.

The funeral of Lorenzo T. Field, for the past 17 years New York representative of W. G. Clark & Co., 7 Maiden Lane, was held Friday from the home of Mr. Fisher, his brother-in-law, at Fall River, Mass. Mr. Field died from heart trouble at his Summer camp near Bridgeton, Me., Tuesday of last week, whither he went July 27 to spend his annual vacation. The body was cremated.

Lorenzo T. Field was born 52 years ago at Fall River, Mass., where he spent his early life. When a young man he began his career in the jewelry trade as a clerk in a store in his native town. The next place he held was with A. Stowell & Co., Boston, Mass. After that he became an employe of the old jobbing house of Floyd, Pratt & Rounds, Boston, and later was for a time a representative of a watch case company. Seventeen years ago he took a position with W. G. Clark & Co. At first he traveled west, but in the last 10 years has represented that concern in the Metropolis and nearby cities.

Mr. Field was a man of unassuming manner, with many admirable qualities. He is spoken of by his employer in the highest terms as a man of absolute integrity, painstaking in his work, kind hearted and ever ready to do his best in serving those by whom he was employed. He had many friends in Maiden Lane who learned with regret of his death. He made his home in Brooklyn. Deceased is survived by his widow and one married daughter.

Involuntary Petition in Bankruptcy Against the J. & K. Optical Co., Denver, Colo.

DENVER, Colo., Aug. 9.—An involuntary petition in bankruptcy has been filed against the J. & K. Optical Co., of this city by creditors who claim that the concern is insolvent. No definite statement of the assets and liabilities has been made, but it is believed that the latter will amount to about $7,000 and that the assets will not exceed $1,000.

The J. & K. Optical Co. is the outgrowth of a business founded here about a year ago by Sam Kurzwell, who originally was an empoye with R., L. & M. Friedlander, New York. About 1908 he came to Denver, and was for a while employed with F. A. Hardy & Co. In 1910 with C. P. Jackson he began business under the present style, but Mr. Jackson later retired and Mr. Kurzwell continued the business alone.

Navy Department Invites Bids to Supply Various Articles.

WASHINGTON, D. C., Aug. 12.—The Bureau of Supplies and Accounts, Navy Department, is inviting proposals until Aug. 22 for glass for the Brooklyn Navy Yard, including:

For the flag officers: 520 claret glasses, 300 liquer glasses, 240 sherry glasses, 270 ice plates, 140 tumblers.

For captains: 36 preserve dishes, 160 champagne glasses.

For wardroom: 500 champagne glasses, 800 liqueur glasses, 2,400 tumblers.

The articles are to be delivered within 30 days of date of contract.

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One error though, we use no jet for the back, but we take the matrix found with the stone. They do not only resemble black opals, but are extremely difficult to tell from the Australian after they are mounted.

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From the N. Y. "Sun," July 25th:

"The jewelers have taken their cue for a new and startling effect from *Mexico.* Now they mount opals on a thin base of jet, the heavy black background changes the aspect of the opal entirely and practically produces another precious gem. In appearance it somewhat resembles the much-prized black opals of Australia."

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Washington Police Seek Owner of Pendant Thought to Have Been Stolen.

WASHINGTON, D. C., Aug. 10.—The Washington police are endeavoring to find the owner of a small gold pendant set with seed pearls and two amethysts which has come into their possession. It is believed that if the owner of the jewel can be lo-



PENDANT (ENLARGED SIZE) FOR WHICH WASHINGTON, D. C., POLICE SEEK OWNER.

cated it will be possible to clear up a jewelry robbery in which several valuable articles are involved.

The pendant is in the shape of a heart from which a small cross is suspended. Both portions are fashioned out of wire gold and are covered with small seed pearls. In the center of each portion a small amethyst is set. Because of the fact that it is apparently new, the police believe the pendant must have only recently come from a jewelry store.

Receiver Appointed for Aaron Meyers, Buffalo, N. Y., in Bankruptcy Proceedings Begun by Creditors.

BUFFALO, N. Y., Aug. 9.—Creditors of Aaron Meyers, who conducts a jewelry business at 177 Main St., have filed a petition in bankruptcy against him in the United States Court in this city. As this was an involuntary petition, no statement of his assets and liabilities appeared with the petition, nor the reason for the failure. The latter is supposed to be due to Mr. Meyers' ill health.

The petition was filed by Morris Rosenbloom & Co., Rochester, and Wm. H. Watson and Simon Cohen of this city, who alleged that Meyers had contravened the Bankruptcy Act by making payments to creditors whose names are unknown, thereby giving them preference. Judge Hazel, on the petition of creditors, appointed James F. Fullerton to act as temporary receiver for the Meyers business, and fixed the receiver's bond at $3,000.

Mr. Meyers has been in business here since 1897, since which time he has had an uphill fight and has been the victim of unfortunate conditions. He met with business reverses in 1899, but cleared up his debts in 1905 and continued in business under his own name. In March, last year, his stock was burned out, and he lost about $1,600 and was himself severely injured by the flames. The insurance company delayed in settling the loss, and Mr. Meyers was confined to his home for a long time as the result of his injuries. His illness, combined with lack of capital, caused his business to suffer and curtailed his credit.

New Enterprises.

Walter Dibb is about to start in business in San Diego, Cal.

Ollo W. Ante has started in business at Hamilton, Ont., Can.

Z. Riddle will open a new establishment shortly at Klamath Falls, Ore.

O. A. Banks, now at Michigan City, will open a store at Lankin, N. Dak.

L. K. Sortland has opened a new store at 2209½ E. Lake St., Minneapolis, Minn.

Joseph R. King has started in the manufacturing business at 14 Linn St., Newark, N. J.

M. J. Maisler recently opened a new jewelry store at 212 O'Farrell St., San Francisco, Cal.

C. T. J. Delaporte will open a new up-to-date jewelry store at Moline, Ill., early in September.

Messrs. Treat & Eacret expect to open a new store shorty in the Sachs building, San Francisco, Cal.

J. M. Church, Los Angeles, Cal., has opened a new retail establishment at 96 S. 7th St., Minneapolis, Minn.

M. H. Rosenthal is starting in business alone with a line of jewelers' findings, jobbing materials, novelties, etc., at 704 Market St., San Francisco, Cal.

Trans-Atlantic Voyagers.

TO EUROPE.

W. Hofman, of Eichberg & Co., New York, sailed on the *Lusitania* last Wednesday.

Vincent Borrelli, of Borrelli & Vitelli, New York, sailed Saturday on the *Duca di Genoa*.

FROM EUROPE.

George Barnett, of Barnett Bros., New York, recently arrived on the *Lusitania*.

Sydney J. Manby, of Glaenzer & Co., Paris, reached this city last week on the *Oceanic*.

D. Atlas, Philadelphia, Pa., accompanied by his wife, arrived last week on the *Mauretania*.

A. Espositer and wife, of A. & S. Espositer, New York, returned last week on the *Philadelphia*.

A man who said he was a jeweler in Drakes Branch, Va., was arrested in Richmond, Va., last week on a charge of obtaining a number of watches from N. F. Jacobs & Son, under false pretenses.

A. Frankfield, New York, Retires from Business After Spending 68 Years in the Jewelry Trade.

After a career in the jewelry trade lasting over 68 years, 55 of which he has been in business as a retail jeweler, A. Frankfield, head of the firm of A. Frankfield & Co., 38 W. 34th St., has retired from active business. Mr. Frankfield's firm, which has long been one of the most prominent concerns in the shopping district of New York, will be continued by his sons, who are associated with him in business. A coincidence connected with Mr. Frankfield's retirement lies in the fact that the announcement of it comes practically simultaneously with the death of his former partner, Theodore A. Kohn, whose obituary appears in another column of this issue.

Adolph Frankfield, though perhaps not the oldest retail jeweler in New York, may claim to be one of those longest connected with the jewelry trade, as it was just 68 years ago, or to be exact, on Aug. 1, 1843, that he entered his apprenticeship to learn watchmaking. Three years later, in Aug. 1846, he took his first position as watchmaker at a store in Mainz, Germany, later going to Oshatz, Leipzig, Vienna, Paris and finally to New York. He started in business in 1856 at the corner of Eighth Ave. and 26th St., which business he later moved to Sixth Ave. and 14th St., then to 52 W. 14th St., and finally to the present address at 38 W. 34th St. Among his early partners were Theo. A. Kohn, who later retired to form his own business, but of recent years, Mr. Krankfield has been associated in business with his sons, Emil and Hugo, the latter being admitted to the firm in 1898, the firm name remaining the same.

By his energy and industry Mr. Frankfield built up a large trade, and even through his advancing years, was actively connected with his business until he formally retired at the beginning of this month. In speaking of his start in the jewelry business in 1856 when he opened his first store in 26th St., Mr. Frankfield said:

"At that time my friends asked me what I wanted to start business for up in the country, for there were but few houses and stores around me. Four years later I started at 14th St. at Sixth Ave., and in 1905 I and my sons moved to the present 34th St. store. When I built the present establishment in 34th St. I called it a monument of hard labor, for I have always worked hard because I liked the work. About the first of this month I decided to give up work and take a rest, and I retired with a proud feeling for the name and reputation I am leaving behind me, and the good repute that comes to those who continue the business under the name of A. Frankfield & Co."

Mr. Frankfield has hosts of friends in the jewelry trade who, though regretting that he is no longer actively connected with the industry, realize that his retirement is but natural, coming as it does at the end of one of the most active and honorable careers of which any man in the jewelry trade of the United States can boast.

George W. Zerbe, Argos, Ind., has transferred his business to Miami.

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Harris Rothstein, Fugitive Safecracker, Brought Back from Europe to Stand Trial at Boston.

BROOKLYN, N. Y., Aug. 15.—Harris Rothstein, the safecracker, who is wanted in Boston for trial on the charge of having broken open a jeweler's safe there and having stolen $30,000 worth of jewelry, walked off the gangplank of the Russian-American Line steamship *Kurak*, at the foot of 31st St., Brooklyn, yesterday, handcuffed to In-



HARRIS ROTHSTEIN, ALIAS "KOVAK THE SMITH."

spector Thomas Lynch, of Boston. He was taken immediately to Boston. Rothstein is one of three men, jewelry safe robbers, arrested for the Boston burglary who jumped their bail a year ago in Manhattan and fled to Europe.

The three men were arrested in New York in March of last year by Central Office detectives. The alleged safe breakers had been in this city but a few days after the Boston job when Ullian lost diamonds and other gems valued, he said, at $30,000, before Detectives Kinsler, Duggan and O'Farrell, had the men in custody. The roundup, in an East Side tenement house, was made so quietly and quickly the fugitives were unable to escape. The prisoners were arraigned before Magistrate Barlow on March 26, 1910, and were held pending further investigation by the Boston authorities. Detective Duggan asked that bail be fixed at $30,000 for each of the three. Moses A. Sachs, counsel to the prisoners, objected to the heavy bail, and Magistrate Barlow fixed the bond in each case at $10,000. The men were to have been called for another hearing on March 30 last. The bail was cut in each case to $5,000 previous to the time for their arraignment.

Soon after the bail was reduced Sachs produced two men who described themselves as David J. Gluck, of No. 3671 Broadway, and Harry Sectery, of No. 272 E. 10th St., who were accepted as bondsmen. Gluck gave bail for Rothstein, and Sectery for the Goldbergs. The prisoners were released. When their names were called in court the next morning they did not respond. The police soon learned the men had fled the country. The police had to begin over again.

Detective Seleski, of Capt. Coughlin's staff in Brooklyn Police Headquarters, entered the case. Seleski passed many weeks in the Polish quarters in Brooklyn and stumbled across a man and woman who described themselves as Stanley and Josephine Kowasi, who kept a saloon in S. 1st St., and who showed large quantities of jewelry, offering to sell the jewels at prices that astonished Seleski. The detective got several men to buy part of the trinkets, and the police say they learned it was part of the Boston plunder. Watts, of Boston, sent four of his best men here to work with Seleski, and the saloonkeeper and the woman were taken to Boston on a charge that they received stolen goods. Seleski appears not to have stopped work even then, though the three alleged robbers were lost. The bail bonds had been forfeited, but that did not satisfy the Governor of Massachusetts nor the Governor of New York, both of whom had begun extradition proceedings. Magistrate Barlow explained his part in the cases, and the charges against him were thrown out.

Seleski traced Joseph Goldberg's wife, and after following her through the eastern district for two months got possession of a letter sent to the woman by her husband. Goldberg was in prison in Austria. The Boston police sent men abroad and to Washington, and extradition proceedings were opened between the United States and Austria. Rothstein was traced to a prison in Trieste, Austria, where he was sent for breaking into a bank. A light sentence was given, and the Boston police got after him quickly. The second Goldberg was traced. He, too, was in Austria. After months of delay the authorities decided to surrender the prisoners, and Lynch was the first of the Boston police inspectors to start back with his man.

The police describe Rothstein and Jacob Goldberg as safe breakers with records, while Joseph Goldberg is listed as a burglar. Many thousands of dollars were spent in the search. Rothstein gained a country-wide reputation as the inventor of the "can opener," an instrument with which the back of a safe can easily be ripped open once a place is made to insert the tool.

Jewelers' Gold Bars Withdrawn and Exchanged at New York.

Week ended August 12, 1911.

The U. S. Assay Office reports:	
Gold bars exchanged for gold coin	$535,095.51
Gold bars paid depositors	48,241.49
Total	$583,337 00

Of this the gold bars exchanged for gold coin are reported as follows:

Aug 7	$61,805.99
" 8	65,877.92
" 9	96,575.21
" 10	134 154.81
" 11	105,127.06
" 12	71,556.52
Total	$535 095.51

Death of S. Frank Stanley.

PITTSBURGH, Pa., Aug. 14.—S. Frank Stanley, whose place of business is at 1717 Carson St., South Side, died yesterday at his residence, 130 S. 21st St. He had been ill but a very short time, and had lived on the South Side for the last 20 years, where he had been engaged in business most of the time. He was 39 years old. Deceased was a member of Birmingham Lodge No. 48 of the Independent Order of Odd Fellows and Court Unity Lodge No. 5, F. of A., which organizations will attend the funeral to-morrow afternoon at 2.30 o'clock. The interment will be made in the South Side Cemetery. He was a member of St. Mark's Episcopal Church.

Mr. Stanley leaves his widow and two daughters, Hilda and Elsie Stanley. While it is not known at this writing who will conduct his business, it is presumed that it will be carried on by his widow for the present at least.

D. C. Minton, Oklahoma City, Okla., Makes a General Assignment.

OKLAHOMA CITY, Okla., Aug. 12.—D. C. Minton, a watchmaker and jeweler who conducts a store on Main St., has made a general assignment under the State laws for the benefit of his creditors.

Mr. Minton, who is a capable watchmaker, made a specialty of repairing, and also carried a small stock and did a little loan business as well. He has been in the jewery trade for many years, having for 10 or 12 years conducted a store in El Reno before coming to this city. In El Reno he succeeded to the business of H. P. Besson in 1892. He met with reverses two years later, and in 1901 he incorporated the Minton Jewelry Co., which he moved here in December, 1906. He made an assignment in October, 1908, when his liabilities were about $5,000, but subsequently settled at 60 per cent., and then opened his store at the present address.

In View of the Sixth Avenue Murder.

(Editorial in New York *Evening Sun*, Aug. 14.)

As a result of the murder at Sixth Ave. and 13th St. a conference of the following organizations is to be held in this city next month: The Jewelers Board of Trade, Jewelers' Safety Fund Society, Jewelers' Protective Union, Jewelers Security Alliance, American National Retail Jewelers' Association, National Wholesale Jewelers' Association, Manufacturing Jewelers' Board of Trade, and the New England Manufacturing Jewelers' and Silversmiths' Association.

It is perhaps not unnatural that the members of a trade which is particularly the object of the enterprise of those who break in and steal should desire to lay emphasis on the fact that the perpetrators of one of the most daring robberies and one of the most cowardly murders ever committed in this city have not been brought to justice.

A. F. Thompson, Dallas, Tex., has been succeeded by Thompson & Swanson.

Leonard W. Terry, Gobleville, Mich., did not transfer his business to Kalamazoo, as previously reported by an agency.

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What Jewels Are Worn by Ladies of Fashion in Paris.

Written especially for The Jewelers' Circular-Weekly by Lady Eileen.

JUDGING by the numerous brooches and pendants worn imitating lace bows, I think I am safe in stating that they will be very much *à la mode* this Winter. One of the prettiest I saw was at Gomper's, in the famous Rue de la Paix. It was in platinum set with rose diamonds, the lacey effect being successfully carried out in diamonds of all sizes, while a curious zig-zag pattern on each loop of the bow was in sapphires and diamonds, the whole forming a most unique and artistic ornament. As fichus are to be worn both for afternoon and evening wear these jeweled lace bows will prove very effective placed in the center of the fichu.

* * *

This month I give a drawing of a lorgnon-*face à main* (Fig. 1), as they call them,

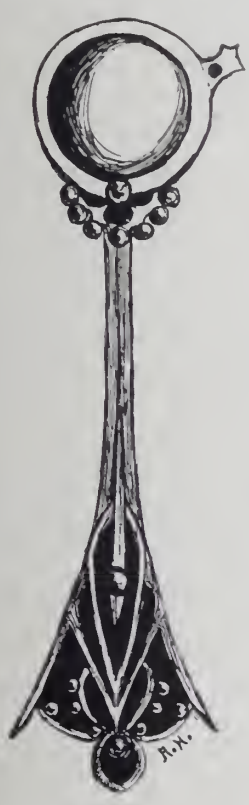


FIG. 1.

in platinum set with large and small diamonds and beautifully chased. This was a creation of Vever's, as was also a novel and handsome man's ring. The ring looked manly and worn on a strong hand would give it character, which is a rare virtue for a ring, as so often the jeweled ornament sits badly on the masculine hand. This ring consisted of two large square diamonds and one sapphire, also square, set in the fashionable platinum (Fig. 4).

* * *

Always quaint and artistic is the work of "Maison Rivaud," which has a *cachet* of its own. A ring which pleased the eye was of heavy beaten gold, very yellow in color—a conventional leaf design in relief—on a plain gold band set with a round aquamine, Fig. 2; another was formed of green gold in three narrow bands strengthened by two curious twists or loops, Fig. 3. It was ornamented with a single large moonstone.

* * *

More and more costly are the hand-bags for day and evening use, and nowadays when Dame Fashion has wisely banished the ungainly pocket from her realm, these articles of jewelry are absolutely necessary.



FIG. 2.

As with all things in life so with hand-bags: some are very pretty and dainty and some are not. Let us look at some pretty ones. One really beautiful was square in shape, the meshes being portrayed in three colored shades of gold, pale yellow, green yellow, red yellow and platinum. The clasp magnificently worked in filigree gold set with one large and six smaller chrysoprase. Another in two shades of gold, pale yellow and green set with tiny diamonds and turquoises designed to represent



FIG. 3.

forget-me-nots. Truly an appropriate *cadeau* for a souvenir.

* * *

Buckles are very fashionable; that is strange you may think as no belts or buckles are worn owing to the high-waisted skirts having been the *mode* for some time now, but buckles are worn and worn extensively on the shoes with all costumes. As I mentioned last month, the quaint barbaric style of jewelry is very much admired and displayed to-day. A heavy beaten gold buckle recalling very forcibly



FIG. 4.

the old Egyptian or Essyrian work took my fancy immensely.

For day wear the buckles should be in sombre dull gold or silver, but most elaborate are the ones worn for dress occasions. One in old gold, the setting consisting of diamonds and rubies that glittered with much brilliancy as the wearer advanced and retreated.. Buckles are in many cases expressly made to match the gown as was the fashion in the extravagant but elegant period of Louis XV.

Jewelry and Sample Trunk Lost from Baggage Car Found on Rubbish Heap in Nebraska City.

NEBRASKA CITY, Nebr., Aug. 14.—A trunk containing $20,000 worth of diamonds, watches, chains and other jewelry was found to-day among the rubbish of the city dump. From the testimony of workmen who have passed the dump daily the trunk had been lying out in the open for two weeks. Two weeks ago the trunk was shipped by an Omaha jewelry firm as a sample case, and it was in charge of a salesman. Between Omaha and Nebraska City it disappeared from a Missouri Pacific baggage car.

For two weeks the railroad has had its entire secret service department as well as a corps of detectives working on the case, and police of all western cities have been searching pawnshops for evidence of a robbery which was supposed to have taken place.

The trunk was discovered by workmen who have daily seen it on the dump, but supposed it was simply a discarded old trunk. To-day one of the men noticed the heavy locks and made a closer examination. The police are undecided whether a robbery was intended or an accident occurred and the trunk was lost.

Death of Emil Feiss.

HOBOKEN, N. J., Aug. 14.—Emil Feiss, who formerly conducted a jewelry store at 213 Washington St., Hoboken, and who has been in the Morris Plains Insane Asylum since last December as the result of a blow on the head, inflicted by thieves who attacked him in his store, died there yesterday. Death was caused, according to the certificate given by the physicians at the insane asylum, by tuberculosis of the lungs, although it is believed that the man's death was hastened by the blow which rendered him insane.

John O'Shaughnessy, together with two companions, entered Feiss' store last winter for the purpose of robbery. Pretending to be desirous of making a purchase, O'Shaughnessy struck Feiss over the head with a hammer when the jeweler stooped over to get some articles out of one of the cases. The blow affected the jeweler's brain, and he was removed shortly afterward to the State Hospital for the Insane at Morris Plains.

An expert correspondent of the *Berliner Tageblatt* states that the international diamond trade showed a very satisfactory tone during July, and a further favortble development is expected. America has again appeared as a large buyer in the markets of Antwerp and Amsterdam, and the London Diamond Syndicate has started the partly susqended Wesselton mine in order to be able to place more stones on the market. The German diamonds found the usual customers; the July shipment was 80,000 carats, which were wholly sold out, the quantity being 12,000 carats less than in June. The continual active demand has induced the Antwerp Syndicate to raise the price of German assortments by two francs per carat, the increase being generalized for the August shipment.



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Tourmaline, Chrysoprase and Turquoise
IN ROUGH OR CUT

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CUTTERS, POLISHERS, REPAIRERS and DEALERS in

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of all sizes, weights and shapes.

OUR REPAIR DEPARTMENT is equipped with the newest and best mechanical devices known. Our workmen are specialists and experienced artisans.

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The Obligation of Opportunity.

(Address delivered by J. P. Archibald at the Sixth Annual Convention of the American National Retail Jewelers' Association at Richmond, Va.)

Mr. President, Ladies and Gentlemen: I greet you as friends and co-workers. I greet you as members of this great National association. I greet you jewelers of Virginia with a peculiar pride; and I extend to you congratulations.

Little more than three years ago I had the honor of presiding over the organization meeting of the Virginia retail jewelers in this historical city. At that meeting the paramount issue was—the National convention for Richmond. Little did we think that such a pleasure would be so soon realized.

Your greetings has been sincere; your welcome most cordial; your hospitality unbounded. You have crowned yourselves with glory and honor. You waited not for something to turn up, but you made the opportunity and the convention is here. Where is our opportunity? What is our obligation?

* * *

Brothers of the craft, our opportunity lies not at the foot of some rainbow, where we must locate it, ere the sun goes down. Our opportunity is in our own town, and in our own store. Upon us rests the responsibility of the opportunity. Never in the history of this country have such opportunities presented themselves in material, commercial, political and national life. Never before were there so many obligations resting upon the men of this nation. But I must be more specific. What shall we say of the jeweler's craft?

Our business stands out among the ancient crafts as one of the oldest and the best. No record has been found of any people so rude they did not wear jewelry. The ancient nations adorned themselves with diadems of gold and silver in accordance with the rank, means and tastes of the people. The dignity of the craft was known by the work of art, and its handicraft. The artisan and the artificer dealt not in cheap jewelry, neither was his conscience perverted by price cutting. His aim was to construct something good; something that had about it the touch of an artist. The question of price did no enter into the work until the handicraft was complete. The full price was paid in shekels of gold and silver. Thus down through the ages the jeweler's art was most profitable and dignified.

Our business has long since become a real necessity. The customs and habits of the people have made our wares indispensable for the convenience, for the comfort and for the adornment of the race.

What an opportunity to get hold of the lost art! What an opportunity to divorce our trade from the ordinary trinket and shopkeeping business!

In the last half century I think no business has suffered so much encroachment as the retail jewelry business and its kindred lines. The very vitals of our business are being eaten out by outside channels. It seems to me the question now is the "survival of the fittest." I am inclined to think that many of the evils lie at our own door.

We should set up new standards in business in order to maintain self-preservation. I think in the last 50 years no trade has made so little progress as ours in respect to the display of goods in general business methods, in advertising, in workmanship, and in general, in the seizing of the favorable occasions to uplift our business.

Compare the usual jewelry store of to-day with that of one or two generations ago, and you will find exactly the same array of counter cases, wall cases, work benches and umbrella stands. The new floor plans and furnishings for attractive arrangements and for complete demonstration of goods are not generally found in our stores.

The grocers, the drug stores, the clothier, even the hardware dealers, everywhere have outstripped us in the improvement of store display. Many of these merchants have also far surpassed us in business methods, and in business-getting principles. We must awake to the opportunity. Good fortune bids us win the prize while yet there is time.

Let me say further that I am fully convinced that the retail jeweler is overstocked with goods. In many instances the jeweler has no money in the bank and the wholesaler is not paid for the goods. To be able to meet the conditions in modern business we must pay CASH for our goods. No retail jeweler can compete with the larger channels of distribution unless he buys right. The cash jeweler makes the wholesaler eager to give him the best price and the best service. Extended credit has ruined more jewelers than incapability.

Progress is the motto of the age. How to meet the conditions of the hour is the problem now to be solved. The signs of the times mean not a mere existence, but a battle royal for life.

The new standards of business demand better salesmanship, more courteous treatment of customers, a closer touch with our patrons, better advertising methods, being able to meet the price of large distributing channels, more thorough knowledge of our goods, a better display of merchandise, more consistency in our buying, a closer touch with organization work, and the seizing the daily opportunities to keep even pace with the new order of things.

Some of the great opportunities for advertising are the special events that are occurring at frequent intervals—such as the wedding seasons, birthdays, wedding anniversaries, Christmas, Easter, Thanksgiving Day, the tennis tournament, the baseball championship, the boat race, the college commencement, the school commencement, the golf contest, or the lodge conventions.

Advertise suitable goods for these occasions in due season. Talk Christmas goods at Christmas time. Talk prizes for the baseball championship in the baseball season. Enlarge upon your display of wedding silverware, cut glass and handpainted china in the wedding season. Many retail jewelers fail to enlarge their business opportunities on these occasions. Let the people know through your local papers that you have the goods. Have a mailing list of every man and woman in your locality. Mail letters, circulars and booklets to the men at frequent intervals. Do not forget to mail your choicest literature to the women. Make every advertisement appeal to them. Spread the news broadcast that your store is the right place to buy the goods. Convince the public that they get the most for their money in your store. By all means tell the truth in your statements.

In addition to the advertisement of special goods, and the information about the goods and prices, reinforce it with a window dressed with the goods mentioned in the advertisement.

Jewelers often contradict their printed advertisements by the window display. Go over the country with me and observe. Jeweler Brown advertises a big sale of table silverware. When you look at his store window he has it filled with canes, umbrellas, art lamps and shoe horns.

Jeweler Smith advertises in June with a big space, telling of the marvelous lines of gifts that are suitable for the brides, and he fills one window with forty-cent jardinieres and the other with dollar watches, twenty-five-cent belt buckles, alarm clocks and smoker sets.

Some jewelers will spend hundreds of dollars to put in new display windows; buy goods that make a beautiful display; study the plans of the expert window trimmer; and yet fill the window with goods inappropriate to the season, the occasion or the printed advertisement.

"Whatever can help me to think, whatever can give met strength, whatever can make me more serviceable, though it be a trifle—light as air—is opportunity." Living correspondence with one's environment is opportunity. For ages the exhaustless resources of America lay unknown and unutilized, because the right kind of man was not here. The Kimberley diamonds were but worthless pebbles, the playthings of the children of savages, until it chanced that they fell under the eye of one who knew how to look. Innumerable men and women had seen the kettle boil, but it occurred to only one that the force which lifted the lid might be confined and made to do human service.

Our human service should extend even to the educating the tastes and the desires of the people. We can raise the standard of the goods we sell by constantly putting before our customers a higher standard of goods. Brother jeweler, observe minutely the jewelry worn by all the men and the women you have seen in the theaters, in the churches, at the parks, at the hotels, at the watering places, at the social events. What better criterion is there to judge the people than the jewelry they wear? It is just as true to-day as it was in the days of the Egyptian, Roman and Athenian life that the rank, tastes, and means of the people are revealed by the jewelry they possess.

Let us create a demand for better jewelry. Let us educate the people to a quality standard. This is one of the true purposes of our existence. In this we find our haven of escape. "He is wise who finds a teacher in every man, an occasion to improve in every happening." Our power, our worth will be proportionate to the perseverance with which we make right use of the ever-recurring occasions to uplift our standards.

For many years all the ills our trade is heir to, have been laid at the feet of the manufacturer and the jobber. No doubt they deserve much censure for some of the past besetting sins. However, I think in the past few years a new spirit prevails. I am sure you will pardon me for saying that I think I know the feeling of the best manufacturers and the best jobbers in our trade. I can testify to their friendship, their interest in our welfare, their spirit of co-operation. Never in my official capacity did I meet a manufacturer or a jobber who was not willing to confer on all matters of interest to us.

* * *

But brother manufacturer and jobber, some great obligations rest upon you. Your business must inevitably suffer as our business declines. The question of your taking a firm stand and fighting for your preservation lies not in the far distant future. You are in a commercial sense, the parent and the guardian of the retail jeweler; and in the terms of the law "you have an obligation to perform to support and to preserve your offspring so far as within you lies." It is therefore your duty to remove or cause to be removed the obstacles, so far as your responsibility goes.

The opportunity is not wanting for you to scatter blessings upon the fold; and in doing so your own lives will be ennobled and your own coffers will be filled to overflowing.

Establish a quality mark for all jewelry and silverware; establish a fixed selling price on every standard article, and sell only to the legitimate retail jeweler. Every watch manufacturer in this land should establish a fixed selling price on his product and should distribute his goods only through the legitimate retail jewelers. Such foresight would be but seizing the present opportunity.

The manufacturer certainly must foresee the handwriting on the wall if he continues to sell his goods to the retailing jobber, the mail order house or the department store. In the path of the retailing jobber there are a thousand pitfalls, into any one of which he may step unawares. May these few general hints spoken to the manufacturers and the jobbers, in sympathy and in kindness, cause you to see the great opportunity of turning to gold the dust of daily happenings.

The idea of a department store was transplanted from France to America about 30 years ago. Until that date the one-line merchandising was the only recognized method in this country, except in small country stores. A great agitation swept over the country when the growth of department stores became a certainty. Organizations were formed to combat the rise of the general line store. One organization after another has come and gone and yet the department stores have multiplied.

The mail order houses have had a similar experience. They have worked against much opposition, yet they have increased in numbers, and have multiplied their business many-fold. Indeed, they have made dangerous inroads into the business of the one-line merchants of every class. And why? Because retailers omitted to supply fully the changing demands upon them, the retail mail order houses appeared, and they have created complications undreamed of a generation ago.

No matter what our personal opinions may be, our trade regards the mail order houses as our competitors, just as legitimate as the dealers on our street.

We are forced to admit that the retail mail order house, the department store, and the large supply houses are doing a profitable business. But we do deny the statements that they sell their goods as a whole cheaper than the local dealers. It has been demonstrated over and over again that this class of merchants do not sell their goods at an average price any lower than the retailer could afford to sell them. Sometimes they do sell some advertised trade-marked goods at no profit, or even at a loss to create an impression that all their prices were correspondingly low. It was the extraordinary profits they made on non-advertised, non-trade-marked goods, many of which were of poor quality, that gave them a profit on the sales.

I invite you to ask 500 customers of mail order houses, taken from 500 counties of the United States, to tell you their experience in dealing with the catalogue houses. I venture to say that out of 500 orders sent for standard advertised trade-marked goods that 450 of them will receive the polite reply "that they were out of the goods desired; but that they could furnish their 'own

14-K. and Platinum Bag



Gold Bags, Engraved, Pierced and Engine-turned
New Effects in Shirred and Herringbone Mesh

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Vanity Cases in all Sizes—and Various Compartments

Our New Line of

MESH BAGS CHATELAINES LORGNETTE CHAINS
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In 14-Karat Gold, Sterling Silver and Platinum

is now ready. Our Gold Novelties, designed especially for the coming season, merit your inspection.

S. COTTLE COMPANY

Goldsmiths and Silversmiths

31 East 17th Street - - NEW YORK

I. N. LEVINSON, President *Established 1865* **H. S. MORRIS, Sec'y and Treas.**

BRANCH OFFICES: PARIS—28 Rue d'Hauteville CHICAGO—H. M. HEYMANN, 1104 Heyworth Bldg.
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Mother-of-Pearl Jewelry for Men

STUDS, LINKS, VEST BUTTONS, etc.

In vogue every month throughout the year. Nothing is more beautiful, nothing is more salable, and harmonized with delicate enamel colorings, it supersedes the usual in metal that you have used for years. Our newes creations have been devised solely for the Jewelry trade.

Sold Through the Jobbing Trade

JOSEF FRIEDMAN CO.

Established 1888

Manufacturers and Importers

Main Office: 114-116 Fifth Ave., N. Y. City



brand' of goods which are far superior, and that shipment could be made at once" I venture the assertion that 400 of these customers accepted the so-called "our own brand" of goods in place of the standard goods ordered. Of the other 50 customers I venture to say that 25 demanded a prompt return of their money, while the other 25 wrote a number of times but waited a few months until the trade-marked goods were sent. This means that 75 customers received the goods ordered which possibly were sold at a small profit, while the 425 customers received the so-called "our own brand" of goods at a profit of possibly 100 per cent. Do you see what a profitable transaction this would be? What does this mean to a catalogue house with 20, 30 or 50,000 customers?

Have you examined the catalogue house methods of advertising goods? They take a well known trade-marked piece of goods and offer it at a small profit. This article they describe with a few lines and use a small picture of it. On the following page they use a large space with a large cut of their "own brand," and what they do not say about it is not worth saying.

* * *

Individual and concerted action should be taken to inform and to educate the public that the mail order houses are constantly misleading them. We are informed that if you examine their goods you will discover the first quality is mixed with the seconds; that 12 carat goods will assay eight carat; that watch movements are old patterns or discontinued or unadjusted; that watch cases are five-year cases with a 20-year guarantee. Thus the public are being deceived and they fail to realize it.

The continued silence of the retail jeweler against the untruthful advertising, combined with the long continued flood of misrepresentations by mail order advertising, has placed the retail jeweler in such a light that he must fortify his position.

It is high time that the retail jewelers should become deeply interested in the passage of a law in every State forbidding untrue and misleading advertisements, concerning quality, the value, the methods of production, the source of purchase and the motive of purchase, intended to give the appearance of advantage, which is untrue or calculated to mislead.

The manufacturers and the jobbers should join in with the retail jewelers in an aggressive campaign to put our business on the up-peak. If the three branches of the trade will unite on one purpose, for the uplift of our business, and continue steadfast to the end, no outside influences can eliminate any of us from the arena of commercial life.

There is a hue and cry going over the country in favor of co-operative buying by the retail jewelers. This problem should be examined from all angles before any such attempt of merchandising should be undertaken by the retailers. If co-operative buying will eliminate all illegitimate competition as is claimed for it, why not have co-operative manufacturing in all lines as well? The one problem is just as feasible as the other. The problem of organizing 20,000 retail jewelers into a co-operative business organization for the manufacturing or buying of goods that would measure up to the standard that is claimed for it, would be a greater venture than the building of the Panama Canal. Nevertheless, every indication points to a state of unrest among the retail jewelers. And there is a possibility that this unrest will clarify itself into great manufacturing and buying associations among the retail jewelers, unless the manufacturers and the jobbers seize the ever-recurring opportunities and stem the tide.

What shall we say of the work of the American National Retail Jeweler's Association? My answer is that the work of this assocition in the five years of its existence is beyond comprehension. More reforms have been brought about and more constructive work has been done than the most sanguine could have expected. Yet I think the critical period of this association is close at hand Our association has grown to such magnitude that its power is far-reaching and must be reckoned with. In this power lies the danger of failure. In our boasted strength we forget to fortify against the little pitfalls into which we may step unawares and vanish from existence. The ability to build up or tear down lies within our own organized ranks.

Upon the officers and the members of this association rests the responsibility of organizing every State and of bringing them within our fold, even at a great price. And yet members is not all that is desired. We need more interest manifested in the work of this association; we need more constructive work done by the members. The time has come for us to enact State and National legislation. Why do we hesitate? Has the jeweler no standing with the politician? Have our State associations no influence in legislation? Has this National association no ascendency in power? Our answer is, all these we possess, but we lack that burning zeal and intent of purpose that should fire our very beings into action.

For five years our associations have been resoluting and resoluting against the evils in the trade. Many of these resolutions were never read again, neither were they acted upon after the close of the convention. At each annual convention the president has made worthy recommendations. These recommendations were the fruits of much investigation. The trade press espoused our cause and labored continually to have us attain to our ideals. Yet much of this labor has fallen as seed sown by the wayside. Is it any wonder we have so little legislation for the retail jewelers? Then let each State put on her statute books at the first opportunity a uniform law against fraudulent advertising; a law compelling truthfuly stamping of gold and silver; a law permitting the jeweler to sell unclaimed repairs; also uniform horological laws; compulsory industrial education in our schools, and any other legislation that will foster the mutual improvement of the craft, or will protect us against imposition and fraud.

I am not sure but that the time will soon come for our associations to go a few steps further to prove the necessity of their existence. The members who do not attend the State and national conventions are demanding some direct benefit for their money. The problem of holding our old members will depend largely on the direct benefits the associations can show them. The association might establish for their members only, under certain limitations, a fire insurance, a burglary insurance, a sick and accident insurance, and a bureau of information.

It might be well to consider soon the advisability of having a national field officer, who would organize clubs, new States, assist in State meetings, and do a general missionary service among the retail jewelers. The services of such an officer could be made of great moment to the work of the National Association. This officer would relieve the national officers of much travel and responsibility and would furnish valuable information at first hand. Shall the future behold the consummation of all these things?

My brother jeweler, "What do I owe to my times, to my country, to my association, to my business, to my family? Such are the questions which a man ought often to ask himself." Our home, our city, our store—what is all this but opportunity?

Dr. Lyman Beecher says: "Now is the nick of time. In matters which reach into the future, now is always the nick of time. One man now is worth 100 men 50 years hence. One dollar now is worth $1,000 then. Let us be up and doing before it is too late." Whether we walk amid our wheat fields, or sit by the well; whether we gather the fruit from our orchards, or dig beneath our cellar wall, there is our opportunity.

News Gleanings.

C. J. Poe, Culbertson, Mont., has gone to Medicine Lake.

Wm. F. Justi, Poncahontas, Ill., moved to Mulberry Grove.

Mr. Gilbert has succeeded Chas. E. Peterson at Woodridge, N. J.

Max Chemelin, Scranton, Pa., has been succeeded by Julia Chamelin.

W. M. Sherrill, Lincolnton, N. C., has moved to Spartansburg, S. C.

A. K. C. Pike, Athens, Mich., has succeeded J. W. Pike in business.

W. Cummings, Pagosa Springs, Colo., has moved to Chama, N. Mex.

Ole Holm, Britton, S. Dak., has been succeeded there by Holm Bros.

Henry C. Leach, Beaumont, Tex., has been succeeded by Leach Bros.

Chas. E. Peterson, Westwood, N. J., has been succeeded by H. Bentz.

Steward Lawfer, a watchmaker in Nazarth, Pa., has moved from that place to Allentown, Pa.

O. A. Banks, Michigan City, will open a jewelry store at Lankin, N. Dak.

Emmet Jones, Sentinel, Okla., has been succeeded by the Jones Jewelry Co.

I. Y. Johnson, Aberdeen, Miss., has been succeeded by Miss Hattie Johnson.

Lawrence E. Sommers, Dallas, Tex., has succeeded Wm. F. Sommers & Son.

O. C. Cobb has moved his jewelry store into another building at Iowa Falls, Ia.

Fletcher M. Thrasher, Rochester, N. Y., has been succeeded by Clarence M. Hall.

Simonds & Bond have become successors to Simonds & Kersten, Lynn, Mass.

Herman Spiess, Forbes, N. Dak., has transferred his business to Norwood, Minn.

The jewelry store of H. M. Spencer, at Pollock, S. Dak., was burned with several other buildings.

A. A. Veilleux, of Amery, Wis., has purchased a building on Kellar Ave., and will open a jewelry store.

L. Moxen, Franklin, Nebr., sold his jewelry store to a Mr. Hunt, Guide Rock, who has taken possession.

Geo. H. Gutteridge, Maynard, Mass., is on an extended vacation through Vermont, New York State and Canada.

Will H. Jericho, Mt. Pleasant, Ia., has moved his jewelry stock into the building formerly occupied by the Walker pharmacy.

J. B. Guidl, Stratford, S. Dak., has purchased the jewelry stock of Matt Kanera at Beckenridge, Minn., and will take possession.

A burglar entered the store of Dell Thompson, Cairo, Nebr., recenty and among other articles taken was a quantity of jewelry.

Hermon E. French, Hudson, Mass., has just moved into his new store, 87 Main St. Mr. French has been established in that town since 1878.

R. W. Manker, Jefferson, Ia., has moved his jewelry stock into the storerom of the Early Music Co., while his building is being remodeled.

Ed. S. Joyselyn sold his jewelry business at Rockwell City, Ia., to F. Bauchamp, of Salt Lake City, Utah. Mr. Bauchamp will take possession Sept. 1.

Robinson & Rideout, Owatonna, Minn., have taken possession of the jewelry store they recently purchased from M. A. Gaskill at Rochester, Minn.

The jewelry store of Thos. B. Doyle, at Holloway, Minn., was recently broken into by burglars, who carried away watches, rings, chains, etc., valued at $500.

A complete fire alarm system has been installed by the New Haven Clock Co., New Haven, and it is now said that the plant is thoroughly protected in case of fire.

While inspecting a new house he was building, A. M. Ambler, Middletown, N. Y., fell from a ladder and dropped to the ground bout 20 feet below. While badly bruised his injuries are not said to be serious.

The Wayhing Bros. Mfg. Co., now at 141 Woodward Ave., Detroit, will remove to the Annis building as soon as alterations are completed. The house occupies more space than ever before and will have the new premises fitted up very attractively.



"Fits your pocket like a silver dollar"

Half the thickness of the ordinary watch, it is guaranteed *just* as *accurrate* and even *more durable*. Its very compactness makes it stronger, if anything, than the thicker watches.

This thinness is accomplished naturally. We saw a way (by a patented wheel construction and by designing the most minute parts) to *build up* the "Gruen Precision-Verithin" not cut it down from a thick watch.

It is the combined product of American ingenuity and inventiveness, and the wonderful skill and painstaking workmanship of foreign workmen. Back of it stands 35 years of experience in fine watchmaking.

Gruen Watches are made in 9 sizes—15 to 21 ruby jewels. The highest perfection attainable is in those movements marked "Precision."

Every Gruen Watch is Guaranteed by us, the makers, through the jeweler, direct to you. The Gruen "Agency Guarantee Bond" in the jewelers' store is the sign not only of the guarantee but that the jewelers [illegible] are the best watch authorities in the town. Look for it.



Above is the opening advertisement for the early Fall in *The* **Saturday Evening Post.** Other ads to appear in various Magazines during the Fall, reaching **monthly** a total of twenty-one million readers. This is to let prospective buyers know of the merits of the **Gruen "Precision" Verithin Watch**—to assist you in your sales.

NOTICE:
A number of positions open for steady watchmakers. State experience and references.

It's a little over 9 years since we were the first to put a **Verithin** watch on the market, as the **pioneer** of a practical thin-model watch. Its extreme popularity proves its reliability, besides satisfying a "long felt want."

If you are not one of our agents, write for the "Bonded Certified Agency" plan.

D. GRUEN, SONS & CO., Cincinnati, O.

STERLING

Attract the Best Trade

You can profit by the universal esteem accorded the productions of The Gorham Company. The famous name acts as a magnet, bringing to your store particular purchasers. Not only your silver sales, but your other departments will show increased business.

The name GORHAM is so well and favorably known that it inspires confidence in the high quality of everything you sell.

Gorham Silverware

is incomparable and eliminates competition. The extravagant claims and cut prices of the Department Stores and Mail-Order Houses make no appeal to the better class of trade, whose patronage you gain by selling Gorham Silverware. It is only necessary to show the trade-mark guarantee of quality most critical as to the workmanship and purchase.

TRADE MARK
STERLING

—known everywhere as a 925/1000 fine to satisfy the superior beauty, fine exceptional value of their



Our methods and policy allow you to offer Gorham's silverware at attractive prices, which give you satisfactory profits. Correspondence solicited from responsible jewelers.

The Gorham Co.

TRADE MARK
STERLING

Silversmiths *and* Goldsmiths

Fifth Avenue and 36th Street, New York

TRADE MARK
STERLING

Branches :

CHICAGO
10 S. Wabash Ave.

NEW YORK
15, 17, 19 Maiden Lane

SAN FRANCISCO
140 Geary Street

LONDON
Ely Place

WORKS : Providence and New York

GORHAM SILVER POLISH — The Best for Cleaning Silver

THE JEWELERS' CIRCULAR
THE HOROLOGICAL REVIEW.
THE JEWELERS' WEEKLY.
THE JEWELERS REVIEW

PUBLISHED EVERY WEDNESDAY BY
THE JEWELERS' CIRCULAR PUB'G CO.
L. J. Mulford, Pres. & Treas. V. S. Mulford, V.P. & Sec.
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DURING 1910 THE JEWELERS' CIRCULAR-WEEKLY published over 5,200 pages of advertising, this being over 400 pages in excess of any previous year, and over 1,000 pages more than the 7 other jewelry journals combined. Each year more and more manufacturers, importers and wholesalers avail themselves of this modern method of merchandizing. The Jewelers' Circular-Weekly is the one great medium between the buyers who want to know what is in the market and the producers and distributors who use its pages to exploit the goods they have to offer.

Why Should Jewelers Value Articles Free?

INQUIRIES come to this office constantly from jewelers who ask what they should do when customers bring to them precious stones or jewelry and ask them to place a valuation on the article. These letters recite many tales of trouble which the jeweler has experienced from granting such requests, as nearly all the correspondents indicate that they would greatly prefer not to place such valuation on jewelry, but do so for fear of offending or losing a customer. As one man puts it, if a man doesn't do it he is considered a "grouch" and his competitor will be glad to accommodate the customer and grant his favor; while if he does do it and places the value higher than that offered, his customer feels he charges enormous profits, or if he places it too low, the customer is informed that the jeweler doesn't know anything about his business. "What am I going to do about it and keep out of trouble?" asks this subscriber.

To him, as to all others, asking for similar advice, we have explained that this is a matter very hard to answer definitely, depending as it does on local conditions under which the jeweler must work, which make it one that the jewelers in each town must answer for themselves.

However, we do not and cannot see why jewelers should have to place a valuation on articles for others, and especially do it free of charge. We know that there are a large number of prominent concerns in the big cities which absolutely refuse to place a valuation on any product but that which comes from their stores, and many of them refer the customer who asks for such valuation to a regular appraiser who makes a business of such work. Of course, in the small towns where there is no one competent to act as appraiser but the jeweler, conditions are different. But, even so, if a jeweler has to do it, there is no reason in the world why he should not charge for his services. The work that is asked of him requires expert knowledge which often has taken years to obtain. In fact, it is this expert knowledge of the jeweler that differentiates him from other merchants who simply buy and sell goods. It is this expert knowledge that gives him his standing in the community and it is this expert knowledge which entitles him to (though it does not give him) a larger margin of profit on the goods he sells than is made in purely commercial lines.

Why, therefore, should he give this knowledge for nothing? If one goes to a real estate expert and asks him the value of a piece of land, he knows he must pay for the knowledge. If one asks a lawyer or a doctor for his opinion on any subject, even though it may be expressed offhand, without thought or consultation of a work of reference, he knows that he is morally and legally bound to pay for the service given. Why then should the jeweler do similar work gratis? True, one may say it costs him nothing; neither does it cost the doctor, the lawyer or the real estate expert. It is their business to know and they sell this knowledge to others; the jeweler should be in the same position exactly.

One of the great advantages of the "round table" associations where merchants in this trade can get together at stated periods to talk over trade conditions, is that it gives them an opportunity to take concerted action on just such matters as this. If all the jewelers of the town refused to value articles except upon a percentage basis of compensation, the public would soon learn to expect to pay for such services and would do it without protest. It is only when some merchants are willing to give their services free that the other jewelers of their town are looked upon as unreasonable when they will not also do so.

However, this is a question in which there may be much to be said on both sides, and we think it one well worthy of discussion. The columns of THE JEWELERS' CIRCULAR-WEEKLY are open to any jeweler who wishes to give any reasons why the jewelers should or should not grant their customers' requests to value goods for nothing.

The A. N. R. J. A. Requests Mfrs. to Use Trade-Marks.

THE movement throughout the jewelry trade to have manufacturers of jewelry stamp their trade-marks upon all products, which has been growing for several years, gains momentum every month, as has been evident from the resolutions of the various State retail jewelers' associations favoring such action and now is reinforced by the official sanction of the American National Retail Jewelers' Association, this organization having passed the



When Playtime Is Over.

VACATION DAYS should not be spoiled by talking business too loudly or too much. If you have been able to get away for a while, you will be all the better for it—and your business also will profit from your gained vigor. You know the saying about all work and no play. Enjoy yourself.

But of course some thinking and planning ahead has to be done. Another season is looming up in front of you and us and everybody, with its opportunities and responsibilities. So we are quietly getting ready for you, thinking of your Fall requirements and laying in such stocks and supplies as will appeal to your trade.

The more trouble we have gone to, the less it will be for you. The gleanings of a good many factories, the skill of a good many craftsmen scattered all over the country, if not the world, will be represented in the showings of this single establishment — which simplifies matters for you. Just remember that *when playtime is over.*

CROSS & BEGUELIN

Wholesale Distributors of Gems, Jewelry, Watches, and Jewelers' Supplies

23 Maiden Lane

NEW YORK

following resolution at its convention held in Richmond, Va., Aug. 1 to 4.

Resolved, That the American National Retail Jewelers' Association request all manufacturers of jewelry to stamp a plain and distinct trade-mark on all the goods sold to the retail jewelers.

While this resolution does not go as far as some of those which requested members to handle only goods stamped with the trade-marks of the manufacturers, it endorses the principal and will have a pronounced effect among the 4,000 members of the association, in making the retail jeweler realize that it is to his, as well as the manufacturer's interest to handle trade-marked lines. This applies not only to the lines bought by retailers direct from the manufacturers, but also to those which are handled through the jobbing trade, as it puts the responsibility for the quality and workmanship of the article exactly where it belongs; that is, upon the man who made it and not the man who marketed it. If there is a merit in the article, the manufacturer is entitled to the reputation and good will he will gain thereby; if the article is defective the responsibility is his and his alone.

The trade-mark not only puts the guarantee of the manufacturer behind the product, but serves as a ready means of identification when the jeweler or jobber wishes to duplicate an order or have an article repaired. It serves also to distinguish a line of merit which the jeweler may carry from one handled by an illegitimate competitor, which may look exactly like it, but which has not the same quality.

In the identification and recovery of stolen property the trade-mark has proved very efficacious on many occasions. Only a short time ago the police of New York, who were puzzled by the sale of certain articles to a second-hand dealer, consulted this office. Through the mark upon one of the articles we were immediately able to summon the manufacturer and he was able to identify the thief and recover his property within a few hours. The thief in this case had been a trusted employe, who had just begun stealing. Had the articles been without a trade-mark it might have been weeks before the owner could have been found and the thefts discovered. By that time the employe might have skipped and the manufacturer have suffered a great loss.

At present trade-marks are stamped on nearly all first-class lines of jewelry, as manufacturers and their customers are realizing the benefits of this action. The time is coming, and coming soon, when every line handled by the jeweler will have to bear the maker's mark or be open to suspicion.

One of the pleasant features of the annual convention of the American National Retail Jewelers' Association, which was held Aug. 1-4 at Richmond, was the fact that a delegation of wholesale jewelers representing the National Wholesale Jewelers' Association was in attendance on the invitation of President Roberts of the A. N. R. J. A. The delegation consisted of Geo. H. Edwards, the president of the jobbers' organization; Louis Cohn, vice-president; Fred G. Thearle, secretary; Louis Sickles, treasurer, and Joseph Reagan.

New York Notes.

Samuel Weinhaus Co., Pittsburgh, Pa., is in this city for a short stay.

Walter & Co. will open a jewelry store at 182 Broadway about Aug. 17.

The concern known as the Varga Art Jewelers will open a store at 324 Fifth Ave. about Sept. 1.

Ernest M. Lunt, of the Chicago office of the Towle Mfg. Co., has been spending a few days in this city.

E. V. Mendell, of the Western Watch Case Mfg. Co., Chicago, Ill., is spending a short vacation with friends in this city.

George Goldberg, representing the Untermeyer-Robbins Co., 74 Nassau St., is at present on the Pacific coast for his firm.

Louis Kraffd, material buyer with I. Lewkowitz, has just come back from a vacation spent along the Atlantic coast fishing.

Earle Harwood, New York representative for the Fontneau & Cook Co., 15 Maiden Lane, is on a western trip for the concern.

Charles Stanley, New York representative for the Estate of O. M. Draper, 15 Maiden Lane, starts Friday on a vacation trip.

The assets of Robert Lewis, consisting of gold rings, pins, watches, clocks, etc., were sold yesterday at public auction by order of the court.

Fred Sturdy, of J. F. Sturdy's Sons Co., was in the Maiden Lane district last Thursday, having returned from a vacation spent in Maine.

Vincent Borrelli, of Borrelli & Vitelli, 401 Broadway, sailed last Saturday on the *Duca di Genova* for Naples on an extensive pleasure trip.

Samuel and Louis A. Jaskow, 35 Maiden Lane, returned from abroad Monday, Aug. 7. While abroad they visited the European diamond markets.

By permission of the New York State Supreme Court, the Royal Metal Mfg. Co., 520 Broadway, has changed its name to the Royal Jewelry Mfg. Co.

W. Hoffman, of Eichberg & Co., 65 Nassau St., sailed last Wednesday on the *Lusitania* for a trip to the European markets. He will be away about five weeks.

Sydney J. Manby, of Glaenzer & Co., Paris, arrived last week on the *Oceanic*, and will make his headquarters at the concern's showrooms at 38 W. 33d St.

Leopold Adler, who died Aug. 1, left more than $5,000 personalty, to be divided equally among Sarah Rosenbaum, Bertha Meyers, Leo Adler and Louis Adler.

Charles N. Gray, assistant secretary of the Jewelers Board of Trade, 15 Maiden Lane, is spending a three weeks' vacation at Deers Head Inn, Elizabethtown, N. Y.

Leonard Krower, New Orleans, La., who recently underwent an operation in this city, is improving, and it is expected that he will be able to return to New Orleans soon.

B. F. Coffin, organization engineer with offices at 60 W. 36th St., is at present engaged in installing a scientific business system at the store of E. J. Scheer & Co., Rochester, N. Y.

Louis Friedlander, of R. L. & M. Friedlander, 30 Maiden Lane, accompanied by Mrs. Friedlander, is now spending a vacation in the White Mountains. Mr. and Mrs. Friedlander have been at Larchmont.

George Barnett, of Barnett Bros., 71 Nassau St., arrived recently on the *Lusitania*, after an eight weeks' trip abroad. Mr. Barnett visited Antwerp, Amsterdam, Paris and London, combining business with pleasure.

There has been on exhibition during the past week at the Fifth Ave. store of Tiffany & Co. the Astor gold cup, which is offered as a prize for sloops, and 12 silver dinner plates, which are the prizes for schooners in the yacht races.

James H. Noyes, secretary of the Jewelers Security Alliance, 15 Maiden Lane, is on a six weeks' vacation, which he will spend cruising along the Maine coast. He will make his headquarters at Christmas Cove, Holly Inn, Me.

There was displayed during the past week in a John St. jewelry store the medals which will be awarded for the games of the Eccentric Fireman L. & U. No. 6. This organization held its games at Celtic Park, Long Island City, Sunday.

The Independence Jewelry Workers' Union, at a mass meeting at 79 Forsyth St., voted Thursday night to go out on a general strike Monday, demanding an eight-hour day and increased wages. Forty shops were represented. The union claims 500 members.

David Teicher, diamond dealer of this city, is offering creditors 30 cents on the dollar, payable 25 cents in notes running one, two, three, four and five months, and endorsed by his father, and five per cent. in his own notes for six months. He claims liabilities of about $10,000.

Among the jewelers returning from the annual convention of the American National Retail Jewelers' Association, which was held at Richmond, Va., Aug. 1 to 4, and who visited New York during the past week, were T. L. Combs, Omaha, Neb., and Claude Range, Columbia, Mo.

A representative of the Jewelers Board of Trade spent nearly a week recently investigating the financial affairs of the F. G. Bonnet Co., Columbus, O. At a meeting of the creditors last week an offer of 30 cents on the dollar was refused, and a further investigation ordered.

Clubs desiring to become members of the combined Jewelers' and Stationers' Bowling League for the coming season are notified that applications for registration in the league must be in the hands of the secretary before Sept. 1. The games will be rolled this season at Ehler's Bowling Alleys in Brooklyn, and the games will begin about Sept. 18.

The Jewelers Security Alliance has received information from Geo. R. Dodson, Inc., Spokane, Wash., to the effect that the fifth floor of the concern's factory building was entered recently, and gold filings valued at $200 stolen. Report has also been received from Jos. W. Coatsforth & Co., Galena, Ill., that the store of that concern was broken into recently, but no report has been forwarded as to the value of the goods stolen.

While six-year-old Rosela Wor is last Wednesday night was crossing the roadway in front of the jewelry and optical store of her father, Harry Wortis, at 242 Grand St., Brooklyn, which is also her home, a Grand St.-Broadway ferry shuttle car struck her and cut her severely about the nose, head, left knee and leg. She was carried to the store and attended by Dr. Levine, of the Eastern District Hospital, who left her at her home.

Among the out-of-town buyers in this city during the past week were Mr. Fursenbach, buyer for M. Rich & Bro., Atlanta, Ga.; C. E. Crosby, buyer for L. S. Ayres & Co., Indianapolis; Miss O. W. Kircher, buyer for Harned & Von Maur Co., Davenport, Ia.; Miss M. Berry, buyer for Younker Bros., Des Moines, Ia.; J. Strauss, buyer for the Dayton Dry Goods Co., Minneapolis, Minn.; Nathan Klopper, buyer for the Billstein Klopper Co., Cleveland, O.; Miss C. Dougherty, buyer for Lit Bros., Philadelphia, Pa.

Among those who will have exhibits at the National Household Show, which will open in Madison Square Garden Saturday, are the following: George Borgfeldt & Co., 16th St. and Irving Pl., enamel ware, household specialties; Haviland & Abbot Co., 29 Barclay St., Limoges china; L. Straus & Sons, 46 Warren St., cut glass, china, etc.; Koscherak Bros., 29 Park Pl., china and glass specialties; Utopean Silver Deposit & Novelty Co., 54 W. 22d St., Pioneer Cut Glass Co., Carbondale, Pa., Continental Cut Glass & Brass Co., New York, cut glass lamps.

Albert Pretzfelder, of the Bayer & Pretzfelder Co., 5 E. 17th St., has returned to this city after having spent a vacation of two weeks in the Adirondack Mountains. Clarence F. Bayer, of the same concern, who attended the Elks convention in Atlantic City last month, recently spent a 10 days' vacation on the Jersey seashore. Eugene Pretzfelder is making a trip through the south, and Louis C. Rose is at present visiting the largest cities of Ohio, Michigan and Indiana, and reports satisfactory business. Louis Heineman, representing the same concern, is at present calling on the trade in New York, New Jersey and Pennsylvania.

Returning from a call upon a friend at Maspeth, L. I., last Wednesday night, Harry G. Willnus, 18 years old, of 529 Gates Ave., Brooklyn, was set upon by thugs, beaten, relieved of his money, and finally shot through the hand. Willnus is the son of George Willnus, who conducts a jewelry business at 529 Gates Ave., and lives in the rear of the store. He was walking along Grand St., near Old Flushing road, when there was a sudden stirring of the bushes at the junction of the roads. There are many tall trees at this point, and the moonlight was completely shut out, making a dark stretch of road several hundred feet in length. Suddenly two men, masked and armed with heavy clubs, leaped out. Without saying a word they began pounding young Willnus unmercifully. When they had beaten him they demanded his money. After they had obtained 25 cents, one of the men shot young Willnus through the hand. The noise of the shot was heard by

(*New York Notes continued on page 95.*)

THE
LIBERTY
NATIONAL BANK
OF NEW YORK

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CAPITAL, SURPLUS AND UNDIVIDED PROFITS

$3,700,000.00

FIDELITY TRUST COMPANY

Notable Events of the Year

Elected to membership in the NEW YORK CLEARING HOUSE ASSOCIATION, making checks on this company, in payment for drafts, etc., acceptable by all banks and trust companies, members of the Clearing House, and checks certified by us acceptable by the U. S. Collector of Customs in payment of duties on imports.

Designated a Depository for the General Funds of the State of New York, in addition to those of the City of New York.

Paid 2% extra as a Christmas Dividend, in addition to the regular dividends for the year, which amounted to 6%.

Increase in Capital & Surplus from $1,500,000.00 to $2,000,000.00, enabling the company to broaden its business.

Increase in Resources to over $10,000,000.00.

President - Samuel S. Conover
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The Chatham and Phenix National Bank
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The Market and Fulton National Bank of New York

ORGANIZED 1852

81-83 FULTON STREET

CAPITAL, $1,000,000 SURPLUS, $1,700,000

PROGRESSIVE—CONSERVATIVE—SUCCESSFUL

ALEXANDER GILBERT, - President
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Invites the Accounts of Jewelers

Will extend every facility that good banking will justify

SAFE DEPOSIT VAULTS

THE NATIONAL NASSAU BANK OF NEW YORK

Established 1852 Nationalized 1911

Charter Member New York Clearing House

Foreign Exchange Department

Checks and Cable Transfers upon our own correspondents throughout the world

Resources

Over Fourteen Million Dollars

New York Notes.

(*Continued from page 93.*)

the police, and two men were later arrested and held for identification.

Harry M. Levy, representing Manasseh Levy & Co., has started his Fall trips and will see the trade in his territory regularly.

S. A. Van Moppes has moved his diamond cutting and polishing work from 40 John St. to the Browning building, at 106 Fulton St.

P. Reiner, 143 Eighth Ave., has moved to temporary quarters at 165 Eighth Ave. during the erection of a new building at his old address.

M. D. Rothschild, president of the Jewelers Board of Trade, has left the city for a few weeks' recreation and fishing in Canadian waters.

The trophy cup presented to George "Honey Boy" Evans as the champion batsman for 1911, among actors, has been on exhibition during the past week at a John St. store.

Max Schweiger, formerly with Schweiger & Michaels, 170 Broadway, is now located at 71 Nassau St., where he is showing a line of diamonds and diamond jewelry.

Geo. Beekman has left the employment of W. H. Wright, 65 Nassau St., and his place on the road will be taken by Mr. Church, formerly with the Lowell & Darrow Co., Binghamton, N. Y.

Among the out-of-town visitors in this city during the past week were Henry Terheyden, Pittsburgh, Pa.; Fritz Witzel, Indianapolis, Ind., and Gus Strandberg, of Sykes & Strandberg, Attleboro, Mass.

A report has been received of the death in this city of Mrs. Letitia Caspar, widow of Charles Caspar, formerly prominent in the silver-plated ware trade, who for many years had a store at 14th St., near University Place.

Mr. Gabriel, of the Gabriel Jewelry Co., Mobile, Ala., was in New York last week and was among the callers at the office of THE JEWELERS' CIRCULAR-WEEKLY. He arrived in New York on Monday morning to spend a few days in the metropois.

W. J. Johnston, of the W. J. Johnston Co., Pittsburgh, Pa., who is a director of the Jewelers Board of Trade, called upon Secretary Stone last week. He reports business excellent in Pittsburgh, and is optimistic as to the coming Fall.

A petition in bankruptcy was filed Monday against Emanuel E. Fox, a pawnbroker at 701 Columbus Ave., by Ernest Craske, $150; Apirian & Rabinowitz, $25; Roland & Marsellus, $267, and Loby & Co., $100. The probable value of the assets is $1,200.

Robert W. Reid died on Friday at his home, Oakwood Ave., Long Branch, N. J. He was born in Westfield, Conn., 71 years ago and was connected with the jewelry trade there when he was a young man. Later he served on the police force in Brooklyn for many years. He is survived by a widow and one son.

Among the department store buyers in town this week are: O. T. Ballhorn, buyer for Ed. Schuster & Co., Milwaukee, Wis.; L. F. Hardy, buyer for Davison-Paxon-Stokes Co., Atlanta, Ga.; J. Langford, buyer for Minneapolis Dry Goods Co., Minneapolis, Minn., and B. R. Bunting, buyer for B. Lowenstein & Bros., Memphis, Tenn.

C. T. J. Delaporte, who is to open a jewelry store at Moline, Ill., has been in this city during the past week buying stock. He has been making his headquarters at the Hotel Astor and was among the callers at the office of THE JEWELERS' CIRCULAR-WEEKLY Monday. Mr. and Mrs. Delaporte have been traveling from coast to coast, on a pleasure trip lasting two years.

The engine turners of this city and vicinity will hold a reunion and shore dinner at Feltmann's Hotel, Surf Ave., Coney Island, Saturday, Aug. 26. The dinner will begin about 7 o'clock and it is expected the party will number about 50. The committee in charge of the affair is composed of John Cullerton, E. F. Krout, Charles Asker and Herman Knoop.

Among the arrivals on the *Pennsylvania* last week was A. Espositer, of the A. & S. Espositer Co., 45 John St. He was accompanied by Mrs. Espositer, and during the trip abroad they toured through France, Germany and England. While away Mr. Espositer purchased gems. He reports prices high and fine stones scarce. Foreign dealers told Mr. Espositer that American buyers are purchasing more stones this year than usual.

B. H. Davis, of B. H. Davis & Co., installment dealers at 14 John St., finding himself unable to continue business because of serious illness, has decided to turn his business over to creditors, and has asked L. H. Herzfelder, of Herzfelder & Kohn, and Bernard Munk, of Neberzahl & Munk, to look after the business. The liabilities are reported at about $13,000, but as yet no definite statement has been obtained as to the exact assets. The situation is as yet unsettled as THE JEWELERS' CIRCULAR-WEEKLY goes to press.

While his brother and sister were within a few yards of him Samuel Katz, the 17-year-old son of Marcus Katz, a jeweler, of 6 School St., Yonkers, N. Y., was swept to death in the Hudson River, off Empire Grove, Sunday afternoon. The boy and his brother and sister were in an excursion party which left here early in the morning. In the afternoon he and his brother Louis, aged 19, hired a boat and went for a row and swim. Their sister stood and watched them from the steamboat *Ben Franklin*. Samuel was caught in a treacherous current and before his brother could reach their boat was swept away and sank. His body was not found.

The Salvation Army won a tariff victory Monday, when the Board of United States General Appraisers reversed Collector Loeb's ruling in a case involving the classification of badges used by the organization. Judge Sharretts, in his decision for the Board, in reversing the Collector, who returned the articles for duty at 60 per cent. ad valorem as "jewelry," says that while the badges are intended for the use of the members of the army they are not more ornamental than the customary badges worn by policemen, firemen or cab drivers. The claim made by Thomas & Pierson, the importers of the goods, was for a rate of 45 per cent., under the provision in the present tariff act for "manufactures in chief value of metal." This contention the Board sustains. It is held in the decision that the purpose of use is to indicate the occupation of the wearer and not for personal adornment. Judge Sharretts points out that the Board has held in cases arising under the Act of 1897 that elaborate badges, artistic and ornamental in character, are commonly known as jewelry. He holds that in the present case no such conditions exist. The articles, he says, are neither jewelry nor ornaments. It is accordingly ruled that the merchandise is not jewelry. The Collector's classification is reversed.

Lancaster, Pa.

Cyrus Dikeman, Rochester, is visiting his sister here.

B. J. McKenzie and wife, Montreal, Can., are spending a couple of weeks near Columbia at Mr. McKenzie's old home.

George L. Shepardson and Gus Strandberg, New York, have been the guests of F. A. Peters, of the H. S. Meiskey Co.

J. Ellis Porter has gone to Salt Lake City, and if he likes the place will open a repair shop and engraving establishment.

A. F. Dusel, formerly with the Hamilton Watch Co. factory, has gone to Waltham, Mass., to take a position with the E. Howard Watch factory.

The loving cup presented to J. Frank Bowman and wife on the occasion of their silver wedding jubilee by Lancaster Aerie of Eagles, was furnished by S. Kurtz Zook.

John J. Bowman, of Ezra F. Bowman's Sons, has been elected vice-president of the Lancaster Gun Club, a crack sportsmen's organization, which is allied with the National Guard.

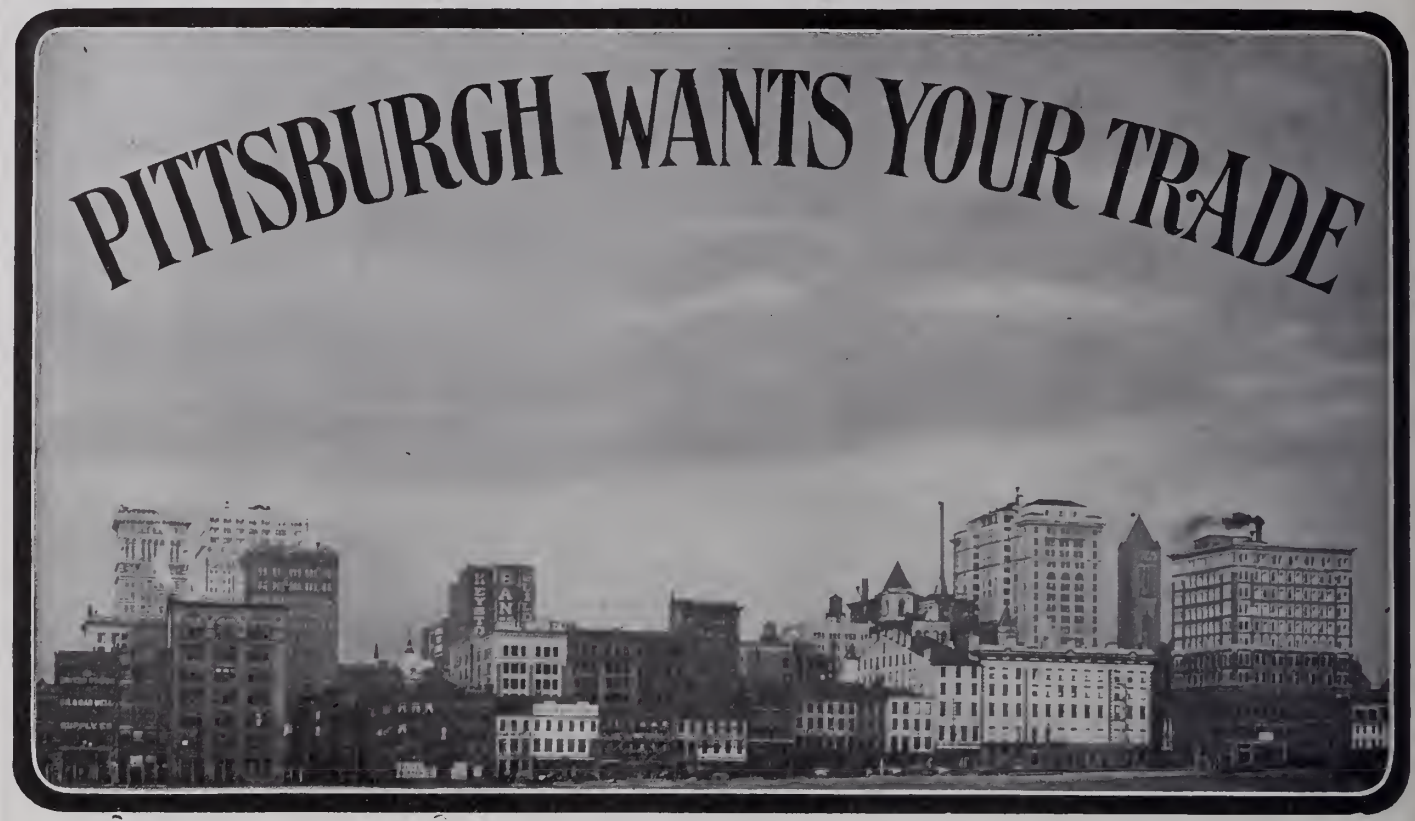
William J. Brown, who removed from Lancaster to Milwaukee several years ago, has written Lancaster relatives of his intention of going to to Seattle and opening a jewelry store there.

J. Harlow Eggleston, manager of Prior & Son, Fayetteville, N. C., wife and child, stopped over in Lancaster last week for a few days' visit to old friends on his way back south from a visit to his old home in Vermont.

Among the jewelers who lately paid Lancaster a visit were Nathan Grebinger, Pittsburgh; Sylvester Chadd, Louisville; Jacob Fisher, Elizabethtown, Pa.; J. H. Senseny, New Holland, Pa.; Fred Kaufbold, Columbia, Pa.; Zach. D. Peusch, Baltimore, and J. B. Marburger, Cleveland.

James B. Kremer, who died at his home at Montclair, N. J., Aug. 9, began his business career in the jewelry store of E. J. Zahrm, Lancaster. Among the positions of trust he filled were those of secretary of the Johnstown Flood Commission and trustee of the State Hospital at Wernersville, Pa.

Miss Emily Weaver, Strasburg, Pa., has entered the Ezra F. Bowman Technical School as a student in engraving, and when she finishes, will take a position in Springfield, Mass., with her brother, Carl Weaver. Ralph Kirkpatrick, a student, has finished a course in watchmaking and taken a position with his father, Jeweler R. L. Kirkpatrick, of Butler, Pa.



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Pittsburgh.

Morris Jacobs has gone to Atlantic City for a few weeks' rest.

W. J. Johnston, of the W. J. Johnston Co., visited New York last week.

Harry H. Heeren, buyer for Heeren Bros. & Co., returned last week from Somerset.

W. J. Buckwalter has been enjoying his vacation by camping on the Allegheny River.

August Loch returned last week from a delightful trip to Yellowstone Park and other western cities.

W. W. Stedford has returned to Pittsburgh from a trip through Virginia and the New England States.

George R. Pierce, a son of Rodney Pierce, is home from Mantau, O., where he had been spending his vacation.

The store of Harry Green at Homestead, according to some of the Pittsburgh creditors, has been closed on a landlord's warrant and the stock sold.

James Jones, western man for S. Davis & Co., and Miss Levine were married recently and are now on a wedding trip to Cleveland and other Great Lake resorts.

H. Landaw, of Landaw Bros., is covering Ohio for that firm, while John Brown is on the road in Pennsylvania for the same house. S. J. Landaw is home from a vacation trip spent at Cambridge Springs.

Charles W. Wattles, of W. W. Wattles & Son, his brother, J. H. Wattles, and several friends and relatives left last Thursday for Bemus Point in their automobile. The frequently go to spend the week-end.

Charles Capple, who was with the S. Davis Co. for 12 years, but who for the last two years has been unable to work because of ill-health has reported for duty at that establishment and has returned to the road, covering the west for that concern.

Some of the Pittsburgh jewelers and their clerks are arranging to hold a picnic for wholesalers and retailers the latter part of August. Present plans call for a ride on the Butler St. railway line; then camp will be pitched for the day.

Miss Hilda Rubel, for many years employed by the John M. Roberts & Son Co., and George W. Erdman were married last week. They will live in Dinwiddie St., where they will be at home to friends after an eastern wedding trip.

Joseph O. Ladd, who has been with E. P. Roberts & Sons for a number of years, leaves next week for Portland, Ore., where he has accepted a position with the G. Heitkeimer Co. Mr. Ladd was married a year ago. He believes that he will like the west.

Sam F. Sipe sailed Saturday on the *Mauretania* for home and is expected to arrive in Pittsburgh within a week. W. E. Parish, of the Sipe house, has started on a tour of Ohio and Michigan. Mr. Sipe bought a large consignment of diamonds in Amsterdam.

James McNichol, of the Hardy & Hayes Co., is touring Europe. He will return home next month. J. Alexander Hardy, of the firm, and his family have returned from their Canadian trip. Mr. Hardy took on many pounds of flesh. He spent six days at sea returning.

It was reported here last week that an attachment for $300 had been filed against C. F. Albright, a jeweler of East Liverpool, O. Mr. Albright was formerly a member of the firm of Albright & Ebeling of that town to whose business he succeeded in 1903. His store is at 617 E. Market St.

Heeren Bros. & Co. have been repairing a clock which is a musical instrument and timepiece combined. It plays tunes every evening at 4.55 o'clock, five minutes before closing time, to remind the clerks of the fact. It plays tunes at any time, the clock being so constructed that this feature can be regulated. The clock is said to be more than 100 years old.

The Pittsburgh *Press* gave a free regata last Saturday on the Allegheny river, hundreds taking part. Among the jewelers contributing to the events were Dieges & Clust, New York, who gave a silver loving cup; Harry Feighenbaum, gold locket; Charles Holyland Co., silver loving cup; John M. Roberts & Son Co., silver loving cup; Gillespie Bros., silver cup; Sol. Seleznick, shaving set. A number of prizes also were sold by jewelers.

The court last week appointed the Colonial Trust Co. guardian for Paul Pfaff, who is an inmate of the city home at Marshalsea. The application for a guardian was made by City Solicitor Charles A. O'Brien, who told the court that Pfaff has several hundred dollars worth of goods, the stock having been found in his store following the man's arrest when he shot out the windows of the 14th Ward Republican Club. Pfaff is said to be getting along nicely. The trust company will endeavor to wind up the man's affairs as soon as possible.

The fire which damaged the building occupied partly by the Federal Loan Co., an account of which appeared last week, was much worse than was at first supposed. It is said that A. Stein's loss, the proprietor of the place, will be in the neighborhood of twice the amount of the $2,000 insurance which he carried. His fixtures are said to have cost more than the insurance he carried on them and his stock, and the damage to his stock is as much if not more than that sum. Mr. Stein's friends express sympathy for him, as he was said to be getting along well and stood high with those with whom he dealt.

Owing to the fact that the lower portion of Federal St., North Side, is being raised above the flood level, so as to protect property in that section, W. J. Sarver, who has been in business near Robinson St. for many years, has been forced to move and has taken a location near Montgomery Ave. in Federal St. It will be remembered that several years ago the jewelers, as well as others, were heavy losers by reason of the worst flood in Pittsburgh's history. Much agitation followed to raise the streets above the flood level and the city has been doing this slowly, Federal St. being one of the last to be raised. Mr. Sarver's new store will be close to that of August Loch.

President John M. Roberts, of the Pennsylvania Retail Jewelers' Association, says that he has received no word from the members at large relative to his offer of three prizes, the first a $75 Howard watch, which will be given to the one receiving the most memberships in the association. Mr. Roberts believes that his offer should stimulate the members to effort. He is seriously thinking of extending the offer to all employes of jewelry houses and those in any manner affiliated with the trade. He believes their is sufficient vim among the members of the trade in Pennsylvania to get a move on and try to win the prize. He believes that now is the time to get busy. The second prize is a $15 pair of solid gold cuff buttons.

While Steele F. Roberts, president of the American National Jewelers' Association, was presiding over the deliberations of that body at the Richmond convention his wife was very ill with pleurisy at the Presbyterian Hospital, Mr. Roberts being unaware of her condition. He did not learn until he returned home this week of her serious illness. Mr. Roberts had taken his wife to the hospital to have an operation performed several weeks before he went to Richmond, but it appears that pleurisy developed while he was away. Word of the fact was not sent to him for fear that it might interfere with the work of the convention. Mr. Roberts has removed his wife to their residence in this city, her condition having sufficiently improved to permit this. Mr. Roberts says that he intends to rest for 30 or 60 days, so far as association work is concerned. He greatly appreciates the honor of being elected to the office of president for the second term and hopes that when he gets back into the work others will assist in lightening the burdens of the office. He says the Richmond convention was the best ever held from every point of view.

Cleveland.

W. H. Wagner and W. H. Cohn, of the Wagner-Gilger-Cohn Co., are making business trips, the former in the west and the latter in the east.

The W. F. Newmeyer School of Engraving has removed to the 16th floor of the building in which it was formerly located at 627 Euclid Ave. In the new quarters the school occupies much more space than formerly and is more pleasantly situated.

Members of the W. A. Jones Optical Co. would like to know the whereabouts of Herbert B. Salzer, 22 years old, who up to a few weeks ago had been in their employ over six years. A short time ago Salzer drew his salary and got some money to buy stamps with. He did not return and his employers are anxious to know what became of him.

Dan Jennings, who for many years has successfully conducted a jewelry establishment in Oneonta, N. Y., has formed a partnership with Earl C. Bates under the firm name of Jennings & Bates. Mr. Bates began business 12 years ago as clerk in the store of E. D. Miller, and for the past six years has been with R. E. Brigham, resigning to enter the partnership. Mr. Jennings, who has been a resident of Oneonta for 21 years, is also well known.

Newark.

Henry Allsopp has sold his residence at 601 Chilton Ave. to Frederick J. Keer.

Mr. and Mrs. Wallace Durand, 29 Saybrook Pl., are on a motoring trip through Massachusetts.

Albert Allsopp led the field in the qualifying round for the August cup at the Forest Hill Golf Club.

F. C. D. Bonnor is on a short trip through the south in the interests of F. & F. Felger, 42 Marshall St.

W. J. Anton, of Durand & Co., has started on a trip in the interests of the company through the middle west.

Vincent W. Hendrickson is now on a five weeks' trip through the south in the interests of Theurer & Crane, 13 Franklin St.

Rudolph Krinke, 29 Academy St., is spending his Summer vacation at "Camp Kamihele," Griffin's Corners, Catskill Mountains, N. Y.

Joseph R. King has started in the manufacturing jewelry business at 14 Lum St. Mr. King was formerly associated with Ernest Dreher at 42 Walnut St.

Richard Charles, a salesman for Moore & Sons, Inc., 22 Green St., is on a trip through the south in the interests of his concern. He will return the latter part of September.

E. H. Eckfeldt, of Eckfeldt & Ackley, Shiman-Miller Mfg. Co. building, Austin and Murray Sts., is spending the month of August at Canada Lake, N. Y. He will not return until after Labor Day.

W. S. Campbell, the eastern representative of Day, Clark & Co., Washington St., and W. R. Shute, representative in the middle west for the same concern, have both started on their usual trips.

D. L. Nessler has returned to the Chicago office of Ziething & Co., after several weeks' visit at the factory, 68 Orchard St., this city. Mr. Nessler will make a number of trips through the middle west during the coming season from his Chicago headquarters.

Charles S. Purdy, a salesman for Frisch Bros., manufacturing jewelers at 50 Columbia St., who has his headquarters at Chicago, has started on a long trip, which will include visits to the trade in the northwest, on the Pacific coast and in the southwest.

When John Sigmon opened the five-ton safe in the Essex Loan Office, 274 Market St., on Thursday morning last, he noticed that it was falling over, and just jumped aside as it crashed to the floor. A show case was smashed and part of the contents of the safe destroyed.

I. J. Schwartz has just started on a five weeks' trip through the west in the interest of L. Barnett & Co., 181 Washington St. He is showing an extensive line of new patents. L. Barnett will continue to look after the New York City trade of the firm during the coming season.

H. A. Bliss, of the Wordley, Allsopp & Bliss Co., 33 E. Kinney St., left last week for a trip which will include visits to the trade at Chicago and other points in the middle west. Perry C. Burnham, who for the past two years has been a salesman for Richardson & Co., will represent the Wordley, Allsopp & Bliss Co. during the coming year. He has just started on his first trip in the interests of this concern, on which he will visit cities through the south and middle west.

The funeral of John H. Cantrill, who died Monday, Aug. 7, from a complication of diseases, was held from his late home, 62 Sherman Ave., on Wednesday afternoon of last week. The Rev. Dr. Davis W. Lush, head of the Church Extension Society of Newark, officiated at the services. Interment was in Fairmount Cemetery. Mr. Cantrill was born in England 40 years ago. He came to Newark in 1892, when he first came to this country. For many years he was employed in the Tiffany Studio, New York City, and later by the Gorham Stained Glass Co., of the same city. He is survived by his widow and one son.

The Wheeler Jewelry Co. has removed from 93 Lafayette St. to 125 New Jersey Railroad Ave., where is situated the Metallic Art Co. Richard F. Faux, of the Wheeler Jewelry Co., recently acquired an interest in the Metallic Art Co. and is acting as its superintendent. The Wheeler Jewelry Co. will act as selling agent for the Metallic Art Co. Because of this relationship and Mr. Faux's interest in both concerns it was thought advisable to conduct both manufacturing concerns under one roof. The Faux Co., a concern in which Richard F. Faux's son, Charles Faux, is interested, has also moved from 93 Lafayette St. to 125 New Jersey Railroad Ave.

Buffalo, N. Y.

The next meeting of the Buffalo Retail Jewelers' Association will be held the first week in September, and the exact date will be announced later.

Mr. and Mrs. Frank Nuse have returned from their southern trip, which they took recently to the National Association convention.

Gustavus Frisch, of Frisch Bros., and Mr. Fred Petersen, of Schutt & Petersen, are spending their vacation at Brookville and Thousand Islands on a fishing trip.

Mr. and Mrs. Moses Cohen, of Delaware Ave., are taking an extended automobile trip with Mr. and Mrs. Charles Kline, of Allentown, Pa. They will go through the Berkshires to Montreal and Quebec.

William St. jewelers are all represented in the project to hold a second carnival, which shall rival the big street celebration of last October. The William St. business men inaugurated Buffalo's street carnivals. One of the plans is to give away prizes on a public sharing basis. There will be 150 prizes given.

The entertainment committee for the outing on Aug. 23 of the Retail Jewelers' Association held its final meeting this week and the program for the day is now complete. The boats will leave the foot of Ferry St. at 2:30 P. M. for the Island Club House, and the day will be spent in athletic games, followed by a banquet and a ball in the evening.

While the police expected to make arrests in the burglary case of the Gross jewelry store at 230 Seneca St., no trace of the thieves has been obtained, although several suspects are under surveillance. An attempt was made to cut away a lock, but this being unsuccessful, entrance was gained by jimmying open a rear door. Twenty-three watches, 12 chains, a suit case and a quantity of cheap jewelry were taken. The value of the stolen goods is estimated at $250.

A big feature of the most notable street parade ever held in Buffalo was Fred Dorn, the jeweler of Genesee St. The parade was the forerunner of the ball game between the Elks and the Shriners, the object of the game being for charity. All the local men of note were caricatured as well as men and women of national reputation. Mr. Dorn is a prominent Elk and was not only a member of the arrangement committee but appeared conspicuously in the parade with "suffragettes" and local politicians.

Connecticut.

Charles D. Morris and George D. Munson, Wallingford, have been elected member of the finance committee of the Dime Savings Bank at that place.

Charles H. Tibbitts recently returned to Wallingford from Richmond, Va., where he attended the convention of the American National Retail Jewelers Association.

The Morgan Silver Plate Co., Winsted, has been granted a permit to erect an addition to its factory. It will be 27 x 30 feet and two stories high, of frame construction.

That the water power at Hanover Lake may be preserved, the American Cutlery Co., Meriden, has awarded a contract to build a large sedimentation basin which will be located near Hanover Park. The cost will be about $6,000.

George Honeywell was arrested in Hartford last week on a charge of violating city ordinances by peddling without a license. When arrested Honeywell had several imitation diamonds in his possession. It is said that he was representing them as genuine stones.

Michael Bondroski, was arrested in New Britain on a charge of theft, and Lesco Perum on a charge of theft and intoxication, last week, on the complaint of David Dembner, a jewelry peddler of New York. It is said that Dembner sold a watch to one of these men and a little later the purchaser and a companion asked to see other watches. They each took one, according to Dembner, and started away with them. The arrest followed.

A runabout owned by Gen. George H. Ford, president of the Ford Co., New Haven, was struck by a street car at that place last week. J. A. Watson, of the Ford Co., who was driving, and Mrs. A. W. Morgan, of Norwich, were thrown out. Mr. Watson escaped injury, but Mrs. Morgan was badly bruised.

The affairs of the Ernst Schall Co., Hartford, which has not been conducting any business for the past four or five years, will be wound up and the concern will go out of business. Recently the directors and trustees of the corporation decided to put it out of existence. The assets and liabilities of the company are very small.

Philadelphia.

Joseph Press, of I. Press & Son, has started on his vacation trip.

J. S. Clark, Bristol, Pa., is ill at his home with bronchitis and stomach trouble.

M. E. Hunter, retail jeweler of Beverly, N. J., has gone to Maine for an indefinite stay.

Percy Savoy, of the Wadsworth Watch Case Co., called on the trade here last week.

Clinton A. Hall, with T. H. Brown & Co., Bridgeton, N. J., was a visitor during the week.

An attractive French jewelry shop has been opened in the Plaza Hotel by Louis Crooce.

S. G. Ely has gone to Waverly, N. Y., where he will accept a position as watchmaker.

Max Greenfeld, watchmaker, 7th and Chestnut Sts., is enjoying a fishing trip at Anglesea.

E. H. Wetherhold, Allentown, Pa., is busy making improvements and alterations to his store.

E. P. Ledos, of the Ledos Mfg. Co., Newark, N. J., was here booking orders for the Fall.

S. J. Schless, retail jeweler, 909 Market St., is making improvements and alterations to his store.

James Jones, watchmaker for James Beath, 119 S. 12th St., is spending his vacation at Atlantic City.

A. M. Kendall, Millville, N. J., has returned to town after a most delightful fishing trip spent on Delaware Bay.

Julius Winder removed Aug. 15 to the Joseph B. Bechtel & Co. building, 729 Sansom St., where he occupies the entire second floor .

R. T. Ferguson and his brother entertained a party of friends and their wives on an automobile trip to Ocean City and Asbury Park.

George D. Lewis, clock repairer, 1225 Girard Ave., has moved to 1219 Cambridge St. Mr. Lewis has been established in this business on Girard Ave. for 25 years.

Hoover & Smith have closed their store at the northeast corner of 13th and Walnut Sts., and will remove the remainder of the stock to the main store, 616 Chestnut St.

William Patterson, Jr., son of William Patterson, retail jeweler, 1149 S. 20th St., has finished his course of engraving. He will assist his father in the jewelry business.

William Herbert Thompson, Jr., a prominent local jeweler, announces the marriage of his daughter, Elizabeth Mae, to Alexander R. Staples, on Wednesday, April 12, 1911.

The distinguished looking white marble building occupied by J. E. Caldwell & Co. is receiving its annual scrubbing, together with a general overhauling throughout the store.

Harburger Bros. are permanently installed in their attractive new store, 1014 Chestnut St. The store which they have just vacated is now occupied by a novelty watch concern.

W. Steckel, Bangor, Pa., has entered his two sons at the Lancaster technical school for a general course. They will later assist their father, who is one of the prominent jewelers in this locality.

John G. Buseman, 2828 Germantown Ave., was one of the merry-makers at the Business Men's Association picnic, which was held Thursday evening. Mr. Buseman rendered several songs and was encored several times.

F. Stuart Bunting, manager for E. J. Hertz, has joined his wife and family at Wildwood, where he will remain for the balance of the Summer. Mr. Bunting is prospecting for an attractive piece of ground at Wildwood, where he will build a cottage.

John C. Demmert, a Camden jeweler, carried off the prize cup in the motor boat race running between New York and Camden Saturday, Aug 5. Mr. Demmert came in two hours in advance of his competitors. His young son engineered the motor launch which followed close to the racing boats.

The following jewelers were visitors to this city during the week: A. L. Echternacht, Adamstown, Pa.; D. N. Krause, North Wales, Pa.; E. K. Bean, Lansdale, Pa.; H. B. McFarlan, East Downington, Pa.; M. E. Hunter, Beverly, N. J.; Henry Bolte, Atlantic City, N. J., and James J. Ames, Swedesboro, N. J.

Philip H. Bratton, a well-known jewelry of Kenneth Sq., Pa., died Tuesday, Aug. 8, at his home. The deceased, who was in his 70th year, had been ailing for some time with cancer of the liver. Mr. Bratton was a member of the G. A. R., and also a prominent member of the Masonic order. He is survived by a widow and one daughter. Mrs. Bratton will continue the business.

D. Atlas, diamond dealer, 125 S. 7th St., will move his business about Sept. 1 to the new building which he has recently erected at 721 Sansom St. Mr. Atlas has returned from Europe with his wife, where he has been on a business and pleasure trip for the last three months, during which time he visited the diamond markets and purchased his Fall line.

Joseph Weiss, a jewelry engraver, 1817 N. Marvine St., committed suicide Thursday by shooting himself through the head. The man's body was found lying across the grave of his mother in Green Mount Cemetery, and was discovered by the assistant superintendent of the grounds. Young Weiss had suffered with severe headaches for some time, and it is supposed that he never quite recovered from the shock of his mother's death.

A negro sneak thief entered the jewelry store of J. B. Jansen, 6606 Germantown Ave., last Friday, and engaging the jeweler's attention in a piece of jewelry that needed repairing, and after making the customary inquiries, started to leave, but lingered on the way out, and finding the jeweler's back turned he reached for some watches and clocks that were conveniently displayed and made a quick and profitable exit. The jeweler was unable to capture the thief, but notified the police, who are on the lookout for the colored man. They have not been able to obtain any clue as yet.

The genial old Southwark watchmaker, John Johnson, is making ready for his 50 h wedding anniversary, which he hopes to celebrate April 2, 1912. Mr. Johnson, who is in his 76th year, is a veteran of the Civil War, and is one of the oldest watchmakers in the trade. He is renowned for his offspring, which number 23. He is still hale and hearty, and continues active in business circles. The men in the trade all dub him "Johnny," and have so for many years. This is regarded by Mr. Johnson as a term of affection. Mr. Johnson is using a watchmakers' brush used by his father 75 years ago.

Oblivious to his surroundings, and despite the fact that it was broad day light and one of the busiest shopping sections in the city, John Haines, a watchmaker, was taken somewhat by surprise Friday when he discovered a man calmly pounding on the show case window of the jewelry store ot Harry Kerrstein, 926 Chestnut St. A closer inspection revealed a hammer which had been concealed beneath the man's coat, and so covered as to muffle the sound. Haines lost no time in sidetracking the attempt at robbery, and after an exciting chase along Chestnut St. captured the thief. The prisoner gave his name as Frank McGill, Boston. A monkey wrench and part of a burglar's outfit was found upon him.

Magistrate Yates held Anthony Cugino, 13 years of age, in $500 bail for court last Friday on the charge of stealing a diamond ring valued at $250 from the store of William H. Doebele, a manufacturing jeweler, 805 Sansom St. The boy had been sent to the store by his brother on Monday to have some work repaired. The jeweler had waited upon the lad before, and never having occasion to suspect him of dishonesty left him alone in the store during a temporary absence. It was during this interval that the boy made off with the ring. He was noticed by his brother the following day wearing a ring with a rather handsome stone, and a series of questions finally brought out the story of the theft. The brother immediately notified the jeweler, who did not wish to prosecute, but the brother insisted that he would have to make an example of the lad.

Harrisburg, Pa.

A festival is to be held Aug. 23 and 24 for the benefit of the Camp Curtin Memorial Clock fund, which now amounts to $379.45. The dials are now in position in the tower of the Camp Curtin School building. Besides the clock a bronze tablet will be placed on the school building.

Fred Rohm, who has been recuperating from an attack of illness at his old home in this city, returned this week to his duties at the jewelry establishment of Kolb Bros., Williamsport. Should his health continue to improve he will likely resume his duties as a tenor soloist in St. Luke's Lutheran choir in Williamsport.

Wilmer Crow, of this city, has been reelected president of the Pennsylvania Retail Merchants' Association, which will meet next year at Johnstown. Other officers of the State association are: C. J. Pohle, Erie, vice-president; A. M. Howes, Erie, secretary; W. H. Nelson, Chester, treasurer; A. M. Latshaw, P. M. Malloy and Albert Kaiser, executive committee. The Lebanon merchants arranged a very pleasing program of entertainment.

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Vol. LXIII. CHICAGO, WEDNESDAY, AUGUST 16, 1911. No. 3.

Chicago Notes.

A. S. True is on a fishing trip to northern Wisconsin.

Arthur Jacobs has returned from a trip to the Pacific Coast.

Geo. H. Thomas left last week on a trip to middle west points.

A. G. Roden, of the Chicago office of the American Silver Co., is on a vacation at Twin Lakes, Wis.

Vincent W. Henderson, traveler for Crane & Theurer, was in Chicago recently, calling on the trade.

W. E. Scanlon, traveler from the Chicago office of the Oneida Community, Ltd., is on a vacation.

L. H. Schafer, of L. H. Schafer & Co., has just returned after a four weeks' business trip in Cleveland.

W. T. Hixson, El Paso, Tex., stopped over here on his way home after a vacation spent in Wisconsin.

Ed. Vail, Wichita, Kans., stopped over here on his way to Macino Island, where he will spend his vacation.

Alex. Tanhauser, Chicago, representative of Chas. E. Hancock Co., left last week on a trip to nearby points.

S. E. Dickson, Chicago, representative of the John T. Mauran Mfg. Co., returns this week after a trip to the factory.

Burt Navarre, engraver with John Cooper & Co., Omaha, and formerly of this city, visited friends here recently.

Frank Herschede, of the Frank Herschede Co., Cincinnati, stopped over here on his way home after a vacation in the West.

Mrs. E. L. Dayton and son, with E. W. Reynolds Co., Los Angeles, is visiting at the home of her father-in-law, E. A. Dayton in Oak Park.

C. W. Edwards, Oxford, Neb., has been engaged by E. A. Dayton & Co., to represent them in Iowa, Nebraska and Kansas, the territory formerly covered by M. O. Milligan.

The wife of W. D. Kee, traveler in the west and southwest for the Elgin National Watch Co., died recently at their home in Elgin. Beside Mr. Kee three children survive her.

The Elgin National Watch Co. is offering a gold medal valued at $500 to the successful competitor of the stock chassis race to be held on the eight-mile Elgin course, Aug. 25-26.

M. E. Meyer, formerly with the A. and E. Leather Goods Co., has started up in business in the Thomas Church building, with a line of mesh bags and jewelry and will shortly issue a catalog.

Miss M. O. Johnson, for many years with the Chicago office of the American Silver Co., has just returned from a two months' vacation spent in San Francisco, Pasadena and other California points.

Glenn L. Seitz, representing Chapin & Hollister Co., has recovered from an operation which necessitated his stay at a hospital for six weeks. He is now entirely recovered and is able to visit the trade as usual.

The Central Cut Glass Co. has just completed a new factory at Saginaw, Mich., with 50 frames. This company is now operating four factories. O. W. Ecklund, vice-president and general manager of the company, has just returned after a 1,000-mile auto trip with a party of friends.

F. J. Dunn, Chicago representative of Dunn & Rodenberg, has just returned from a two months' trip to Providence and a fishing trip along the coast of Laborador and New Foundland. He was so fortunate as to land an 83-pound sword fish. A certified copy of a picture of the fish with affidavit will be furnished all doubting Thomases.

The Chicago office of the Gorham Mfg. Co. is undergoing considerable alteration and rearrangements. About 300 square feet of additional show-room space will be added to the present spacious display room and new fixtures and show-cases added. When completed the rooms will add very materially to the generally fine appearance of this company's lines.

The funeral of the late H. G. Rettig, of Rettig, Hess & Wadsen, whose death was announced last week, took place at his late residence, 4316 Perry Ave., on Tuesday, Aug. 8. After an impressive service the interment was at Roschill Cemetery. Nearly all the leading members of the jewelry trade of Chicago were present to pay respect to his memory. The floral tributes were many and beautiful, two carriages being necessary to convey them to the cemetery.

A voluntary petition in bankruptcy was filed here last week by Leroy J. Viersen, 10944 Michigan Ave. (Roseland). The petitioner puts his assets at $5,815 and liabilities at $15,501. Edwin B. Buell has been appointed receiver and gave bond in the sum of $2,500. Mr. Viersen, who was formerly employed by C. F. Ingalls, Waukegan, Ill., started in business for himself in Aug., 1905. In the spring of 1908 he was elected president of the Kankakee Car Works and later became its vice-president and devoted most of his time to the latter industry.

Pacific Northwest.

L. E. Vance, Hastings, Nebr., is planning to open a store at Sutherlin, Ore.

J. R. James has taken possession of the store of C. J. Pugh at Falls City, Ore.

R. C. Spink, Klamath Falls, Ore., has left for Atlanta, Ga., to be absent for several weeks on a business trip.

Z. Riddle, San Diego, Cal., has moved to Klamath Falls, Ore., and is preparing to open a store there at an early date.

Horace Condy, who operates a jewelry store at Sedro-Woolley, Wash., suffered a heavy fire loss recently. The stock and store fixtures destroyed are valued at $10,000.

The Anderson-Mitchell Jewelry Co. has been incorporated at Spokane, Wash., by N. C. Anderson, E. Mitchell and B. Lovell Wilson, the capital stock being placed at $20,000.

Burglars recently attempted to enter the store of the Watts Jewelry Co., Eugene, Ore., but got no farther along in their operations than to remove a section of the skylight.

A. Salzman, Roseburg, Ore., has left for Cleveland, O., on a sad mission. He is accompanying the body of his father to that place, where it will be placed at rest in the family burial plot.

Charles D. Martin, head of the Martin Jewelry Co., Walla Walla, Wash., has the sympathy of his many friends in the jewelry trade in his recent bereavement in the death of his wife, which occurred on Aug. 4. Mrs. Martin's demise was exceedingly sudden and was due to a stroke of apoplexy.

H. Greenblatt, as trustee for the creditors of L. Hoffman, advertises he is in charge of the latter's jewelry business at 1016 Second Ave., Seattle, Wash., where Mr. Hoffman has been in business for the past seven or eight years. The stock is now being sold.

Fred Zimmer, of Zimmer Bros., jewelers in Poughkeepsie, N. Y., is recovering in that city from a sudden attack of appendicitis which he suffered recently.



The Next Chapter

of this interesting romance will appear shortly. It *should* appear in *your* store. If it doesn't, it may be because you are not alive to the wisdom of aggressive efforts for business at this time, or, perhaps, you are not availing yourself of the many advantages offered you by



The Allen Superior Diamond Service



These advantages—*in Quality, Price, Assortment* and *Speedy Deliveries,* memo, or stock—are pronounced and widely recognized. It will pay *you* to "catch on."

The "Engagement Season"—(which after all is but a part of your diamond business) is by no means over. It is just fairly under way.

From now on, *expect a renewal of active diamond demand*—which will profit you greatly *if you are prepared.* Good stones at August prices (Herbert W. Allen & Co. prices) are a wise investment for both present and later needs.

Just *how* can we serve you *to-day?* Write us!

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Diamonds of Character and All Other Precious Stones Loose and Mounted

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"The Seal of Superior Service"

Milwaukee.

Milton A. Herzog, 59 Maiden Lane, New York, was calling on the trade here last week.

Mandelker & Kupper, retail jewelers at 697 Forest Home Ave., will remove Sept. 1 to 1064 Teutonia Ave.

M. Krieger, jeweler and optician, will remove from 498 Mitchell St., where he has been for the past seven years, into larger quarters at 492 Mitchell St.

E. H. Warnke & Co., manufacturing jewelers, have been meeting with such a good business of late that they have been working three evenings each week and have increased their working force.

The Manufacturing Jewelers & Jobbers' Association of Milwaukee will hold its regular monthly meeting Aug. 14. The association is issuing a handsome calendar each month for the retail jewelers of the State.

B. M. Kaatz, formerly of Salomon & Kaatz, 118 Grand Ave., has sold out his interest in that firm and will open Aug. 19 in the Plankinton House block, 115 Grand Ave. Albert Salomon will remain in business at the old stand.

The Bunde & Upmeyer Co., E. Water and Wisconsin Sts., has aroused much favorable comment of late because of the fact that it is the only retail jewelry store in Milwaukee closing on Saturday afternoons during July and August.

News has been received by Milwaukee wholesale jewelers that W. H. Preston is planning to open a general jewelry and watch repair business at Bangor, Wis. Since the death of L. T. Purdy, a young jeweler at Bangor, the village has been without a jewelry store.

Henry F. Stecher, treasurer of the Wisconsin Retail Jewelers' Association, was one of the association delegates to the national convention. A. W. Anderson, Neenah, Wis., secretary of the association, also a delegate, was unable to attend and John Hess, Fond du Lac, one of the alternates, went in his place.

E. F. Rohn, president of the Milwaukee Jewelers' Club and vice-president of the Wisconsin Retail Jewelers' Association, is expected to return to Milwaukee soon after an extended trip in the west. Mr. Rohn and a party of friends have been spending considerable time in the Yellowstone Park country.

News of several more good finds of pearls about Wisconsin has reached Milwaukee this week. John Reimer, of Manitowoc, picked up a pearl said by jewelers to be worth at least $200. Miss Mary Baumgard, 1339 White Ave., Beloit, found one of the largest specimens ever picked up in southern Wisconsin.

Wisconsin jewelers are well pleased with the news from Cleveland, O., that Gustave Keller, Appleton, Wis., president of the Wisconsin Retail Jewelers' Association, was elected high chief treasurer of the Catholic Order of Foresters. Mr. Keller has always taken a prominent part in the activities of the order and has held various offices.

A. P. Du Puis, manager of the jewelry department of Gimbel Bros.' Milwaukee store, has returned from a 12 weeks' visit to the European markets. He visited Spain, Italy, Austria-Hungary, Bohemia, England, Ireland, Germany and Africa. According to Mr. Du Puis, pendants will be more popular than ever this season. Lorgnettes and other trinkets will be worn on long chains. Mesh bags with fancy frames, finished in gold and silver, will also be worn.

Considerable excitement was caused at Jefferson, Wis., recently by the report that a Mr. Peterson had found one of the largest pearls ever picked up in that section of the State. The specimen was so large that the suspicion of H. G. Fischer, jeweler, was aroused and his investigations disclosed the fact that the "pearl" was bogus. Then the story leaked out that some boys had placed the top of a hatpin, a close imitation to a pearl in color and shape, in a shell, resulting in a hoax on the entire city.

Indianapolis.

Charles B. Dyer has returned from an eastern trip.

C. P. Eldred has taken a position as salesman with Leo Krauss.

Ralph Partlow has taken a position as watchmaker with the Tiffin Jewelry Co.

Charles J. Kiefer has returned from a two weeks' fishing trip to Lake Maxinkuckee.

E. M. Craft, secretary of the A. P. Craft Co., has purchased a five-passenger automobile.

A. A. Oakes, manager of the silverware department of Carl L. Rost, has returned from a vacation trip.

R. L. Bieber, formerly with the I. Grohs' Jewelry Co., has taken a position with the F. & M. Jewelry Co.

Leo Markowitz, secretary of the F. & M. Jewelry Co., has gone to Texas to call on the trade for six weeks.

H. C. Ratliff, formerly employed by M. I. Kirkham, Pendleton, has taken a position with A. H. Pauley at Bloomington.

M. L. Douglas, of the tool and material supply department of the Baldwin-Miller Co., is at work again after a long illness.

A. L. Walters, formerly with R. Jacobs & Co., Cincinnati, has taken a position as house salesman with the F. & M. Jewelry Co.

J. W. Culbertson has closed his trade watch repair shop in the I. O. O. F. building and has taken a position with E. O Collins, Franklin.

M. J. Bieber, manager of the tool and material supply department of the Baldwin-Miller Co., has returned from a fishing trip to Lake Manitou.

John P. Mullaly has gone to Niagara Falls to attend the annual convention of the Order of Orioles. Mr. Mullally is supreme past president of the order.

Joseph E. Reagan, manager of the Baldwin-Miller Co., has returned from Ludington, Mich., where he spent a few days with his family. He stopped there on his way home from Richmond, Va., where he attended the American National Retail Jewelers' Association convention at Richmond, Va.

Fritz Wetzel has gone to Milford, Pa., where he will spent a few days before going to New York to visit his parents, Mr. and Mrs. Henry Wetzel, formerly of this city.

The bankrupt stock of Moe Amdur, 242 Massachusetts Ave., was sold at auction by H. F. Pavey, trustee in bankruptcy, on Aug. 8. The sale brought $1,164.50, which was much less than the invoice value.

Among Indiana retailers in the city last week were: J. F. Kiser, Muncie, G. F. Cooper, Mooresville; J. W. Hudson, Fortville; C. M. Hunnicutt, Rockville; John Kennard, Rushville; J. F. Harding, Brownsburg; A. W. Owen, Greenwood; J. W. Thompson, Danville. D. C. McCarthy, Charlestown, Ill., was also in the city.

During the Indiana State Fair, Sept. 4-8, the Indianapolis Trade Association will hold its annual Fall buyers' meet, and merchants from all parts of the State will be asked to attend. A downtown headquarters will be established. It is probable that the visiting merchants will be entertained at the State fair at the expense of the association. A committee has been appointed to prepare a program of entertainment. It is expected that at least 1,000 merchants will take advantage of an opportunity to visit the city during the meet.

Kansas City.

Vern Q. Powell, Fort Scott, Kans., and wife are visiting New York this week.

D. O. Herndon, a jewelry auctioneer of this city, is visiting in New York this week.

C. G. Chapman, of the J. R. Mercer Jewelry Co., is up in Minnesota this week on a fishing trip.

T. S. Simrall, traveler for D. B. Ward & Co., just returned from a trip over part of his territory.

Ward Lewis, of the C. B. Norton Jewelry Co., is expected home from his vacation trip next Monday.

Miss Katheryn Porter, of the Porter & Wiser Jewelry Co., is spending her vacation at Buffalo, N. Y., and Hamilton, Can.

F. W. Galer, a jeweler of Nowata, Okla., has been in Kansas City this week arranging for an auction sale he is about to conduct.

John Gilles, Fort Scott, Kans., and wife passed through Kansas City this week on their way home from an automobile trip to the north.

J. R. Mercer, president of the J. R. Mercer Jewelry Co., has gone to New York, and will visit Canada for a fishing trip before he returns.

C. R. Barnum, with B. C. Wycoff, of Greenfield, Ia., was in Kansas City this week, accompanied by his wife on their way home from a vacation spent with Kansas relatives.

George H. Edwards, president of the Edwards & Sloane Jewelry Co., has just returned from attending the National Retail Jewelers' convention, coming home by way of New York and Chicago and making brief stops at each point.

The following retailers from the surrounding country have been in the Kansas City market this week: J. O. Stott, Paola, Kans.; Mr. Carlson, of the Carlson Jewelry Co., Richmond, Mo.; J. M. Coffman, Salisbury, Mo.; W. F. Kirkpatrick, Winchester, Kans.; Miss Hamm, of A. L. Hamm, Garland, Kans.; D. W. Smith, Pipe Stone, Minn.; E. L. DeLanty, Parkville, Kans.; J. H. Whiteside, Liberty, Mo., and C. E. Tarr, Greenville, Mo.

San Francisco.

Chas. Weinstock, a well known Kearny St. jeweler, was married Aug. 6 to Miss Hattie Wolf, of this city.

Harry Lippman and Hirschel Rettler, with A. Eisenberg & Co., have returned from vacations spent at coast resorts.

L. A. Giacobbi returned recently from an automobile trip with his family down the coast as far south as San Luis Obispo.

No changes will be made in the name or policy of the firm of Muhs & Lochbaum Co. as a result of the recent death of A. H. Lochbaum, Jr.

E. Languetin, of the firm of Harris & Languetin, is back from a trip to Lake Tahoe, Reno and other mountain points. The trip was made on a motor cycle.

The Field & Walton Co., which operates a store here at 145 Grant Ave., is closing out the establishment that has been operated for some time at San Jose, Cal.

Among the retailers who have been here recently have been Chas. Haas, of Stockton, Cal.; Louis Koberg, of Healdsburg, Cal., and H. D. Michand, of Watts, Cal.

The Albert S. Samuels Jewelry Co., of this city, now has a first-class baseball team in the field, and some good games are being played with other amateur teams.

F. L. Ziegler, of the firm of Ziegler & Ziegler, Stockton, Cal., was in town recently visiting wholesalers. This firm does considerable manufacturing, repairing and engraving for the trade.

Paul D. Walsh, of the firm of Hambright & Walsh, who was recently confined for some time in a San Francisco hospital, has returned home and is now reported to be in his customary good health.

Henry M. Abrams, of the Henry M. Abrams Co., is still away on a trip through the coast territory and is not expected to return to headquarters for a couple of weeks.

E. C. Charters, of Suisun City, Cal., is ill in a San Francisco hospital and will probably not be able to assume his duties for some time. His partner, Joseph G. Meermance, of Oakland, is conducting the business at present.

M. J. Maisler has opened a neat jewelry store at 212 O'Farrell St., not far from the Orpheum Theatre, and reports having had a very successful opening. This is the only store of its kind in the vicinity, which is a well traveled part of the city.

E. V. Saunders, treasurer of A. I. Hall & Son, who recently left on a trip to Southern California, has left from there to go to New York, and will spend some time there on an important business mission before returning to San Francisco.

M. H. Rosenthal announces that he has severed his connection with the M. H. Rosenthal Co., and will this week start a business under his own name in the Mutual Life building, 704 Market St., as a dealer in findings, jobbing material and novelties.

The Dorrance Battin Co., Chronicle building, has secured additional room for its cut glass display and is now showing the largest line ever carried. This concern recently had returned to it a box of jewelry valued at $500 taken from a train in a holdup last June. The package had been opened, but as money was the object of the robbery and not jewelry the package was rewrapped and mailed to its destination.

Julius A. Young has returned from his trip to Southern California, and after spending a few days in this city will leave on an extended visit through the Pacific Northwest. He reports that trade is beginning to show more improvement than has been the case in a long time, but he is of the opinion that the bulk of the business will be done late this year. Conditions in the smaller places are better than those noted in the large cities, according to his observations.

Treat & Eacret, who will open this Fall in the Sachs building on Geary St. one of the finest retail jewelry establishments in the city, have filed articles of incorporation with a capital stock of $300,000. The interested parties are W. P. Treat, G. Eacret, F. J. Woodward, E. T. Houghton and E. D. Connelley. Department heads are now being selected and work is under way on the store that is to be fitted up, but it will be several months before it is ready for occupancy.

Edward W. Scott, the detective sent to this country to take back to New Zealand William and Maud Rogers, wanted for the robbery of J. Kohn's store at that place last Spring, has identified the thief by means of finger marks left on the window sill. Local pawnbrokers have identified the couple as being the persons disposing of the recovered jewelry, and the jewelry has been identified by Hugh Smith, with Shreve & Co., much of it having been made by him while a workman in Kohn's shop. The couple will soon be taken to New Zealand for trial.

Minneapolis and St. Paul.

R. D. Walker, with Sischo & Beard, St. Paul, has returned from a vacation spent at Fond du Lac, Wis.

J. M. Church, Los Angeles, Cal., has opened a new retail establishment at 96 S. 7th St., Minneapolis.

O. D. Bush, watchmaker for E. M. Coates & Son, Yankton, S. Dak., and wife have been visiting friends in the Twin Cities.

L. K. Sortland has opened a new retail store at 2209½ E. Lake St., opposite the barns of the Minneapolis Street Railway Co.

Charles Theole, formerly with the Henry Bockstruck Co., St. Paul, has taken a position as watchmaker with George R. Holmes, St. Paul.

J. M. Foreman, of International Falls, Minn.; Wm. Picters, Madison, Minn.; G. E. Erickson, of Perley, Minn., were in the Twin Cities during the past week.

Peter McArthur, who recently withdrew from the Emporium Department Store, St. Paul, has bought the department store stock of Thoen Bros. there, and will continue a department store in the latter stand with a jewelry department.

Burglars recently entered the store of J. Berman, Wilmington, Del., rifled the cash drawer and escaped with a number of watches. Entrance was gained by the front door, and apparently the thieves used a key. This is the second time that the store has been robbed in a similar manner in the past few weeks.

Denver.

W. E. Payne, of Payne & Crowder, jewelers, Boulder, Colo., is visiting the local trade.

J. C. Bloom, of J. C. Bloom & Co., secretary of the Colorado Retail Jewelers' Association, enjoyed a trip to Eldorado Springs by automobile this week.

A party of eastern delegates, en route to the national convention of opticians at Salt Lake City, Utah, spent Sunday in Denver. They were entertained by local members of the craft.

S. L. Bresler, of the Enterprise Jewelry Co., who also is secretary of the State Board of Pharmacy, has started for Boston as a delegate to the convention of the American Pharmaceutical Association.

Henry Bohm, of the Bohm-Allen Jewelry Co., has returned from a pleasant vacation spent at Minneapolis, Minn. The firm has just completed some extensive improvements in its store at 1039 16th St., the site of which they have occupied for 30 years.

As a result of the new State law prohibiting the use of public drinking cups, which went into effect Aug. 1, Colorado jewelers are doing a thriving business in the sale of individual silver cups. Some of these are handsomely engraved, and at Greeley they are being used by society people as bridge-whist prizes.

James R. Lewis, head of the Lewis Jewelers' Supply Co., has returned from an extended trip through the south. He reports business very good and prospects favorable for the Fall trade. Winfield Rankin, of the same concern, is enjoying a vacation in eastern Colorado, and Mr. Gilbert, of that company, who has been ill for some time, is again able to be about.

The woman who was arrested recently at Kansas City, Mo., charged with an attempt to defraud, is said to be the same attractive young woman who tried to obtain a loan of $165 on a diamond broch, which she claimed to be worth $400, from jewelers and bankers at Greeley, Colo. The woman represented herself as being a saleswoman for a pen manufacturing concern, and said she was out of funds. She first took the brooch to I. Glazier, asking for a loan, but Mr. Glazier became suspicious and refused to accommodate her. He then called up his colleagues on the telephone, warning them against the young woman, with the result that she obtained nothing in Greeley. It has since developed that her alleged husband manufactured the brooches at a cost of $65 each, and the woman was then sent out, with her story of being stranded, to secure $165 on each brooch. It appears to have been a swindling scheme, pure and simple, and but for the co-operation of the Greeley jewelers, the young woman might have swindled several of them.

Edward Hermann, son of Joseph Hermann, a prominent Calumet, Mich., jeweler, recently returned from South Porcupine, the Canadian mining camp, which was the scene of the recent disastrous fire. The fire, which is believed to have started in one of the prospector's camps, did considerable damage to the forests and over 150 people lost their lives.

Los Angeles.

Jack Moffatt, representing Battin & Co., has been visiting this city and San Diego.

Percy West, head engraver of the Whitley Jewelry Co., is taking a brief vacation.

E. Gerson, 545 S. Broadway, has been suffering from a slight illness which kept him at home.

The report has reached here that N. B. Hale, of N. B. Hale & Sons, San Bernardino, is seriously ill.

Ed Peterson, 819 W. 3d St., visited San Diego during the recent opening exercises of the Panama Exposition.

Samuel Zimmern, representing Henry Zimmern & Co., New York, has recently been here on a business trip.

H. B. Crouch is conducting a special sale preparatory to his removal about Aug. 15 to his new store on W. 6th St.

Monroe Montgomery, of Montgomery Bros., has gone to Santa Paula Hot Springs for a vacation of about two weeks.

Mr. Borden, head of the manufacturing department of Brock & Feagans, is spending a two weeks' vacation in Mexico.

George Bloom, 344 S. Spring St., has just completed extensive alterations in his store by which it has been materially improved.

W. A. Wheeler, H. M. Seaman and George Cuccia, of the H. F. Wallace Co., have gone to Catalina for a week's outing.

H. M. Seaman, of the H. F. Wallace Co., has just returned from a trip through southern California. He reports business good.

H. B. Packard, assistant buyer in the jewelry department of the Broadway Department Store, has returned from a vacation spent at Newport Beach.

Arthur Andrews, head jeweler with the Donovan & Seamans Co., is spending a vacation of 10 days at Balboa Beach, a resort about 50 miles down the coast.

Sanford Mayer, formerly of Mayer & Weinschenk, San Francisco, has been dangerously ill at Monrovia, a small town 18 miles east of Los Angeles. He is now convalescent.

W. Chapman, formerly with Gilmore & Lee when they were doing a wholesale business on Broadway, has taken a position as salesman with J. Levinson, 818 Broadway Central building.

The watch repair business of Newton Moore, 354 S. Broadway, has so increased since his appointment as watch inspector for the Southern Pacific Railroad, that it keeps four men very busy.

Wm. M. Kinney, 615 S. Broadway, is home again after a very delightful outing spent with his wife at Lake Tahoe. Mr. Kinney especially enjoyed tramping and exploring the nearby mountains.

J. C. Taylor, of the diamond department of S. Nordlinger & Sons, has returned from his vacation, and is at his place in the store. Charles K. B. Aumoch is now associated with Mr. Taylor in the diamond department.

Drunken men fighting on the street broke a large window in the store of A. E. Morro at the corner of Broadway and 4th St. a few nights ago. The loss was more than $100, but Mr. Morro had the window amply insured.

Ed Clark, of the diamond department, and E. B. Josephson, of the repair department of Brock & Feagans have both returned from their Summer vacations. Miss Crossman, of the same house, is now taking her vacation.

John T. Harris is rapidly getting settled in his handsome new store at the corner of 8th and Broadway. S. S. Schepps, who was formerly in partnership with him, will probably be associated with Mr. Harris as manager.

A. C. Bitterman, traveling representative of Hambright & Walsh, recently returned from a trip through the north, and is now making a tour of the towns of southern California. His firm reports that he is doing a very good business.

W. B. Kelly, 212 W. 4th St., has returned from his trip in the east, and is having a special removal sale preparatory to going to his new location at 555 S. Broadway, now occupied by H. B. Crouch. He expects to move about Sept. 10.

S. Meyer and J. G. Talbott, of Meyer, Cahn & Talbott, will start on Saturday with their automobiles on a trip to San Bernardino, Redlands and Riverside. They will take their families and some visiting friends, and expect to be gone three days.

Walter Dibb, San Diego, who has been with J. Jessop & Sons Co. in that city for six years, is about to start in business for himself as a manufacturing jeweler. He has already purchased of the H. F. Wallace Co., this city, the goods necessary for starting his business.

The store at 541 S. Broadway, to which S. B. Bailey expects to move about Aug. 10, is undergoing extensive repairs. The interior will be refitted and the front also materially improved. Mr. Bailey has discontinued his sale at his old store, and is preparing to move.

Frank Daschek, manufacturing jeweler in the Broadway Central building, has just completed a communion-service bread plate to accompany the cup designed by him, a picture of which recently appeared in THE JEWELERS' CIRCULAR-WEEKLY. The plate is of sterling silver, handmade, 6½ inches in diameter, with the bottom made so as to fit into the top of the cup.

George L. Penniman, manufacturers' agent, recently returned from a trip lasting two months, during which he traveled through Arizona, Texas, Colorado, Wyoming, Montana, Idaho and Oregon. He reports this trip the best he has ever made at this season of the year. He will start in a few days on another trip, going north as far as Portland, and expects to be gone about two and a half months.

H. Hartman and son Otto, formerly of Wapakoneta, O., have just arrived here and are looking for a location with reference to starting in the jewelry business. Mr. Hartman was formerly in this city for nearly two years, being associated with the Geneva Watch & Optical Co. He was so delighted with the climate, and Mrs. Hartman's health was so much improved while here, that he desires to return and make this his home.

D. A. Wilkins, traveling salesman for the Wood & Jones Co., jewelers and gem cutters, has just returned from an extended business trip over the Pacific coast. He reports business exceptionally good. A. P. Wood, of this firm, intends to start Aug. 15 for a trip to Chicago, Cincinnati and other middle western cities. He thinks the business outlook for his firm is very encouraging, as he sees evidence of good business this Fall.

A store at 404 W. 7th St., recently occupied by Frank C. Dukeman, has been closed and the stock taken to 460 S. Main St. M. R. Thomas, who still owned the fixtures, sold all these to the same parties who took the stock to Main St. This stock was originally assigned to the Jewelers Board of Trade, and Mr. Dukeman continued the business under the Board's direction. It was decided, however, best to discontinue the business and dispose of the stock. This leaves George V. Lippold, 410 W. 7th St., practically alone in the retail jewelry business on that street.

Omaha.

J. L. Wolf and wife have gone on a pleasure trip to Ft. Dodge, Ia.

Curtis Lindsay has returned from a six weeks' trip with friends in California.

R. J. C. Bott, with Jos. I. Schwartz, Denver, Colo., is visiting friends in Omaha.

J. G. Marver, with the Sol Bergman Jewelry Co., has gone on a trip through Iowa.

C. B. Brown and wife, who have been on a six weeks' trip to California, have returned home.

Fred Boysen, secretary of Fred Brodegaard & Co., has gone on a vacation to Minneapolis and Chicago.

E. I. Jones, with W. F. Kirkpatrick & Co., St. Joseph, Mo., was in this city last week, on his way to Los Angeles, Cal.

Alfred Brodegaard, of Fred Brodegaard & Co., with his wife, has gone on a pleasure trip to Salt Lake and Spokane.

C. A. Williams writes from his ranch at Hyattville, Wyo., that he never had such good luck catching speckled trout.

O. C. Homan, of the C. B. Brown Co., and wife have gone on a two weeks' pleasure trip to Chicago and the northern lakes.

Nando Wolf, New York, has accepted a position with J. L. Jacobson. Nine years ago he started to learn the trade with his present employer.

E. O. Furen, of the Jacobson & Furen Co., South Omaha, was married last week to Mrs. Davis, widow of the late Harry B. Davis, of this city.

Albert Edholm, sold the beautiful silver punch bowl which was given as the chief prize at the Clay Court tournament, held in this city last week.

Out-of-town jewelers in Omaha last week were: L. Robinson, Glenwood, Ia.; John Brobill, Plattsmouth, Nebr.; S. H. Clay, Long Pine, Nebr.; Frank Comte, Springfield, Nebr.; P. Holtsinger, Pleasanton, Nebr., H. Hackett, Clearwater, Nebr.

E. C. Adams, of Albert Edhohn, who started down the Missouri River two weeks ago in a catboat, with the intention of going to Arkansas, has abandoned his trip, it having taken two weeks to make the trip from Omaha to Kansas City, a distince of 200 miles. R. M. Scott, with the same concern, has gone to Dallas and Gregory, S. Dak., on a business trip.

St. Louis.

R. Loewenstein is away on a trip through Illinois, Kentucky and Tennessee.

A. Kurtzeborn and his wife are spending six weeks at Battle Lake, Minn.

George Petter, president of the Petter Jewelry Co., was in the city during the week.

D. P. Richards, of the Maschmeyer-Richards Silver Co., has returned from a vacation trip.

William C. Ludwig has gone to New York on business and pleasure. He will be gone two weeks.

Louis H. Bauman, son of Meyer Bauman, has gone to Buenos Ayres to assume a responsible position.

Morris Bauman, of the L. Bauman Jewelry Co., will leave Sept. 1 on a trip through his western territory.

William F. Stock, watchmaker for Theodore F. Gerlach, 730 N. Taylor Ave., has just returned from a vacation trip.

A. M. Zerweck, president of the Zerweck-Frech Jewelry Co., is spending several weeks with his family, near Kankakee, Ill.

James P. Cahill started out a few days ago for the Brooks Jewelry & Optical Co. on a trip through Missouri, Tennessee and Arkansas.

N. P. Logan, of the Mermod, Jaccard & King Jewelry Co., has returned from a two weeks' vacation, which he spent at Arcadia, Mo.

Michael Miesch, of the Miesch-Jones Jewelry Co., Muskogee, Okla., and Thomas E. Edmunds, of Clarksville, Mo., were visitors here during the week.

Thomas Humphreys, president of the Lucios Jewelry Co., and his wife and child have returned from Piasa Chautauqua, where they were guests at the Outside Inn.

The A. J. Jordan Co., which retired a few months ago from the retail business, is now established at 3d and Locust Sts., in the wholesale silver, cut glass and cutlery business.

F. W. Drosten has departed on a six weeks' trip through the Yellowstone Park, Canadian Pacific territory and Minnesota. Charles D. Spindler, of the Drosten firm, has been spending two weeks in the Ozarks.

Louis Robin returned Tuesday night from Peoria, where he attended a power boat regatta, making the trip in his new boat, the *Ella Lee*. He spent the rest of the week visiting in Cincinnati and its suburbs.

In bankruptcy proceedings pending against Isadore M. Kosminsky, the trustee, on his own petition, has been ordered by Referee in Bankruptcy Coles to sell certain real estate in Hot Springs, Ark., to Max Kosminsky.

A. G. Matson, formerly employed as manager for W. A. Hyde, Ottawa, Kan., has taken a position as traveling salesman with the Elliott Jewelry Co., and has just started on his first trip through Missouri, Illinois and Kansas.

Paul De Guire, a Fredericktown, Mo., jeweler, who was recently shot by Walter Day, a piano salesman, as he was leaving the Day home, where he and other guests had been entertained by Mrs. Day, has practically recovered from his injury. It has not been determined whether there will be a prosecution of Day.

A. C. Kurtz, of the Whelan-Aehle-Hutchison Jewelry Co., has returned from St. James, where he spent the past two weeks. Allen Merrick, of the same company, has returned from a two weeks' outing in Missouri.

B. Stiffelman will be married at St. Paul, Aug. 27 to Miss G. Rocher, of that city. After the ceremony they will leave on a bridal trip through Missouri, Oklahoma and Texas. On their return to St. Louis they will begin housekeeping.

L. J. Vogt, of the Hess & Culbertson Jewelry Co., and his family have returned from Montgomery City, Mo., where they spent three weeks. Mr. Vogt was recently added to the board of directors of the company, the number of directors being increased from four to five.

Joel M. Friede, of the Eisenstadt Mfg. Co., who is also a stockholder of the Arkansas Diamond Co., has returned from a trip to New York. He found considerable interest in the east in the Arkansas diamond field. Development of the field, he says, has only lagged because of the lack of capital.

Otto Bachman, president of the Western Optical Co., 714 Pine St., has reported to the police his store had been entered some time between 6 o'clock Tuesday night of last week and 7 o'clock the following morning and property valued at $145 taken. The burglars entered by means of duplicate keys through the front door. According to Mr. Bachman, Private Watchman Whalen found the door unlocked about 7 o'clock Tuesday night and notified Oliver Abel, 5270 Waterman Ave., an employe of the concern. Abel did not examine the stock. The burglars got six pearl opera glasses, two binoculars, several lorgnettes, four field glasses and several cheap opera glasses.

Canada Notes.

R. Shapah, Winnipeg, recently sustained a fire loss.

E. L. Park, Essex, Ont., has sold his business to J. F. Taylor.

W. A. Cochrane has purchased the business of B. C. Jacques, Roulcau, Sask.

T. C. Watson, of Newmarket, Ont., left this week on a trip to Vancouver, B. C.

Otto W. Ante, for the last 23 years with Momas Lees, Hamilton, has resigned his position to engage in business on his own account.

Among the out-of-town buyers calling on the Toronto trade last week were: E. Roche, Dutton; W. Busby, Oakville, and J. Buller, Brantford, all Ontario.

R. S. Ramsay, manager of the optical department of D. R. Dingwall, Ltd., Winnipeg, is attending the annual convention of the American Association of Opticians at Salt Lake City. Before returning to Canada he will take a post-graduate course at the Northern Illinois College of Opthalmology.

J. E. Springer & Co., Valdosta, Ga., recently moved into a handsome new store at that place.

Cincinnati.

Charles Swigart, of Charles Swigart & Co., is on a trip through Indiana.

William Thelen and Otto Mehmert, of Joseph Mehmert, are out in the north.

Louis P. Greaux, Key West, Fla., is studying engraving with Charles Neubauer.

E. M. Klein and Eugene Frommeyer, of Klein Bros. Co., are now going through Indiana.

Gus Peck, of Peck, Selmeier & Peck, came in on Sunday from a trip through West Virginia.

F. C. Wittlinger, Middletown, O., came into Cincinnati last week with his family for a visit to old friends.

Victor Gebhardt, of Gebhardt Bros., is expected back from his vacation tour at Clark's Lake, Mich., next Monday.

S. E. Lasher, Orlando, Fla., stopped in Cincinnati last week to buy stock on his way to his old home in Bucyrus, O.

Emil H. Lohmeyer, son of Ed. G. Lohmeyer, jeweler at Newport, Ky., formerly employed at his father's store, lost his wife recently.

Herman Duhme and Al Granducci, of "Duhmes," Covington, Ky., are taking a two weeks' motor boat trip down the Kentucky River.

John Kinsler, watchmaker and optician for L. C. Eisenschmidt, Newport, Ky., has returned from a vacation spent at Armstrong Lake, Ky.

Saul Bingaman, of Bingaman & Co., returned Friday from his Summer home at Mt. Clemens, Mich. Jim Bingaman left Sunday for West Baden.

Clarence Loeb has returned from a trip through Oklahoma and the west. Mayo Loeb and Irvin Herman, all of Herman & Loeb, left the first of the week for Ohio and Illinois.

S. Lindenberg, of Lindenberg, Strauss & Co., returned Friday from a trip through the east. Sig Strauss is now out in the west. Nathan Hahn left Saturday for the north and A. Cohn for the south.

C. Gordon Oskamp and H. Rattermann, Jr., have been appointed a special committee to represent the jewelry trade at the coming Fernbank Dam Celebration and Homecoming, of Cincinnati, the middle of September.

Out-of-town buyers noted in Cincinnati last week included: Fred J. Heintz, Lexington, Ky.; J. W. Roop, Dayton, O.; A. E. McCullough, Maryville, Tenn.; A. W. Apel, Portsmouth, Tenn., and P. H. Sparks, Sabina, O.

John Helmes, of the Mesch-George Jewelry Co., was married last week to Miss Rosie Hubner. They will make their home in Westwood. Joseph Mesch has come in from a trip through Oklahoma and Kentucky.

I. L. Greenwald, of Greenwald Bros., left Sunday to spend his vacation at Epworth Heights, O. Sam Greenwald is beginning to fix up room in the rooms 23-25, the Arcade, for the wholesale department which the firm will open in September.

Mr. Oppenheimer, of Hahn & Oppenheimer, is back from a week's trip through Ohio. Julius Hahn and Mark Eiseman are in the south. Miss Mary Kallmeyer

is taking her vacation in Michigan, and Miss Henrietta Mesch goes on her vacation this week.

Theodore Neuhaus & Co. will reopen their factory on Monday, after a two weeks' shutdown to give the employes and heads a vacation. Mr. Neuhaus spent part of his time in Milwaukee, and Charles Theye left with his family for a run up the lakes.

The A. B. Closson, Jr., Co., dealers in antiques, has removed one door west from its old location at 110 E. 4th St., to 112-14, and is taking the three floors for exhibition rooms. The frontage of the store is doubled and the interior space increased by 10,000 feet.

C. E. Richter has returned from a trip of several weeks with Mrs. Phillips through the east. Ford Phillips is out on his southern trip. Charles Kendall, also of Richter & Phillips, is going through Iowa, Harvey Phillips through Missouri, and Sam Young through Texas.

George Shaw, Frank Morgan and Charles R. Ott, three men who were charged with stealing $300 worth of goods from the Oskamp, Nolting Co. some time ago, were sentenced to pay $100 fine and costs in police court, and are now serving out an additional 30 days in the workhouse. The men denied the crime.

Sidney Hirschfield has come in from the west for the D. Jacobs & Sons Co., and Aaron Strauss from Illinois. J. D. Jacobs returned Sunday from an extended tour of Canada with Mrs. Jacobs, and started the first of the week on his Ohio route. A. C. Jacobs leaves Thursday for Atlantic City.

Word has been received in Cincinnati from E. M. Rudolph, former head of the optical department of the Oskamp, Nolting Co., telling of the great success he is having in Bomorhea, Tex., where he recently removed to take up farming. Since he has been there he has sold 30 tons of alfalfa from the farm he purchased.

All retail jewelers in the county are invited to attend the meeting of the Retail Jewelers' Association, called for Friday night at the Zoo, to hear reports of the delegates to the national convention of retailers at Richmond, Va. This is a special meeting, and there will be no other until next month. The delegates to report are Anthony Schemel, president, and Ed Simper.

August C. Hess, father of R. J. Hess, head of the optical department of the Oskamp, Nolting Co., and of Miss Stella Hess, in charge of the jewelry department of Shillito's, passed away at his home in Dayton, Ky., Aug. 4. His son, Clarence Hess, formerly employed at the Dorst Co., had just been discharged from the United States Army at Ft. Moultrie, S. C., after three years' service, and arrived home six hours after his father's death. He has now gone into the employ of the Oskamp, Nolting Co. as jewelry inspector. Miss Stella Hess was called back from a vacation trip in Toledo to attend her father.

C. E. W. Bowers, a jeweler in Salt Lake City, Utah, was recently thrown from a buggy and dragged 30 feet when the horse he was driving ran away.

Atlantic City.

TRADE CONDITIONS.

The retail jewelry lines have been a little quieter than usual this Summer and all the merchants have been complaining as to the volume of trade. Expenses are very heavy here and the busy season is about half over, although some jewelers do the largest business during the late Fall, Winter and Spring, as this is a year around resort.

H. B. Sommer, of H. B. Sommer & Co., Philadelphia, is here for the Summer at the Hotel Westmont.

M. Baylinson, manufacturing jeweler of 1222 Atlantic Ave., has been ill with appendicitis and has given up his business for a time.

Louis J. Deacon, who handles stones and gets up his own exclusive designs in jewelry, has gone to Stroudsburg, Pa., where he is doing business at the Oakland Inn.

Henry Bolte, Jr., retail jeweler and a member of councils, is chairman of the license committee and has been brought up for alleged acceptance of a $500 bribe for a saloon license in the Rio Grande Hotel. The case has not been tried as yet.

A. B. Silverman and K. Emelet had a jewelry store at 1910 Atlantic Ave. They concluded to do a separate business, each taking half of the store. But it did not work well, as each made charges against the other and both are held in bonds to keep the peace.

The Oajaka Jewelry Co., in the Windsor Hotel block, on the Boardwalk, were sold out at auction by the creditors. The main item owed was $900 for two months' rent, and the business was conducted by the Cahns, of Baltimore and Harrisburg. The creditors bid in the stock and fixtures at $1,250, and they are now conducting an auction sale of the stock piecemeal.

T. J. Louery, 511 Boardwalk, was robbed in the Spring of several hundred dollars' worth of jewelry. The robbers, William Bennett, of this city, and George Fisher, of Philadelphia, were arrested recently and taken to court at May's Landing, and were discharged, although they confessed to the robbery. It was said in court the jewelry was returned, but Mr. Louery says not. Louery was not even called on the stand. The robbery was committed at 2 A. M., and they came back again at 5 A. M. to complete the job, but were frightened away when they saw a policeman approaching.

The big Elks' convention, which brought some 100,000 people to the resort, augmented the sale considerably of badges and special Elk jewelry. The C. M. Robbins Co., Attleboro, Mass., had the contract for 50,000 official Elk badges. Donatello Lamponi, of the Atlantic City Elk lodge, designed the exchange badges which were distributed to the number of 5,000 by Dr. Lippman, 1408 Atlantic Ave. The badge was in the form of a watch fob, with a medallion in gold bearing in relief the figure of a woman welcoming the Elks. In one hand she holds a laurel wreath and in the other a lamp illuminating a herd of elks, which are seen approaching.

Some of the visitors and jewelry salesmen here lately were: George Hulbert, of H. O. Hulbert & Sons, wholesalers, Philadelphia; Harry Leighton, with Jaccard & Co., St. Louis, Mo.; G. Rietzen, Ashland, Pa.; O. D. Sturmer, Easton, Md.; Mr. Schuster, New York; B. J. Cooke, representing B. J. Cooke's Son, clocks, Philadelphia; C. H. Davison, with Kohn & Co., Newark, N. J.; John A. Abel, of Abel Bros. & Co., New York; Harry Garfinkel, Philadelphia; Mr. Beardmore, New Jersey salesman for the Ingersoll-Trenton Watch Co.; E. A. Khouri, antique jewelry, 5037 Green St., Germantown, Philadelphia; M. Rosnov, 1213 S. 3d St., Philadelphia; Mr Hecht, of Hecht, Stern & Co., New York; Henry Sampter, with the Watson & Newell Co., Attleboro, Mass.; Harry Weinreich, Philadelphia; Morris A. Forgotson, New York; Charles C. Stieff, Gideon Stieff and Miss Ida M. Stieff, Baltimore; S. Rosenblatt, Germantown; Leonard J. Fox, of the Gustave Fox Co., Cincinnati, O.; W. L. Beatty, Oklahoma City, Okla.

Syracuse.

Thomas E. O'Brien, who is employed by Markon Bros., was arrested recently on a charge of grand larceny. It is said that after working for the jewelers for several weeks he disppeared with a sample case of jewelry.

Word comes from Oneida that the Oneida Community, Ltd., is making fine progress with the first of the new buildings at Sherrill, which will be devoted to the manufacture of silverware. The construction material is steel and concrete and special care has been taken in the specifications to provide fine light. The Community's fire fighting facilities are being increased.

Syracuse customs officers recently got rid of a lot of jewelry which has been stored in the customs house here for seven or eight years. The jewelry was seized from a jeweler who undervalued it at the time it was imported. The jeweler later moved away and the jewelry has been in storage ever since. Recently Surveyor E. I. Edgcomb obtained permission to sell it and a local department store bought it for about $250. The jewelry was all decorated with mosaic work.

An agent for a New York wholesale diamond firm was in Michael Lemp's jewelry store, 113 Salina St., last week, and he displayed some of his stock but started for Auburn without getting an order. The proprietor's brother, Louis Lemp, walked into the store a few minutes later and picked up six loose diamonds, valued at $500, on the floor. The agent had dropped them. Mr. Lemp did not know the salesman's name, but he notified the Auburn jeweler where the man was to stop. He recovered his diamonds.

A package of jewelry which was lost over 10 years ago by Fred J. Stilson, who at that time was a jeweler, was recently found in Atlanta, Ga., by workmen who were repairing the building in which the jeweler had lived. Mr. Stilson, who is now retired, said the package had been mislaid. It contained rings and watches.

A young man was arrested in Albany, N. Y., last week on a charge of burglary and grand larceny, for having entered the store of Edward Gainor in Troy, N. Y. The young man had in his possession a number of valuable rings and trinkets. He gave his name as John Horden.

Providence.

Leander C. Belcher is spending a few weeks at Nantucket and vicinity.

William G. James has discharged a mortgage of $4,000 against William Bens, et ux.

Dresh & Co. have discontinued the manufacturing jewelry business at 151 Pine St., this city.

Mr. and Mrs. Edward B. Lederer are guests of friends at River View for a couple of weeks.

The Ostby & Barton Co. are getting good reports from George Wilkinson, who is on the Pacific Coast.

A real estate mortgage of $4,000 against Davis N. Graffam has been discharged by Gertrude L. G. Mason.

E. C. Ostby, Jr., left last week for a vacation trip in Europe, where he will remain for several months.

Mr. and Mrs. Harry Cutler are stopping at the Health Cottage at Conimicut for the rest of the month of August.

James H. Manning, of the J. H. Manning Co., of this city, left last week on an extended business trip to Denver, Col.

The Rex Mfg. Co., at 14 Blount St., this city, is being conducted by Moses Mugniechian, H. Tarsbedian and L. McNary.

Mr. and Mrs. Arthur O. Ostby were among the week-enders at Narragansett Pier, being registered at the Gladstone.

Marcus W. Morton, secretary of the Manufacturing Jewelers Board of Trade, left Saturday on a two weeks' vacation trip.

The K Mfg. Co. has removed to its new brick factory building on Somerset St., directly across the street from its old factory.

M. L. Cronan, of the Grogan Co., Pittsburgh, was a visitor at the works of the Gorham Mfg. Co. in this city the latter part of the week.

Thomas Kilkenny, J. T. Kilkenny and T. F. Kilkenny are among the latest arrivals at the Inn at Sakonnet Point for a couple of weeks' recreation.

William Codman, with the Gorham Mfg. Co., was one of the judges at the Newport dog show the past week. He was judge in the bulldog classes.

Among the traveling men in the city last week were E. D. Cole, for D. C. Percival, Boston, and Charles Mott, for J. B. Bowden & Co., New York.

Fred C. Lawton, superintendent of the Gorham Mfg. Co., with his family, is spending the month of August at Mount View House, Franconia, N. H.

"The No Middleman Jewelry Co." is the name under which George J. Kelley is conducting a retail jewelry business at 171 Westminster St., this city.

William G. Payton, of Payton & Williams, and wife and son have just returned from an automobile trip through the White Mountains and the Berkshires.

Earl H. Leavitt, with the Manufacturing Jewelers Board of Trade, with his family, are enjoying his two weeks' vacation at the Hazard Cottage at River View.

A new garage of brick, one story high, is being erected by the Metal Products Corporation in the rear of its factory building, corner of Thurber Ave. and Eddy St.

A second dividend of 10 per cent. has been declared by Chester W. Barrows, referee in bankruptcy, payable to the creditors of Stein & Olin, of this city.

Horace L. Manchester, who is rear commodore of the Barrington Yacht Club, has been participating in the second annual cruise of the club on his yacht *San Toy*.

H. Mardegian and H. M. Chungerian have started the retail jewelry business at 614 Westminster St., this city, under the firm style of the Westminster Jewelry Co.

At the reorganization of the New England Association Football League the past week, the soccer team representing the Gorham Mfg. Co. was one of those joining the league.

At the annual meeting of the High St. Bank last Monday Arthur E. Austin was re-elected president and Englehard C. Ostby, Nathan B. Barton and Charles F. Irons directors.

The K. Mfg. Co. has given to Charles E. G. Fisher two mortgages for $5,000 and $4,000, respectively, on two lots of land and buildings on the northerly side of Somerset St., this city.

George L. Kerr has greatly improved the appearance of his store at Franklin by replacing the old partition to the rear room with a neat one of hard wood, and he has also installed a large safe.

John T. Poole, manufacturer of paper boxes, has removed from 104 Point St. to the shop just vacated by the K. Mfg. Co., at 165 Somerset St., where he largely increased facilities and floor space.

Mr. and Mrs. W. H. Williams, of Williams & Payton, left last week Saturday for a two months' automobile tour through the Berkshires in Massachusetts, and thence through New York and New Jersey.

Byron E. Daggett was elected eighth vice-president of the Ninth Regiment, Rhode Island Veteran Association, at its 39th annual reunion last Wednesday. He was also elected a member of the executive committee.

James R. Stone left last week on an extended western trip for the White Stone Jewelry Co., of this city, with whom he has been for 16 years. He expects to be gone about two months, visiting the far northwest.

William C. Codman, with the Gorham Mfg. Co., left last week for England, where he will join his family. In addition to Mr. Codman, Edward H. Holbrook and E. Frank Aldrich, of the Gorham Co., are in Europe at the present time.

William H. Luther and his son, Frederick B. Luther, of William H. Luther & Son, have the sympathy of large circles of acquaintances in the death of their wife and mother last week. Mrs. Luther had been an invalid for many years.

Sigmung Rosen, of the M. S. Comb Co., 63 Willard Ave., reports to the police that five dozen women's combs, valued at $35, were stolen from his establishment last Friday. The combs were "light and dark," and where set with rhinestones.

An alarm was sounded Monday afternoon for a slight fire in the store of Serkis Ottis, 437 S. Main St., near Transit St. The blaze started from some unknown cause in a pile of paper behind the counter. The firemen put it out with a chemical stream.

Harrotun Arakalian was declared a bankrupt by Judge Arthur L. Brown in the United States District Court on a voluntry petition. The case was sent to Chester W. Barrows, referee in bankruptcy. The liabilities are given as $6,075.55 and the assets as $5,187.15.

A final dividend of one per cent. has been declared by Chester W. Barrows for the benefit of the creditors of the N. B. Nickerson Co., manufacturing jewelers of this city. This makes a total of two per cent. At the final meeting of the creditors on Monday the trustee was discharged from further duty.

Harvey J. Flint, of the Harvey J. Flint Co., has been enjoying yachting the past week on his new 18-foot yacht, *Wanderer VI.* In the races of the Narragansett Bay Yacht Racing Association at Bristol on Saturday he was just nosed out of first place in an exciting finish.

The case of Colitz & Kaplan against Cora Dupree was called in the civil session of the Sixth District Court Thursday before Judge Rueckert. This is a case of trespass on the case of trover and conversion. On motion and proof of claim judgment for plaintiff was entered for $13 and costs.

A suit on book account was filed Monday in the Superior Court for Providence County by Elizabeth J. Costello, doing business as Costello & Co., against John D. Ellis, doing business as John D. Ellis & Co. The amount of the balance alleged to be due the plaintiff is placed at $500, but the ad damnum is placed at $1,000.

The F. H. Dimond Tag Co., a corporation to be located in this city, with a capital stock of $10,000, was granted a charter by Secretary of State J. Fred Parker Saturday. The incorporators are Fred H. Dimond, George F. Troy and Charles H. Morse, all of this city. The concern is to engage in the manufacture of all kinds of tags and cards.

The business of the O. M. Draper Estate, North Attleboro, has been reorganized and the O. M. Draper Co. has been formed under the laws of Rhode Island with a capital stock of $87,500. The firm will continue to manufacture chains and novelties at North Attleboro, and the incorporation terminates the situation which has existed since 1900, when O. M. Draper died.

The watch repairing and jewelry store of Henry R. Lefebvre, of Quidnick St., Arctic Center, was broken into last Friday night and five watches, 18 fountain pens, several watch chains and a lot of jewelry stolen, all to the value of about $250. On Saturday night Henry Dionne, 23 years of age, was arrested on suspicion by Chief of Police Andrews, and his confession is said to have implicated two other youths, whom the police are looking for.

R. C. Lowell is preparing to begin his campaign in the interests of the co-operative education plan in the high schools of this city, whereby a jewelry course will be taken up this Fall. The matter has all been arranged as to its details by a committee from the New England Manufacturing Jewelers, and Silversmiths' Association and of the Providence School Committee, and will be put into operation with the opening of the school year next month.

Edgar A. Bennett, of the manufacturing

Jewelry firm of the E. A. Bennett Co., was made the defendant in a suit for $5,000 filed in the Superior Court Tuesday by Thomas F. Hall, a minor, who sues through his father, John J. Hall, as next friend. The plaintiff was employed on November 1, 1909, in the pickling of metals, using a solution of nitric acid and water. Some of the solution was spilled on the left hand of the lad, producing severe injuries, it is alleged.

Among the foreign importations received through the Providence Custom House during the past week were the following articles of interest to the manufacturing jewelry industry: From Bremen—one package of china, 10 of imitation precious stones and one of manufactures of metals; from Hamburg—two packages of bristles and two of glass ware; from Liverpool—one package of manufactures of metal; from Rotterdam—30 packages of crockery; from Southampton—one package of manufactures of metal.

The plant of the S. & B. Lederer Co. closed Saturday to allow the 200 employes to go on the sixth annual outing of the Mutual Relief Association. Special trains, free dinners in Boston and admission to most of the principal amusement resorts at Revere Beach made the occasion notable. The party left this city on a special train of six cars at 11 o'clock, with each woman member in possession of a box of chocolates and each man with a package of cigars, gifts from the company. The opening feature of the day's activities was a dinner at the Cafe Bova in Boston, also provided by the company, after which the excursionists had their pictures taken in a group, and then another special train was provided to get the party from East Boston to Revere, where the attractions were patronized, supper being served there. The return trip ended in this city at 10.30 o'clock.

The R. L. Griffith & Son Co. have arranged the machinery and appliances in their new factory in the Waite-Thresher building to great advantage, made possible by the greatly enlarged floor space which their new quarters afford. Over 11,000 square feet is being utilized by the concern and many new appliances are being installed. Individual motors are being placed to operate each separate piece of machinery, thus doing away with the overhead shafting which would be necessary were the power to be centered in any one point. This idea eliminates the necessity for shutting down the entire plant if trouble to any one part should be experienced. The concern has spared neither time nor expense in outfitting these new quarters, and can boast of having one of the finest, lightest and best-equipped factories in Providence. The private offices occupied by the officers of the concern show the same care and taste in arrangement and furnishings as does the entire plant.

William Weisser, proprietor of the Weisser Jewelry & Optical Co., Peoria, Ill., is offering a reward of $50 for the return of $200 worth of jewelry which was stolen from the window of his store in July. The jewelry was taken after the show window had been broken.

North Attleboro.

Elton B. Lisher has returned from a vacation spent in Maine.

William Peckham, salesman for the J. H. Peckham Co., was a local visitor last week.

C. T. Paye, of the Paye & Baker Mfg. Co., was confined to his home last week by illness.

The ball team representing the Geo. L. Paine Co. is leading in the Jewelers' League.

Alpin Chisholm has returned from Narragansett Pier, where he enjoyed a short vacation.

Charles Clark left last week for the west in the interest of the W. G. Clark Co.

Andrew Flagg left this week on a business trip in the interests of the A. L. Lindroth Co.

Edmond T. Sommer, salesman for J. J. Sommer & Co., was at the factory last week for a few days.

G. C. Hudson & Co., C. Ray Randall & Co., Riley & French, W. & S. Blackinton Co., and E. I. Franklin & Co. resumed operations on Monday morning, after a two weeks' close-down for the annual vacation period.

F. L. Shepardson & Co. are moving from their present quarters in the rear end of the Sommer building to larger quarters in the front of the same building. The concern has had a most gratifying business during the past year.

Charles E. Riley, treasurer of the Geo. L. Paine Co., has filed the following corporation report: Merchandise, $11,983; machinery, $62,305; cash and debts receivable, $159,210; manufactures and merchandise, $19,327; treasury stock, $1,000; total, $253,825. Capital, $100,000; accounts payable, $35,529; floating debt, $80,702; surplus, $9,907; profit and loss, $27,687; total, $253,825.

The O. M. Draper Co. has been incorporated under the laws of the State of Rhode Island. The company is to take over the business of the Estate of the late O. M. Draper, which has hitherto been conducted under a partnership arrangement. The incorporators are Edwin E. Hale, Annie Draper Hale and Edward C. Stiness, a Providence lawyer. The charter of the concern gives it the right to engage in the manufacture and sale of jewelry goods and leather novelties.

Edward R. Price, who for many years was cashier of the First National Bank of North Attleboro, and treasurer of the Attleboro Savings Bank, died early last week. Mr. Price for many years was a leader in financial and industrial circles in this section of the State. The funeral was held Wednesday afternoon, and was attended by many manufacturing jewelers and business men. Interment was in Mt. Hope Cemetery, Attleboro Falls. The pallbearers were Arthur E. Codding, Edgar A. Codding, Walter E. Barden and C. Ray Randall.

Clarence S. Hart, Lynn, Mass., has been succeeded in business there by Samuel A. Mackeown, but the firm will continue to trade under the style of C. S. Hart & Co.

Attleboro.

Thomas Ryan is making a western trip of four weeks' duration.

Thomas Ryan has been elected a vice-president of the New England Moose Field Day Association.

Samuel A. Rich, who has been employed by W. Wilmarth & Co. for many years, died last week at his home on Dean St.

The C. M. Robbins Co. furnished the badges used by the Loyal Order of Moose in their field day at Pawtucket on Saturday.

C. P. Keeler was defeated by a small margin by Mr. Oakerson, the well-known football referee at the Harwichport golf course last week.

Miss Mabel Wood Weaver, daughter of Frank W. Weaver, a prominent Attleboro jeweler, was married last Monday to Marcel E. Mousselet, Schenectady, N. Y.

The Fontneau & Cook Co. and the Electric Chain Co. are planning to exhibit their machine as well as bench work at the New England exposition to be held in Boston.

Among the cases entered in the Superior Court at Taunton is an action of the A. S. Ingraham Co., Attleboro, against Nathan W. Welch, Taunton, for goods claimed to have been delivered and not paid for.

J. L. Sweet, the well-known Attleboro jeweler, entertained the committee who are in charge of securing an exhibit of jewelry from the Attleboros and Providence at his farm in West Mansfield last Tuesday afternoon.

Edward A. Sweeney, treasurer of W. H. Wilmarth & Co., has filed the following corporation report: Machinery, $45,000; cash on hand and debts receivable, $22,098; manufactures and merchandise, $38,802; total, $105,900. Capital, $60,000; accounts payable, $39,000; surplus, $6,692; total, $105,900.

The annual outing of the Watson & Newell Co. was held last Saturday afternoon at Rocky Point. During the day athletic sports were held and a shore dinner enjoyed. The committee in charge consisted of C. H. Bennion, E. C. Keeler, Fred Dalcourt, B. St. John, Thomas Dunn, William Reynolds and John Moss.

William Bly, otherwise known as William Dalton or William Anderson, was arraigned in the District Court, Aug. 7, charged with the larceny of $100 worth of gold scrap and $200 worth of gold filling from the Leach & Garner Co., gold platers. He pleaded guilty to the first charge and not guilty to the second charge. The case was continued until Wednesday morning, when he was found not guilty of the larceny of the gold fillings, but was given a sentence of 60 days in the Taunton jail upon the first charge.

Robinson & Lathan, Lancaster, S. C., have become incorporated as Robinson-Lathan Co., with an authorized capital of $6,000, of which $5,700 is paid in.

A license to erect a "marquee" on its doorway has been denied the C. C. Crooks Co., which conducts two stores at Baltimore, Md., the board of estimate stating that only a hotel can erect them. It will be necessary for the firm to continue the use of canvas awnings.

Boston.

Sam Bellar has succeeded the Subway Jewelry Co. at 323 Tremont St.

George Ellis, formerly with Melzar F. H. Stone, is now with Frank Gendreau.

The Harriott Co., now in room 18 at 3 Winter St., will remove soon to 47 Winter St.

Alanson Bigelow, Jr., of Bigelow, Kennard & Co., is at Nantucket island for the week.

W. Frank Galvin, salesman for Henry G. Morris, is enjoying a vacation outing in Vermont.

James Kingman, of the Smith-Patterson Co., is taking a fortnight's outing at Martha's Vineyard.

Charles W. Alsterlund, salesman for H. E. Alsterlund & Co., is back from a vacation at Chatham, Mass.

Samuel Hirschberg, formerly with I. Alberts, has returned to his old position as salesman for the house.

Gerhard Sterr, of the firm of H. E. Alsterlund & Co., has gone to Onset, Mass., for a two weeks' outing.

H. L. Houghton, of the Jewelers' building, has gone to Dexter, Mass., with his family for a brief vacation.

F. A. Horn, of the E. B. Horn Co., took a week's-end outing last week with friends at Green Harbor, Duxbury, Mass.

H. Levitan has established himself in business as a jobber of watches, jewelry and diamonds in room 57, Jewelers' building.

Henry A. Schmidt, watchmaker and jeweler, formerly in the Washington building, is now in the Paddock building, having taken room 504.

Auguste Sweetland, of C. W. Sweetland & Son, starts next week on his first Fall trip in New England with a new line of the season's goods.

William Carrick, retail jeweler at 22 Park Sq., has gone on a brief visit to his old home in the Province of Ontario, Can., for his vacation trip.

Henry W. Langlan, engraver to the trade, heretofore located in the Washington building, has removed to room 510 in the Paddock building, on Tremont St.

Edward A. Bigelow, treasurer and manager of the E. Howard Clock Co., is prolonging his usual week-end stay at his farm in Antrim, N. H., through the current week.

Albert H. Holton, buyer for Bigelow, Kennard & Co., is at Williamsburg, Mass., with a fishing outfit that is calculated to add to his already established reputation in that line.

C. W. Sweetland & Son, of this city, furnish the prize cups for the aquatic sports at the competition this month under the auspices of the Lake Winnipesaukee Improvement Association.

The outing of the New England Watchmakers' Club, scheduled for Aug. 20, will take place this year at Paragon Park, one of the features of Nantasket Beach, and a large attendance is assured.

E. Ellsworth Poole is the inventor of a device known as the "Perfection Lamp" for automobiles and other vehicles that require registration. He is the president of the Combination Tail Light Co., recently incorporated under Maine laws to market this product.

Fred W. Bird, of the gold department of A. Stowell & Co., has returned from an outing in Maine. S. H. MacPherson, with the same concern, is on his vacation, having also gone to Maine in quest of recreation.

Buyers in town during the week included: J. H. Tattersall, Exeter; W. L. Fickett, Concord, N. H.; C. E. Woodward, New Bedford; F. N. Gassett, Bridgewater; R. A. Lohnes, Worcester; J. E. Whiting, Andover, Mass.

Clifton E. Aldrich and John D. Folsom, salesman in the retail department of the Thomas Long Co., have a cottage at Little Nahant, on the North Shore, for the Summer. Mr. Aldrich is now taking his annual vacation there.

Windsor N. Cobb, manager of the branch store at 324 Boylston St., of Bigelow, Kennard & Co., is on a salt-water fishing expedition and recreation trip at Wellfleet, Mass., and glowing accounts of his success are received from the Cape.

The dome and clock face of the historic old West Church in Quincy, Mass., where the John Adams and John Quincy Adams tombs are located under the pillars of the front of the edifice, are to be repaired and regilded, and workmen have commenced on the contract.

Fred W. Ruggles, of the Jewelers' building, who has a big country place at Roxbury, N. H., remains there this week for the home week celebration, which Roxbury and adjacent towns join in observing, with Mr. Ruggles as one of the chief factors in making the annual event a success.

Jason Weiler & Son, who are obliged to vacate their present quarters on account of the leasing of the entire building in which they are located to a clothing firm, are seeking much larger rooms because of their mail order business. The senior Mr. Weiler, now in Europe, is expected back Sept. 4.

Admiral Togo, Japanese naval hero, is expected to visit the Waltham Watch Co. factory when he comes to Boston this week as the guest of the United States Government and officials of the Fore River Shipbuilding Co. Admiral Togo will arrive in Boston to-day and visit various places to-day and to-morrow.

Bigelow, Kennard & Co. expect to occupy their new building in part by next Saturday, when it is calculated that the shipping department can be moved from the old structure on Washington St. and installed in the West St. portion, now nearly finished. Shortly the entire stock will be transferred, preparatory to tearing down the Washington St. section.

Charles Phillips, traveling salesman for the Rhode Island Ring Co., has been betrothed to Miss Anna Bornstein, a member of Roxbury's young social set, and one of Boston's prettiest girls. Mr. Phillips is a member of many social clubs, including the Elks, of Albany, N. Y., and is very popular in Boston, his home town. Miss Bornstein resides with her parents at 23 Holborn St., Roxbury, Mass.

Norling & Bloom, manufacturing jewelers, who have been located for several years at 418 Washington St., but are forced to remove by the intended razing of the building, are having rooms 808, 809 and 810 in the Washington building remodeled for their occupancy. Among the improvements is a large skylight, the new quarters being on the top floor, so that excellent daylight effects will be obtained in the workroom.

John Harriott, Inc., is to move shortly from 3 Winter St. to the Studio building at the corner of Tremont and Bromfield Sts. Since the death last spring of William M. Nichols, who managed the business for teh estate of the late John Harriott, the corporation has passed into new hands and undergone a reorganization, with the superintendent of the establishment, Elton E. Whiting, as president, and Hosmer F. Keeney, formerly of North Attleboro, as treasurer. This house was established in 1860.

The E. Howard Clock Co. has installed tower clocks recently in a number of places as follows: A four-dial illuminated clock on the Erath county court house at Stephenville, Tex.; four-dial striking clock on the Lutheran Church at Golden, Ill.; striking clock on the Grantwood school at West Hoboken, N. J.; an illuminated dial tower clock for the Salisbury Real Estate Agency at Salisbury Beach, Mass. The concern has also forwarded a special interior clock for the jewelry store of N. Friedman, of Phoenix, Ariz., and a watchman's clock system for the Iowa State Capitol at Des Moines.

In speaking last week of the arrest of two crooks charged with the larceny of a watch from E. H. Dunbar, Norwood, Mass., which arrest was brought about by Max H. Mirken, 78 Cambridge St., it was erroneously stated that the watch was pawned with Mr Mirken. Mr. Mirken is not a pawnbroker, and the watch mentioned was bought by him for $20. His suspicions were aroused when the party came into his store with another watch, an 18 size E Howard, in a gold case. Mr. Mirken refused to buy the watch, but followed the man and caused his arrest. The police consider the capture of the two crooks through Mr. Mirken's efforts a good one.

The decision of the Gilchrist Co. to remodel and use for their own department store purposes the building which the concern controls at the corner of Winter and Washington Sts., means that a number of jewelry and optical firms now in the building will have to move on or before Oct. 1. Le Forrest A. Hall & Co. and Oscar C. Lane, the latter representing Reed & Barton in Boston, who are on the second floor, are to remove to the Blake building, corner of Temple Pl., and others are said to contemplate locating in that structure. Among the concerns in the jewelry line at the Winter St. corner are John Harriott, Inc., badges; the Harriott Co., in a similar line; E. A. Sylvester, bags and silver novelties; Edwin D. Wetherbee, trade engraver, and Joseph M. Vass, watchmaker.

George W. Morgan, a pearl dealer, Goshen, Ind., recently sold a pearl for $1,250. A boy had found it in the Wabash River and Morgan gave him $5 for it.

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Special Notices.

Situations Wanted.

WANTED, position by first-class copper plate and steel die engraver. Address Charles Schuldt, 378 8th St., Troy, N. Y.

GIRL, 22, experienced in office and factory office, wishes position Address "E., 5122," care Jewelers' Circular-Weekly.

WANTED, position as foreman on fine platinum work; experienced. Address "F., 4870," care Jewelers' Circular-Weekly.

HUSTLER, German, desires position with good house carrying general line of jewelry. "G., 5052," care Jewelers' Circular-Weekly.

FIRST-CLASS DESIGNER on fine gold jewelry and platinum work wants position. Address "H., 5097," care Jewelers' Circular-Weekly.

FIRST CLASS salesman, hustler, desires position with manufacturer or jobber; A1 references. "F., 5053," care Jewelers' Circular-Weekly.

ENGRAVER, can assist watchmaker, clock and jewelry repairer, wants a congenial position south. Address "E. W. J., 4542," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER and jewelry repairer wishes a position; can furnish best of references. Address "I., 5135," care Jewelers' Circular-Weekly.

WANTED, steady position by Oct. 1, for engraver, repair some jewelry, too; age 27, single; sample and references at request. Achille, Box 323, Macon, Ga.

FIRST CLASS WATCHMAKER, 28 years, 14 years at the bench, would like position by middle of August or before; salary, $20. R. T. Drumtra, Altenburg, Mo.

A FIRST CLASS ENGRAVER, can assist salesman in jewelry and also small jewelry repairing; 12 years' experience. Address "N., 5149," care Jewelers' Circular-Weekly.

WANTED by young man, position as second watchmaker, clock and jewelry repairer and A1 salesman; can furnish A1 reference. Address Ross L. Carter, Elsie, Mich.

WATCHMAKER, jeweler and plain engraver desires position in east, preferably Washington, Baltimore, Norfolk, about Oct. 1; good reference. F. W. Theal, Box 554, Lancaster, Pa.

RAILROAD WATCHMAKER, plain engraver and jeweler, age 27; strictly temperate; own all up-to-date tools; good reference. Address "B., 5108," care Jewelers' Circular-Weekly.

SALESMAN, thoroughly acquainted and experienced with novelty and jewelry line, desires position with an eastern manufacturer. Address "G., 5098," care Jewelers' Circular-Weekly.

APPRAISER OF DIAMONDS and jewelry, 17 years' experience; expert knowledge of pawnbroking business; A1 references. Address "Box 4762," care Jewelers' Circular-Weekly.

SALESMAN wishes to take out line of jewelry, silverware or any kindred lines; experienced traveling man; any territory. Address "B. G., 4825," care Jewelers' Circular-Weekly.

MAN, 32 years of age, wants position with a good house, diamonds, jewelry and silverware, on a straight commission basis; can sell goods. "J. B., 5059," care Jewelers' Circular-Weekly.

FIRST CLASS, A1 watchmaker and good engraver, desires position by Sept. 1; samples of engraving and references sent on request. Address "M., 5140," care Jewelers' Circular-Weekly.

YOUNG MAN thoroughly familiar in the jewelry business, wishes position with a first class retail jeweler; furnish best of references. "S. S., 5063," care Jewelers' Circular-Weekly.

ELECTROPLATER, experienced on all kinds of jewelry coloring, mix all solutions, wishes position with good house; best of references. Address "E., 5116," care Jewelers' Circular-Weekly.

COMPETENT JEWELER and repairer wants steady job in first class store; can also do all kinds of coloring; best of references. R. F., Room 109, 529 California St., Los Angeles, Cal.

COLORER AND PLATER, reliable and sober, expert on all finishes, make solutions, seeks steady position; can install plating department; references. Address "Berlin," 81 Delancey St., New York.

SALESMAN, acquainted with the retail jewelers in New York City and vicinity; open for manufacturer's lines on commission basis. Address "Experienced, 5118," care Jewelers' Circular-Weekly.

TRAVELING SALESMAN, thoroughly acquainted with best trade south and middle west, desires position with manufacturer of high class line. Address "Y., 5016," care Jewelers' Circular-Weekly.

GOOD SALESMAN, understands retail jewelry business in all its branches, at present employed, would like to connect with good firm by Sept. 1. Address "D., 5123," care Jewelers' Circular-Weekly.

YOUNG MAN, 20, at present employed by precious stone house, desires to make change; three years' experience; familiar with office duties. Address "F. L. T., 5119," care Jewelers' Circular-Weekly.

WATCHMAKER of 25 years' experience wants position in store as manager of watch department; A1 references; state salary in first letter. Address "R. E. X., 4860," care Jewelers' Circular-Weekly.

HIGH CLASS traveling salesman, 10 years traveling south and lower half middle west, desires to connect with manufacturers' lines on commission Address "I., 4943," care Jewelers' Circular-Weekly.

POSITION by first class jewelry salesman and optician; 17 years' experience, 36 years of age, good address, and can furnish best of references. Address "O., 5002," care Jewelers' Circular-Weekly.

A very competent watchmaker, jeweler and optician, experienced in both wholesale and retail trade, good salesman, age 30, married; complete tools; state salary; references. P. O. Box 283, Boise, Idaho.

POSITION WANTED by a first class jeweler, stone setter and clock repairer; willing to assist on watches; capable of taking charge; A1 references. Address "J., 5138," care Jewelers' Circular-Weekly.

YOUNG LADY desires position in office or stock department of wholesale house; accurate and ambitious; good penmanship; experienced; first-class references Address "K., 5093," care Jewelers' Circular-Weekly.

YOUNG MAN, 20, with knowledge of jewelry manufacturing business, desires position with wholesale or retail firm; can furnish A1 references. Address "X., 5143," care Jewelers' Circular-Weekly.

JEWELER, steady and reliable, desires a position as jobber and finisher, can do coloring, gilding, platinum, plating of jewelry, makes all his own solutions. Address "5058," care Jewelers' Circular-Weekly.

ENGRAVER AND DESIGNER, first class and quick workman, trade shop experience, eastern man, wishes permanent position from Sept. 1; best of references. Address "L., 5139," care Jewelers' Circular-Weekly.

WATCHMAKER, thoroughly competent and reliable, desires position with first class firm; the best of references furnished; central or nearby States preferred. Address "C., 4986," care Jewelers' Circular-Weekly.

WATCHMAKER and A1 jeweler wanted: finish watchmaker's trade, two years' experience under expert watchmaker; all tools, best of references; state wages in first letter. Address "K., 4949," care Jewelers' Circular-Weekly.

WATCHMAKER, middle age, thoroughly conversant with the repairing of all common and complicated work, desires position; distance no object; not less than $25 per week. "Watchmaker," care 386 W. 22d St., New York.

SALESMAN who thoroughly understands jewelry and kindred lines, wants position on the road, preferably South, or to represent reliable manufacturing concern in the city. Address "O., 5150," care Jewelers' Circular-Weekly.

HIGH-GRADE MAN, present manager of department in large store, good advertising and catalogue man, have also knowledge of manufacturing, desires connection with A1 house. Address "Business, 5105," care Jewelers' Circular-Weekly.

A thoroughly competent young man, fully acquainted with every department of the jewelry business, having mechanical experience as well as clerical, is desirous of obtaining a position of responsibility and trust; excellent references furnished; willing to accept an out-of-town position. Address "L., 5081," care Jewelers' Circular-Weekly.

WATCHMAKER, thoroughly competent on American watches, wishes to exchange references with reliable firm, south, by Sept. 15; 25 years old, eight years' experience; salary $18 Harry H. Holloway, 3647 N. 15th St., Philadelphia, Pa.

YOUNG MAN, with two years' experience in retail jewelry business, wishes to make a change with a good wholesale house where ambition counts; can furnish best of references. Address "C., 5124," care Jewelers' Circular-Weekly.

YOUNG MAN, 23 wishes permanent position Sept. 1, as second watchmaker, jeweler, clock repairer, crack-a-jack gold worker, wait on trade; four years' experience, A1 reference. Address Claud Allen, 337 Carrie St., Soo, Mich.

WATCHMAKER, first class, still employed; experienced on high grade American and Swiss watches, used to railroad work, also good on French and American clocks; salary $22.50. N. Rosen, 1 North Court, Montgomery, Ala.

BOOKKEEPER and general manager, desires position; thoroughly acquainted with all jewelry details, having had full charge of wholesale jewelry and diamond house for over five years. Address, "D., 5074," care Jewelers' Circular-Weekly.

POSITION WANTED by thoroughly reliable first-class watchmaker, willing to wait on trade, 23 years of age, and knows the business well; good habits and good reference; New Jersey preferred. Address "C., 5110," care Jewelers' Circular-Weekly.

YOUNG MAN, 22, selling ability, nine years' experience in jewelry business, understands it thoroughly, also knowledge of clocks and silverware, desires position with reliable house; good reference. Address "Box 4725," care Jewelers' Circular-Weekly.

GOOD WATCHMAKER, plain engraver and salesman, desires permanent position at once in western State; age 28, married, no drinker; references and photo on application Address "4998," care Jewelers' Circular-Weekly, *Heyworth Bldg., Chicago, Ill.*

WATCHMAKER, jeweler, optician, desires to make a change by Sept. 1 to 15, having 15 years' experience; capable of managing store; references from present and past employers; $20 per week to start. Address "K., 5115," care Jewelers' Circular-Weekly.

YOUNG MAN, 24, having 10 years' thorough experience with manufacturer in novelty and jewelry line desires position as head of stock, and order clerk; also capable of attending to incoming trade; best references. Address "F., 5099," care Jewelers' Circular-Weekly.

SALESMAN wants position; have covered the New England and southern States for well known manufacturer; 21 years with the one house and change in management reason for being no longer its representative. Address "C. F. B., 5043," care Jewelers' Circular-Weekly.

EXPERT WATCHMAKER, accustomed to adjusted and complicated watches; thoroughly understands adjusting and close rating, desires to make a change; best of references; Central states or the southwest preferred; American, single, 29 years of age. Address "American, 4809," care Jewelers' Circular-Weekly.

SALESMAN, 25, experienced, wishes to represent manufacturer of jewelry or silverware in New York, Philadelphia, Baltimore, Washington and East; have a large following in above-mentioned territory amongst the jewelers and repartment stores; commission or salary. Address "Hustler, 5121," care Jewelers' Circular-Weekly.

WATCHMAKER, New York State or Pennsylvania, American, age 37, 17 years' experience, accustomed to railroad and fine watch work, also inspections; accustomed to taking in and delivering work and taking full charge of repair department; now employed; only good houses considered; salary $25. Address "W., 5106," care Jewelers' Circular-Weekly.

YOUNG MAN, seven years' experience in first class store, A1 jeweler, good engraver, experienced store salesman, capable of estimating on jewelry repairs, wishes position where expert engraver is employed, as salesman and assistant engraver, with chance for advancement; best of references furnished Address "K., 5134," care Jewelers' Circular-Weekly.

MONOGRAM and letter engraver, plater and repairer, wants position with jewelry firm needing an all around man; have had 18 years' experience engraving, plating, repairing and making pierced monograms and letters for all purposes; have plating plant capable of silver plating and refinishing $100 worth of flat and hollow ware weekly, as well as gold plating and coloring; reference furnished. Mark T. Rounds, 89 Chapel St., Portland, Me.

SITUATIONS WANTED—Continued.

THOROUGH, practical refractionist, 18 years' experience, up on muscular and all complicated conditions, can assist as salesman and watchmaker if necessary; expert on retinoscopy. Address "M., 5087," care Jewelers' Circular-Weekly.

WANTED, watch, jewelry, silverware, ring, leather goods, glass, china or some kindred line to sell on Pacific Coast by hustler of good address and appearance; no booze, no foolishness, just business; will travel on commission or salary, or both; years' experience in such lines; could go at once or would consider Jan. 1 contract. Address E. A. Douglas, Guthrie, Okla.

A FIRST CLASS WATCHMAKER, expert on all kinds of American, Swiss, English, railroad watches and complicated work; 14 years' experience; age 31, single, American; have all up-to-date tools; good habits, neat appearance, best references; can take in, estimate and deliver repairs; used to handling high class trade, wants a permanent position as watchmaker with a reliable firm; salary, $25 per week. Address "A., 4894," care Jewelers' Circular-Weekly.

THIS COMPANY offers an efficient service to employers, without cost, furnishing the very highest type of office employe. 'Phone, 114 Cortlandt Employers Service Company, 170 Broadway, New York.

A COMPETENT MAN, who is desirous of changing his position by Sept. 1, 1911, and who understands every branch in the jewelry trade except practical manufacturing and cutting, also able to assort a melange of 3 or 400 carats, as to grades and quality, has also a thorough knowledge of pearls and other precious stones, and can originate his own designs, is anxious to hear from some firm who may need his services. "F., 4932," care Jewelers' Circular-Weekly.

Side Lines.

WANTED, salesman to handle line of cut glass as side line or exclusively. "Box 4970," care Jewelers' Circular-Weekly.

TWO SALESMEN WANTED to carry a good line of jewelry and silverware boxes as a side line on commission. Address "H., 5132," care Jewelers' Circular-Weekly.

TWO HUSTLING SALESMEN would like several good lines on commission, or act as manufacturers' agents; capital and references. Address "F & H., 5014," care Jewelers' Circular-Weekly.

SALESMAN, middle west, having established trade, is open for manufacturer's line of silver novelties and mesh bags on commission. Address "C., 49," care Jewelers' Circular-Weekly, *Heyworth Bldg., Chicago, Ill.*

SALESMAN WANTED, for side line of good selling imported novelty jewelry; only man with established retail jewelry and department store trade who can get results considered; write particulars. Address "P., 4835," care Jewelers' Circular-Weekly.

WANTED, a first class man to handle a high grade line on commission for the retail trade, preferably one who has other lines; references required; in replying state full particulars regarding territory, lines handled, experience, etc. Address "4962," care Jewelers' Circular-Weekly.

DIAMOND IMPORTERS want first class traveler with established trade in eastern territory; in strictest confidence. "A., 5062," care Jewelers' Circular-Weekly.

HIGH CLASS SALESMAN, with office and show room on Maiden Lane, desires to make change for coming year, on commission basis; have established trade among jobbers, department stores and largest retail trade, New York, Boston and as far west as Pittsburgh and Buffalo; none but A1 line considered. Address "Hustler, 5136," care Jewelers' Circular-Weekly.

SALESMEN WANTED, to carry as a side line a legitimate and good selling article; good commission; see advertisement page 136, this issue. The Oscar Onken Co., Cincinnati, Ohio.

Help Wanted.

SALESMAN wanted for New York City and the south; lockets, pins and bracelets. Address Box 549, Providence, R. I.

WANTED, manufacturing jeweler and stone setter; good wages, steady job; state salary. Apply F. J. Bahni & Co., Peoria, Ill.

WANTED, good clock and jewelry repairer; chance to advance under first class watchmaker. Address "A., 5103," care Jewelers' Circular-Weekly.

WANTED, watchmaker, one who can engrave, also help wait on trade; good salary and permanent position. Leo Krauss, Indianapolis, Ind.

WATCHMAKER and ENGRAVER, New England city; give full particulars and wages expected. Address "Box 5135," care Jewelers' Circular-Weekly.

FIRST CLASS retail diamond salesman; experience and A1 references essential. Address particulars to "P., 5112," care Jewelers' Circular-Weekly.

JEWELER WANTED on finest grade platinum and gold work; diamond setting, etc.; position out of town. Hirsch & Flashner, 29 Gold St., New York.

WANTED, young lady in office of wholesale jewelry house to assist at the work; apply in own handwriting. Address "A., 5113," care Jewelers' Circular-Weekly.

HIGH GRADE traveling man wanted for Middle States to sell general jewelry line; good salary to the right man. Address "C. J., 4448," care Jewelers' Circular-Weekly.

WANTED, first class jeweler and engraver; permanent position; send sample of engraving; references required. Address "S., 5077," care Jewelers' Circular-Weekly.

WANTED, second watchmaker, clock and jewelry repairer; A1 references; write at once; salary $60 per month. Fred E. Vaissiere & Co., 217 Broad St., Rome, Ga.

WATCHMAKER, engraver and jeweler; first-class; permanent position; send engraving sample and reference; $20 per week; no excessive repair trade. A. Seidensticker, Hamilton, O.

WANTED IN PITTSBURGH, Pa., diamond setter and jeweler; must be rapid workman with good references; $20 per week. J. M. Roberts & Son Co., 435-437 Market St., Pittsburgh, Pa.

LAPIDARY to go a short distance out of town; one who can do facet work; good pay and steady work guaranteed. Apply, The Nathan Hyman Co., 47-49 Maiden Lane, New York.

WANTED, engraver and one to assist in jewelry work; young man preferred; fine chance to learn manufacturing and high-class jewelry work. Address "H. & H., 5114," care Jewelers' Circular Weekly.

WANTED, by Sept. 1, watchmaker, engraver and jeweler in city of 25,000; New England; full particulars and references in first letter. Address "Connecticut, 5144," care Jewelers' Circular-Weekly.

WANTED, a good letter and monogram engraver; only rapid and experienced man need apply; position permanent to right man; state age, experience and references. Arthur A. Everts Co., Dallas, Texas.

WANTED, at once, strictly first class watchmaker, able to handle complicated watches and do adjusting; permanent position to high grade man. White & MacNaught, 506 Nicollet Ave., Minneapolis, Minn.

DESIGNER, a first class man wanted, who can make original and practical designs for the finest kind of diamond jewelry; permanent position for a capable man. "Box 5065," care Jewelers' Circular-Weekly.

AT ONCE, first class watchmaker; one who can also do engraving; must have thorough knowledge of watch repairing and fast; state wages wanted and full particulars in first letter. R. J. Atwell, Middletown, Conn.

WANTED, second watchmaker, clock repairer and engraver; one who understands optics preferred; permanent position; send references and state salary. G. W. Meyer Jewelry Co., 822 Market St., Chattanooga, Tenn.

WANTED, at once, A1 experienced clock and jewelry repairer; salary according to ability; must have reference; state salary expected, experience, etc., in first reply. Address A. Krautheim, 93 W. Western Ave., Muskegon, Mich.

WANTED, watchmaker, jeweler, engraver and optician; one who can furnish first class reference; good steady position to right party; sample of engraving, references, and state salary wanted in first letter. I. Popkin, Franklin, La.

WATCHMAKER, one who can do engraving and jewelry repairing; good salary; permanent position; for one of the leading jewelers in State of Pennsylvania; call or write at once. L. W. Rubenstein, 54 Maiden Lane, New York.

WANTED, first class manufacturing jeweler who can do new work, jewelry repairing and stone setting; must furnish first class reference; good habits; steady job for the right man. The Hamilton Jewelry Co., Colorado Springs, Colo.

WANTED BY OCT. 1, first-class watchmaker, jeweler and optician; one with a Nebraska State certificate; prefer one who can do plain engraving; state age and salary and send references in first letter. M. C. Remington & Co., Neligh, Neb.

EXCELLENT OPPORTUNITY for young lady capable of taking charge of order department with large manufacturing jewelry house; best of references and only experienced need apply. Address "F., 5129," care Jewelers' Circular-Weekly

FIRST CLASS ENGRAVER who can repair jewelry and clocks, also assist on watches; must be a good salesman of good appearance; send reference, sample engraving, photo and state salary expected. Walter H. Mellor, Michigan City, Ind.

FIRST CLASS WATCHMAKER and engraver, and watchmaker and optician, to go to Memphis, Tenn., at once; good pay and permanent position; want New York or vicinity man Address "Bailer, 5095," care Jewelers' Circular-Weekly.

WANTED, experienced clock and jewelry repairer; salary according to ability; must have references; state salary expected, experience, etc., in first reply. Address "Central Connecticut, 4508," care Jewelers' Circular-Weekly.

WANTED first class watchmaker, thoroughly versed in high grade clocks; outdoor and indoor work, permanent position; state age, reference and all particulars in first letter. Julius C. Walk & Son, Inc., 10 E. Washington St., Indianapolis, Ind.

FIRST CLASS WATCHMAKER on medium and high grade American and foreign watches, who can turn staffs and set jewels; $25 per week; permanent position; fine climate; give references and age. Address "D., 5111," care Jewelers' Circular-Weekly.

WATCHMAKER in New York City by Sept. 1 to 15; practical man with tools; must understand French hall chimes and traveling clock; state wages, reference and full particulars in first letter. Address "B., 4984," care Jewelers' Circular-Weekly.

THE FACTORY of Billon & Fils, 49 Rue Bersot, Besancon, France, wishes to engage a traveler on commission, who visits wholesalers and dealers in findings and furnishings; good references are demanded. Address "Box 5130," care Jewelers' Circular-Weekly.

WANTED jewelry repairer and stone setter, one who can do clock work preferred; state experience and salary expected, and give references in first letter; permanent position for competent and reliable man. Address Bogle Bros., White River Junction, Vt.

WANTED, manufacturing jeweler, diamond setter and engraver; a finished workman who can execute the work required in a high class jewelry store; send references and samples of engraving with application. Albert Pfeifer & Bro., Little Rock, Ark.

WANTED, first class salesman calling on the best trade only, who can control large business in high grade platinum mountings; to one who can make good would consider partnership. Address, "Manufacturer, 5060," care Jewelers' Circular-Weekly

WANTED, young man, good character and habits, as first class engraver; state character and ability, references in first letter, and state salary willing to start with; a good position for the right man. Address James K. Lemon & Son, Louisville, Ky.

DIAMOND IMPORTERS want salesman with established trade for middle west; we want a good man and will pay well. "Hustlers. 4951," care Jewelers' Circular-Weekly.

(*Special Notices continued on page* 118.)

Special Notices.

(*Continued from page* 117.)

HELP WANTED—Continued.

FIRST CLASS WATCHMAKER, engraver and graduate optician; must be good salesman, capable of taking in repairs, and of good appearance; permanent position to man who can make good; send reference, sample engraving, photo and state salary expected. Walter H. Mellor, Michigan City, Ind.

WATCHMAKER, engraver and salesman; must be of good appearance and able to take in repairs; will pay $20 per week, and to a good optician will give commission on all optical work done by you; send sample engraving, photo, reference; near Chicago Address "C., 46," care Jewelers' Circular-Weekly. *Heyworth Bldg., Chicago, Ill.*

A GOOD SALARY and a permanent position for a competent watchmaker, engraver, clock and jewelry repairer, and to wait on trade; send samples of engraving with application; don't answer unless you can fill the requirements. H. J. Homrich, Huntington, W. Va.

WANTED, manufacturing jeweler and diamond setter who can make anything in gold or platinum; must be qualified to succeed head jeweler in large retail store who has held position 21 years and was capable of handling any class of repairing or manufacturing which comes into a large retail jewelry house; state qualifications, references and wages; would like jeweler who has some ability as a designer; other qualifications, such as watch and clock making, engraving, etc., not necessary; position will be permanent to a man capable of holding it. J. H. Leyson Co., 236 S. Main St., Salt Lake City, Utah.

Business Opportunities.

FOR SALE, fine jewelry fixtures with small stock; live city of 18,000, best location, long lease, fine opening. Marion Dargan, Spartanburg, S. C.

WANTED to buy established jewelry store in good live town in western New York or northern Pennsylvania. Frank W. Phillips, Conewango Valley, N. Y.

CASH PAID for surplus stocks of watches, diamonds and jewelry; money sent by return mail best of references. Address Emil Noel, 541 E 46th Pl., Chicago, Ill.

COMPLETE diamond cutting plant, including 15 benches and 12 double saws; all in first class shape, for sale cheap. Address "E., 4925," care Jewelers' Circular-Weekly.

A1 SALESMAN, big trade, thoroughly experienced, no money, wants partner with necessary capital to start general jobbing line. "E., 5051," care Jewelers' Circular-Weekly.

IS IT CASH you must have quick? $200,000 ready cash always on hand will buy your business at once. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

LOCATION WANTED in town of 1,500 or 2,000 population in middle west; have about $2,000 stock and am a good watchmaker. Kennard McLoney, Box 66, Miamisburg, Ohio.

PAWNBROKER SALES STORE, established on Sixth Ave., in busy section; good opportunity, low rent; good reasons for selling. Address "G., 5131," care Jewelers' Circular-Weekly.

PARTNER WANTED, salesman with small capital; grand opportunity for right man; jewelry manufacturing, gold and platinum. Address "A., 4939," care Jewelers' Circular-Weekly.

JEWELRY STORE, old established, with good reputation in city of 15,000; best town in State; the only manufacturing plant in State. Arnold E. Brendler, P. O. Box 635, Cheyenne, Wyo.

DO YOU WISH TO RETIRE? We pay the most cash for entire or surplus stocks of jewelry; communications confidential. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

PARTNER WANTED, or will sell outright, well established ring factory in Newark, N. J.; excellent opportunity for party having capital to extend business. Address "N., 5117," care Jewelers' Circular-Weekly.

DO YOU WISH TO SELL part of your entire stock of diamonds, watches, jewelry, etc.? We purchase quick and pay spot cash, no matter how large the quantity may be. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

FOR SALE; stock and fixtures in factory and railroad town of 8,000; pay roll on one railroad over $40,000 monthly; best farming country in southern Kansas; about $1,600 cash required. Address "C., 5068," care Jewelers' Circular-Weekly.

A GOOD PAYING jewelry and optical business in the fruit belt of the northwest; healthy climate; annual sales and work about $10,000; will take about $5,000 to swing deal; good reasons for selling. If interested write "Special, 4979," care Jewelers' Circular-Weekly.

FOR SALE, at big cash discount, old and established jewelry store in one of the best cities in northwestern Ohio; big traction center, fine business; poor health only reason for selling; stock inventory about $6,000. Address "S. E., 4975," care Jewelers' Circular-Weekly.

DO YOU WISH TO RETIRE? we pay highest cash value for entire stock, or part of jewelry, diamonds and fixtures; communicate with us, it will be to your advantage; rating and references of the highest order. Van Praag & Co., 11 Lispenard St., New York, established 1889.

I PAY CASH for your surplus stock of diamonds, watches and jewelry; business confidential; National Bank references. H. Schwartz, 903 Heyworth Bldg., Chicago, Ill.

I PAY 20% MORE for your surplus stock of watches, diamonds and jewelry than any other cash buyer; national bank references. Emil Noel, 541 E. 46th Place, Chicago, Ill.

FOR SALE, stock and fixtures of a jewelry store located in Philadelphia, Pa.; three wall cases, 18 ft. counter with drawer, three show cases with trays, large mirror, French regulator, safe, etc., invoice about $2,000; sale no later than Sept. 10, 1911. Address Lewis J. Beitel, 2902 Germantown Ave., Philadelphia, Pa.

COLONEL J. D. LEWIS, jewelers auctioneer, 538 S. Dearborn St., Chicago, Ill.; stock sold at a profit; have cash clients to purchase stock; what have you for sale; terms, date and references on application.

FOR SALE, here is your chance if you are looking for a good paying jewelry and optical business; good run of repair work; stock will invoice about $4,000. fixtures about $700; will stand close investigation; a bargain if sold at once; located in Virginia town of 2,000 inhabitants; if stock is too much, can be reduced to suit purchaser. "V., 5023," care Jewelers' Circular-Weekly.

DIAMONDS at great bargains, $45 per carat and up; mounted rings and other diamond jewelry bought from private people sold at half the regular price; sent on memo. bill to rated dealers; sold for cash only. Dan I. Murray, 3 Malden Lane, New York.

THE CHANCE of a lifetime to step into the best paying jewelry and optical business in a hustling prosperous city of 18,000 population located 150 miles from Denver; largest stock and best stand in the city; last year's sales over $22,000, this year's business showing an increase over last year; reason for selling, I wish to retire; stock invoices $15,000, will require $8,000 cash, balance terms to suit with good security. "B., 5067," care Jewelers' Circular Weekly.

FOR SALE, modern jewelry store located in a rich town of 8,000 inhabitants, situated in the heart of Kentucky blue grass; only jewelry store in the city; large out of town trade; must sell on account of health; rare opportunity. Address "Kentucky, 5072," care Jewelers' Circular-Weekly.

FOR SALE, jewelry and optical business in New York State, manufacturing town of 12,000 within 60 miles of New York City; stock and fixtures can be reduced to $600; no other optician. Address, P. O. Box 1262, New York City.

To Let.

FLOOR TO SUBLET at Maiden Lane, corner William St.; very cheap. Inquire at Mayer & Miller, 12 and 16 John St., New York.

DESK ROOM TO LET to jewelry broker or jobber in modern John St. office building; designer on premises. Address "I., 5096," care Jewelers' Circular-Weekly.

LOFT TO LET; 1,650 square feet; suitable for manufacturing jeweler; drop press post and cellar for washing barrels on premises; live steam and all improvements. Enquire Engineer, 24 Boudinot St., Newark, N. J.

ATTENTION, diamond dealers, engravers and others; we have small private office, also part of office and desk room, fine north light, no office boy expense, use of safe, telephone. First Floor, Room 2, 16 Maiden Lane, New York.

OLD ESTABLISHED jewelry house occupying the most prominent location in San Antonio, Texas, will rent space to good responsible optician at reasonable rental; San Antonio is the healthiest city in the country, 100,000 population, with 20,000 extra tourist population in winter; splendid opportunity for right man. Address "R.," care San Antonio Club, San Antonio, Texas.

For Sale.

FOR SALE, one large Diebold safe with burglar chest. Inquire M. Wortis, 174 Grand St., Brooklyn, N. Y.

FOR SALE, over 1,250 gold filled and enamel scarf pins for $90; cash value $350. Address "A. G., 5094," care Jewelers' Circular-Weekly.

FOR SALE CHEAP, two floor cases, 4½ x 12 x 4½ feet high, not including bases, sliding doors; write for description and price. The Gorham Co., Silversmiths Bldg., Chicago, Ill.

DIES FOR SALE; owing to discontinuing making our famous gold jewelry line, will sell at one-quarter cost, beautiful, artistic, strictly modern, up-to-date, large line of dies for the making of cuff buttons, scarf-pins, brooches, la vallieres, plaques, hat-pins, tie-clips, lockets, rings, ornaments of all kinds, etc.; highest grade of artistic workmanship distinguishes our line of dies and the finished products thereof; will sell piecemeal or entire lot; impressions and dies shown upon request. Schickerling & Co., 71 Nassau St., New York.

Wanted to Purchase

DIES WANTED, for cash, of odd signet rings, charms, etc., to work on soft metals; send illustration. "Langford," 988 Amsterdam Ave., New York.

WANTED TO PURCHASE, six regulation size leather telescopes; kindly state lowest cash prices for same and address "B., 5127," care Jewelers' Circular-Weekly.

Lost.

STOLEN, WALTHAM OPEN FACE, 12 size, 21 jewel, bridge movement, No. 9,503,772, Crescent case; if offered for sale or repair notify "R H., 3149," care Jewelers' Circular-Weekly.

LOST, 12 size, open face, Vacheron & Constantin movement, No. 349,781, in 18K. sun ray case, National Watch Case Co., No. 78,101; liberal reward. "C. V., 3385," care Jewelers' Circular-Weekly.

Miscellaneous.

PORTRAIT MINIATURES copied from any photo on watches, dials, brooches and lockets. Goldstein Engraving Co., 45 Maiden Lane, New York.

"America's Leading Jewelry Auctioneer"

JAMES L. HAND

Telephone 1624 Cortland 14 Maiden Lane **NEW YORK**

Now closing out the stock and fixtures of the Henricksen Jewelry Co., of Duluth, Minn., valuation over $200,000.00. This sale is but another of the great "Hand" successes! I have for sale the fixtures of this, the most magnificently furnished store in the Northwest, and also a long lease on their store room in the best location in Duluth. Duluth is one of the most prosperous cities in the United States to-day. If interested, write me in care of the above firm immediately.

Read this *genuine* and *unsolicited* testimonial from the George Kapp Co., of Toledo, Ohio, one of the largest and best known jewelry firms in the middle west, whose sale I lately completed:

TO WHOM IT MAY CONCERN: JUNE 24, 1911.

It gives me no little pleasure at this time, the last day of the auction sale for the George Kapp Co., to express to Mr. James L. Hand my appreciation of the manner in which he has conducted this sale for me, and also the sale of the Superior Art Galleries earlier in the Spring. In the latter instance he successfully closed out a $125,000.00 stock of art goods, fine paintings, bronzes, marbles, etc.

For the George Kapp Co. he has sold a large part of our $100,000.00 stock, and has pleased us especially in disposing of *practically all of our old and unsalable goods.*

In moving into a new store and in cleaning up a stock this is, of course, a most essential feature. Mr. Hand has been with me about three months and in all that time I have never heard a word of complaint as to the treatment received at his sales. In fact, many people have come to me personally and to my sons and complimented us upon securing such a man to conduct our sales. It has been gratifying to us all and I can truthfully say that I believe *Mr. Hand has won many new customers for us. He is a thorough gentleman,* and as such is competent to sell to ladies and gentlemen.

I am greatly pleased with his work and am glad to recommend him to any firm contemplating an auction.

Very truly yours,

J. G. KAPP, SR.



JAMES L. HAND.

The above is but one of the many letters of appreciation received by Hand from satisfied clients. It costs you no more to obtain the services of HAND, the most favorably known auctioneer of high class jewelry in the United States. Correspondence strictly confidential. Write to-day.

Telephone 1624 Cortland

Established 1887



A. J. COMRIE

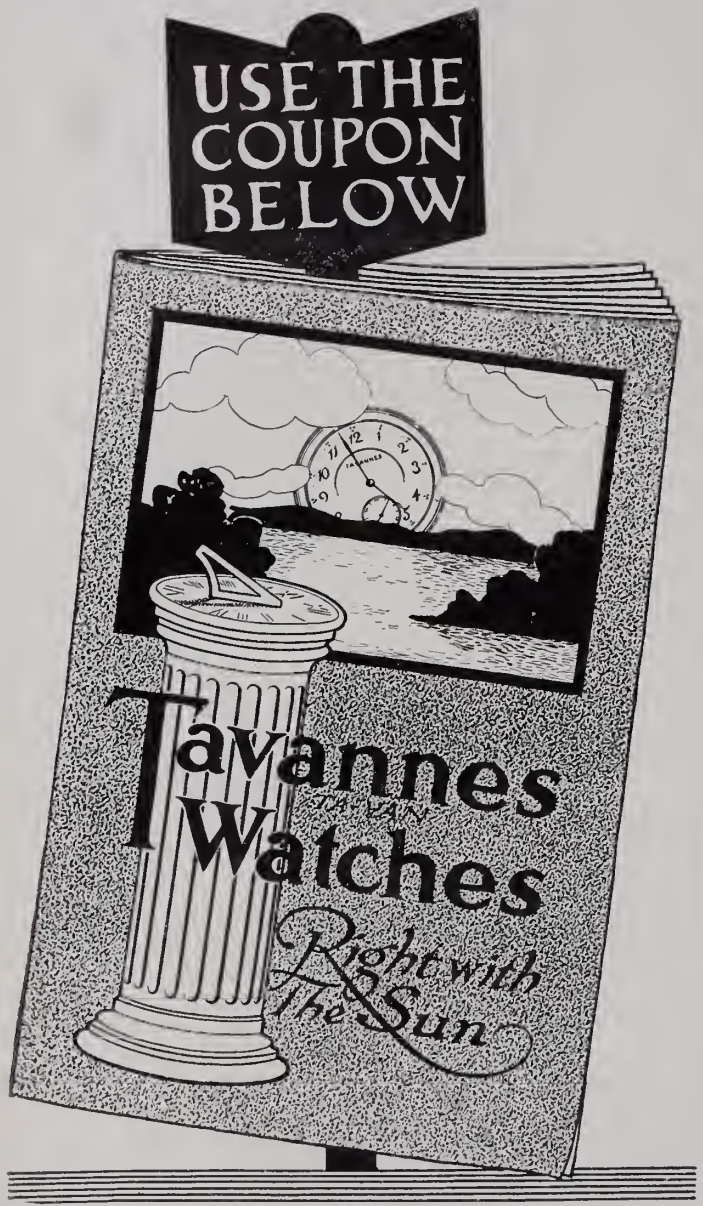
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We have closed out more complete stores, selling all the Stock and Fixtures, than any auctioneers in the field.

Write for our booklet "Facts Worth While on the Auction Business."

Have just concluded the sale of the L. A. Martinez stock at Ansonia, Conn.—write him for good evidence of our ability to make good on any proposition.

COMRIE & BROKAW, Jewelry Auctioneers, 14 Maiden Lane NEW YORK



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SUBJECTIVE TESTS FOR DIFFICULT CASES. 88 pages. 31 illustrations, strongly bound in paper. Strictly practical; a natural outcome of "The Trial Case and How to Use It." The chapters are as follows: Reasons for Special Tests; Special Methods of Testing; Special Methods for the Detection of Astigmatism. Tests for Small Children, Illiterates and Others; Muscle Tests; Tests for Malingeres; Spasm of the Accommodation. Price, 50 cents.

SKIASCOPY WITHOUT DRUGS. 112 pages, 38 illustrations; bound strongly in paper. It is written in the author's well known clear, interesting and explicit style, and is the result of personal investigations and experiments. No optician can afford to be without this latest and best practical work on the objective method. Tells you just what to do. Price, 50 cents.

FRAMES AND LENSES. 88 pages, illustrated and bound in paper. A manual which takes up the mechanical side of the practice of the art of optometry. The chapters in their order are: Lenses and Their Manufacture; Frames and Mounting; Facial Measurements and the Frame Prescription, Adjusting; Neutralizing and Testing Lenses. Price, 50 cents.

TRANSPOSITIONS. 32 pages, 39 diagrams, bound strongly in paper. A clear and practical exposition of transpositions of lens values. Price, 25 cents.

DISEASES OF THE EYE AND HOW TO RECOGNIZE THEM. A book specially written for the optometrist and those who examine eyes. Profusely illustrated with original drawings and photographs. By C. W. Talbot, M.D. Price, $1.00.

ADVERTISING MANUAL FOR OPTICIANS. The most novel and complete exposition of the art of advertising from the viewpoint of the optician that has ever been published. Fifteen chapters, profusely illustrated. Price, 50 cents.

ENCYCLOPEDIC OPTICAL DICTIONARY. By Jas. J. Lewis, Oph.D. A complete dictionary of the terms used in optometry and ophthalmometry. Practical Hints, things to be remembered and questions and answers for those contemplating present or future State examinations. Third edition. Price, $1.25.

WEATHER AND WEATHER INSTRUMENTS. The finest book of its kind yet issued. Fully describes all ordinary meteorological (weather) instruments and storm indications. Fully illustrated. Price, 50 cents each.

DISEASES OF THE EYE, MANUAL OF. By Charles H. May, M.D., New York. For students and general practitioners, with 360 original illustrations, including 21 plates with 60 colored figures. Sixth edition, revised. Cloth, 390 pages. Price, $2.20.

OPTICAL ENCYCLOPEDIA-DICTIONARY and Reference Handbook of the Ophthalmic Sciences. Indispensable to every optician. An invaluable text book in preparing for State examinations. Buckram, 200 pages, 7 x 10 inches, fully illustrated. Price, postpaid, $2.50.

LIGHT, FOR STUDENTS. By Edw'd Edser. 580 pages. Profusely illustrated. Price, Cloth, $1.50.

GENERAL AND PRACTICAL OPTICS. By Lionel Laurance. Most complete work on the subject. 413 pages, cloth. $2.50.

All of the above books are kept on sale, or can be obtained from

The Optical Publishing Co.

15 Maiden Lane NEW YORK

Washington, D. C.

E. W. Persons, of Max Goldsmith & Son, has just returned from a vacation trip in Pittsburgh and Cleveland.

E. D. Prince, of R. Harris & Co., is spending a two weeks' vacation at Atlantic City and Cedarhurst, Long Island.

William C. Shaw, member of the Shaw & Brown Co., sailed recently for Europe. He will be gone until about Sept. 15.

Julius Duehring, secretary of the local jewelers' association, is on a camping trip with a party of friends near Colonial Beach, Va.

Carl Peterson is spending the week-end each week at Colonial Beach, Va., where his family have engaged a cottage for the Summer months.

Miss T. F. Desio, buyer for the firm of Victor E. Desio & Co., this city, is spending the month of August on the New Jersey and Massachusetts coast.

Alva G. Ruff, St. John, Mich., and Mrs. Ruff have been visiting this city for several days. Andrew O. Hutterly has acted as guide for them on several sight-seeing expeditions.

George A. Green, of Galt & Bro., is on a fishing trip with members of the Columbia Fishing Club at Lewisetta, Va. H. C. Bergheimer, manager for this firm, is spending his vacation at the same place.

George W. Spier, 310 9th St., who went to Old Point Comfort, Va., following the Richmond convention, is expected home some time this week. Mrs. Spier is visiting her daughter, Mrs. Walt Kuhn, in Fort Lee, N. J.

Members of the Washington association have been asked to participate in the annual excursion of the Maryland association at Chesapeake Beach, Aug. 20. It is understood that an interesting program has been prepared for the day.

F. W. Richardson, of the Berry & Whitmore Co., who has been on a five weeks' trip through California and other points in the west, is expected home during the present week. J. C. Lynn, of the same firm, is spending his vacation in Atlantic City.

Leroy Lupton, of Schmedtie Bros., is spending his vacation in one of the suburbs of the city. Encouraging reports are being received concerning the condition of John Varallo, of Schmedtie Bros., who has been sick at his home in this city for several weeks.

Extensive improvements are under way at the establishment of Berry & Whitmore Co. A portion of the second floor of the building in which they are located at 11th and F Sts. N.W. is being arranged into a showroom. They are also acquiring another room in the rear of their store. The additions will represent about 4,000 square feet of additional floor space. When the alterations are completed about Oct. 1 an entirely new outfit of showcases and electric fixtures will be installed. The Berry & Whitmore Co. is receiving many compliments from members of the trade on the artistic invitation and menu cards which their firm prepared for the Taft silver wedding and for the reception given Admiral Togo.

Informal reports of the delegates who attended the recent Richmond convention were heard at the regular monthly meeting of the Retail Jewelers' Association of the District of Columbia held Monday, Aug. 14. The delegates spoke enthusiastically of the convention and paid high compliment to those who had charge of the arrangements.

Encouraging reports from members of the committee who have been assigned the work of organizing a "Twenty-four Karat Club" are being received. It is believed that the first meetings of the proposed club will be held early in the Fall. Washington jewelers are enthusiastic about the formation of such a club, as they believe much good can be derived from such a social organization.

Frank C. Davis, a bookkeeper, arrested Aug. 4 in Chicago on the charge of obtaining from two Washington firms by false pretenses, was brought to this city Aug. 8. He was given a preliminary hearing in the Police Court and held for the action of the Grand Jury. Pending trial he has been released on bond. Davis is charged with having obtained jewelry valued at $552 from the Saks Optical Co., 708 7th St. N.W. According to the police Davis presented a check for $107 in part payment, and was allowed to take the jewelry with him. The check, which was drawn on the National Bank of Washington, was returned as worthless. Isadore Kahn, jeweler, of 627 7th St. N.W., charges Davis with having obtained from him an open-face gold watch and a gold chain and charm valued at $57 in a similar manner. In this case Davis gave an alleged worthless check for the full amount of his purchase.

Louisville, Ky.

W. C. Kendricks, of William Kendricks' Sons, has gone to Kavanaugh's Camping Ground, accompanied by his family. All will remain until Aug. 20.

Jules Steinau left last Friday for Elkhart Lake, Wisconsin, to idle away a few weeks. He was closely followed by his son, N. J. Steinau, who went to the same spot.

Matt Irion & Sons are displaying a remarkably attractive line of diamond rings in their windows. These are of all sizes and qualities, ranging in price from $10 up to $500.

After disposing of their store at Earlington, Ky., Tappan & Gardiner, jewelers, have opened a new place in Madisonville, Ky. Both are experts, and are considered valuable additions to the business life of that city.

C. M. Wiseman left Aug. 10 for a trip to the west. While he has arranged no itinerary, he will take in Denver, Salt Lake City and other cities. Following his return home he will probably inaugurate extensive improvements in his store.

The Board of Public Works, which is putting big electric arc lights up along Jefferson St., has been kind enough to install one just outside the store of W. J. Martin, and the jeweler is congratulating himself on this piece of luck.

Edward A. Krull, junior member of the firm of Rodgers & Krull, left with his wife for Atlantic City Wednesday. The couple will probable be gone three weeks seeing the sights of other eastern cities, as well as the famous Summer resort.

Brainard Lemon, of Jas. K. Lemon & Son, has been selected to fill a vacancy on the board of directors of the Southern National Bank, of this city. The gap was left by the resignation of Allen R. White, president of the bank, who retired also from the directorate.

George P. Kendrick, of Wm. Kendrick's Sons, was among the boosters who attended the Danville (Ky.) Fair on Louisville Day last Thursday. Mr. Kendrick attended the affair as a member of the Commercial Club, which chartered a special train for the occasion.

Horace Lorch during the dull season has taken occasion to do a little surveying in the interests of the Louisville Auto Club. He covered the 160 miles to White Mills, Ky., and return without a mishap, and on his return submitted a detailed report, showing the good and bad stretches of road.

George Wolf has been doing an excellent business in his fine store on Fourth Ave. One of the interesting pieces of work that passed through his hands was the engraving of seven magnificent silver cups for the American Saddle Horse Breeders' Association. All were engraved, "For the best horse three years old or under." Two of these cups have already been sent away, one to the Indiana State Fair at Indianapolis, the other to the Bluegrass Fair at Lexington, Ky.

George Rieger, president of the local retail jewelers' association, states that the jewelers have to date failed to do anything toward effecting a reorganization of the organization. Mr. Rieger made efforts some time ago to have the leading jewelers of the city talk matters over, and get the association into running order again, but none seemed especially interested, and the question was finally dropped. It is hoped that with the advent of cooler weather and the return of many of the jewelers from their vacations active steps will be taken toward this end.

Antique ring mountings are occupying a large part of the time of the Frank & Merz Mfg. Co. at present. One of these, which the firm has just completed, is arousing a good deal of curiosity on the part of lovers of the old-fashioned. The ring, a heavy gold affair, is set with seven large diamonds in the shape of a Fleur-de-lis in the center, while 11 smaller stones set in the side form a flower effect that will inevitably attract attention. Though Frank & Merz are a comparatively young concern, they find that the services of an expert platinum worker are almost indispensable, and one will be secured as soon as possible.

Burglars recently broke into the store of W. L. Mock, Imboden, Ark., and escaped with about $200 worth of jewelry and a quantity of other articles.

W. W. Winton, a diamond dealer of Scranton, Pa., recently obtained, through the diamond house of Edward Van Dam, New York, a rough diamond crystal in the shape of a perfect octohedron. The stone, which weighs 7⅝ carats, is practically flawless and has given Mr. Winton considerable advertising, as a large number of notes upon it have appeared in the local papers.



No. 6111
Mahogany Polished Marqueterie
Inlaid Case 17¼ Inches High
Bevelled Edge Glass

Always Something New in

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Cuckoo
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CLOCKS

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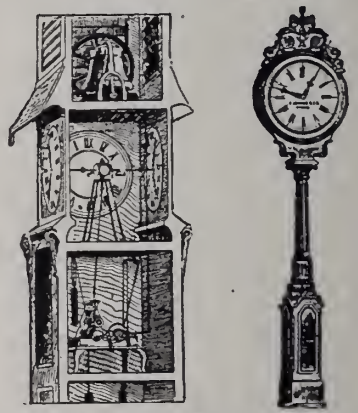
Sterling and German Silver Bags
Gun Metal and Beaded Bags
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Marble Statuary
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Theodore Schisgall

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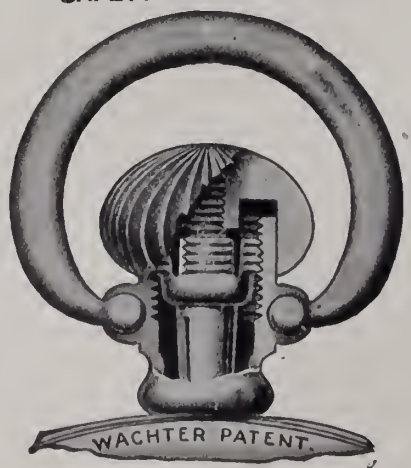
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Tower and Street Clocks
For particulars write us, mentioning The Jewelers' Circular-Weekly.
E. HOWARD CLOCK CO.,
EST. 1842 BOSTON, MASS., U. S. A.



Buy Watches with the Wachter
Safety Watch Bow

The Wachter Mfg. Co.

SAFETY WATCH BOW



PATENTED: NO. 795665, JULY 25, 1905
NO. 86576, MAY 21, 1907
NO. 916809, MAR. 30, 1909



Should your Jobber not have them
in stock, then write to us

Hartford, Connecticut

PATENT DEPARTMENT

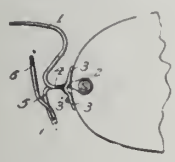
[IN WHICH IS CONTAINED A LIST OF THE LATEST PATENTS GRANTED BY THE UNITED STATES AND GREAT BRITAIN. THE UNITED STATES PATENTS THAT HAVE EXPIRED AND THE REGISTERED TRADE-MARKS.]

UNITED STATES PATENTS.

ISSUE OF AUG. 8, 1911.

999,726. EYEGLASSES. Leo F Adt, Troy, N Y. Filed Jan. 18, 1905. Serial 241,609.

The combination with the lenses, of a frame formed of a single piece of sheet material and comprising a connecting portion, lens attaching ears at its ends extending parallel with the faces of the lenses, lens edge-bearing lugs, shanks extending inwardly from the edges of the lenses,



guards and depending ends on the connecting portion, all of flat material with the broader faces extending substantially at right angles to the plane of the faces of the lenses thereby presenting only the edges of the material when viewed from the front

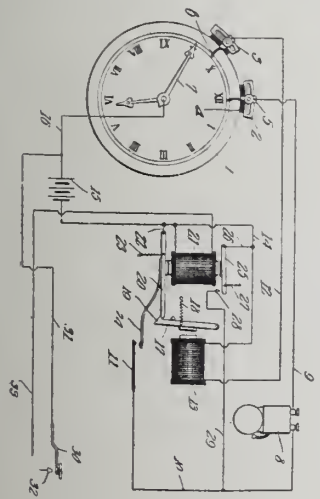
999,727. EYEGLASS-MOUNTING. Leo F. Adt, Albany, N. Y. Filed Nov. 3, 1909. Serial 526,093.

The combination with a support for the lenses embodying a bridge connecting the latter, of a



pliable non-resilient member independent of the connection between the bridge and the lenses supported thereby and provided with a return bend and with a bearing, and a nose guard carrying a bearing co-operating with the bearing of the pliable member

999,779. PNEUMATIC CLOCK. Augustus L.

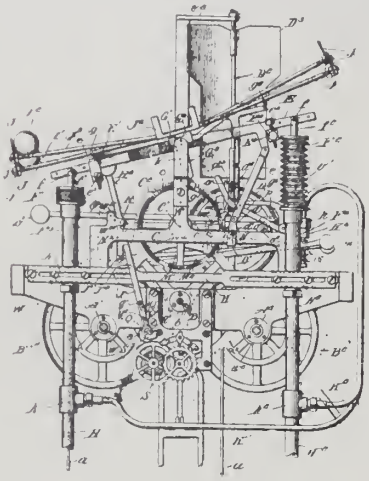


Hahl, Chicago, assignor to the Hahl Automatic Clock Co., Chicago. Filed May 11, 1908. Serial 432,035. Renewed Jan. 3, 1911. Serial 600,524.

In a pneumatic clock system, the combination with a service pipe, of impulse mechanism for varying the air pressure in said pipe, a motor for actuating said mechanism, and a plurality of devices for successively and cumulatively assisting the motor during the latter part of its work.

999,874. WATCHMAN'S CLOCK. Richard C. Rose, Osceola, Ark. Filed Jan. 18, 1911. Serial 603,351

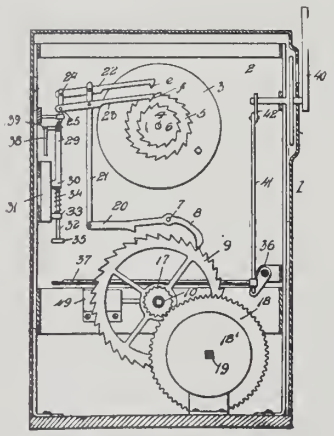
Apparatus of the class described including an electro-magnet, armatures therefor, a support for one of the armatures, means under the control



of a person for completing a circuit through said magnet to attract its armatures, an electrically operated element, one of said attracted armatures partly completing a circuit to said element, clock controlled means for completing said circuit through said attracted armature to the element, and for completing a circuit to said element through the other armature when released.

1,000,147. COMBINED CLOCK AND SHOCK-RECORDER. William H. Bristol, Waterbury, Conn. Filed Jan. 3, 1911. Serial 600,494.

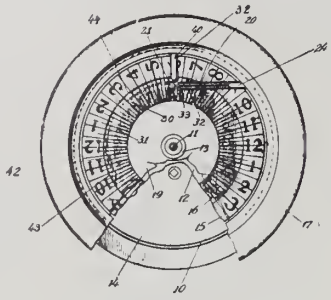
A device of the character set forth comprising support within said casing for a rotatable chart, and a flexible vibrating arm, and a marking



point at one end of the same, said arm being carried by the said cover and its marking point adapted to make contact with the surface of said rotating chart.

1,000,275. TAXIMETER. John G. MacPherson, Philadelphia, Pa., assignor, by direct and mesne assignments, to the MacPherson Co., Incorporated. Filed Jan. 27, 1910. Serial 540,446.

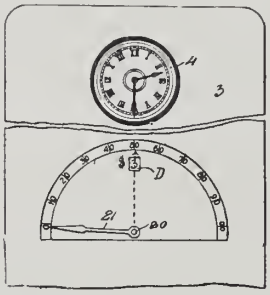
In a taximeter, the combination with a clock, and indicating mechanism of mechanism controlled through the medium of the clock for operating the indicating mechanism at two different rates, comprising an escapement mechanism, and means



for operably connecting the same with the minute hand arbor of the clock.

1,000,276. TAXIMETER. John G. MacPherson, Philadelphia, Pa., assignor to the MacPherson Co., Incorporated. Filed June 3, 1910. Serial 564,881.

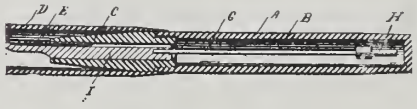
In an operating device, a plurality of intermittently engaging rotating contacts, means for ro-



tating said contacts, one of said contacts being advanced a predetermined amount on each engagement of said contacts.

1,000,319. FOUNTAIN-PEN. Frank M. Ashley, New York, assignor of one-half to Welcome H. Lawson, Poughkeepsie, N. Y. Filed Jan. 26, 1910. Serial 540,105.

A fountain-pen comprising a casing having a reservoir for ink therein, a plug at one end of



said casing holding a pen, and having a feed passage therein extending from said pen directly to said reservoir, and means for holding a stick of ink within said reservoir and at a fixed distance from said ink duct.

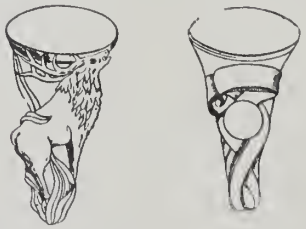
Designs.

41,653. BADGE OR EMBLEM. Percy J. Callowhill, Attleboro, Mass. Filed May 22,



1911. Serial 628,863. Term of patent 14 years.

41,654. RING OR SIMILAR ARTICLE. Charles Fischer, New York. Filed March



29, 1911. Serial 617,756. Term of patent 7 years.

41,655. PLATE OR SIMILAR ARTICLE.

Hamilton Watch Company

Where absolute precision of time is required, the HAMILTON WATCH is preferred.

Hamilton Watch Co.

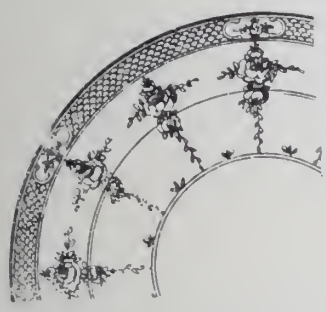
Lancaster, Pa.

JOHN WILLIAM WADSWORTH, Drayton, England, assignor to Mintons Limited, Stoke-upon-



Trent, England. Filed May 10, 1911. Serial 626,364. Term of patent 7 years.

41,656. PLATE OR SIMILAR ARTICLE. JOHN WILLIAM WADSWORTH, Drayton, England, assignor to Mintons, Limited, Stoke



upon-Trent, England. Filed May 11, 1911. Serial 626,591. Term of patent 7 years

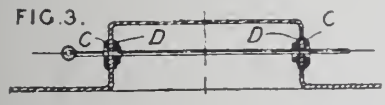
BRITISH PATENTS.

(ABRIDGMENTS OF SPECIFICATIONS, 1910, FROM *The Illustrated Official Journal.*)

ISSUE OF JULY 26, 1911.

7,897. HAT-PINS. J. H. FLOYD, Williamstown, and P. V. WILLIAMS, both in Penygraig, S. W. April 1. (Class 131.)

Ferrules of rubber or other material, adapted for use with a blunt hat-pin, and fixed inside and outside the hat at the points where the pin enters and leaves it. The ferrules, each consisting of an external and internal portion C, D, are sewn or

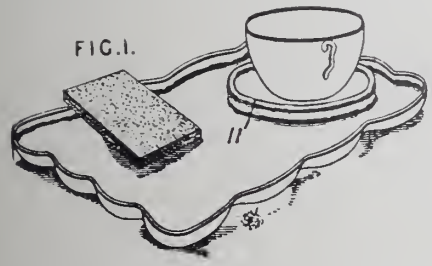


otherwise fixed to the hat by means of holes near the edge. The shape is such as to guide the pin to the hole, which is somewhat less in diameter than the pin so as to grip it.

Reference has been directed by the Comptroller to Specifications 2215/00, 16,976/03, 11,489/06 and 27,188/07.

8,350. TRAYS. R. RODD, Cobalt, Ont., Canada. April 6. (Classes 87 [i] and 128.)

Relates to trays provided with means for holding tea-cups, etc., and consists in providing an annular

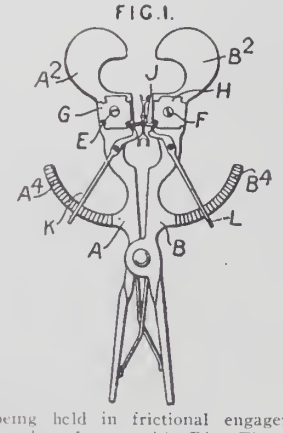


ridge 11 of larger diameter than the base of a tea-cup, the enclosure thus being adapted to serve as a saucer.

8,388. WATCHMAKING TOOLS. L. E. GARNETT, Chanute, Kans., U. S. A. April 7. (Class 139.)

A tool for setting and adjusting the pallet-stones of escapements comprises a pair of spring-pressed pivoted jaws A, B, on the faces of which adjustable members G, H, are mounted by means of screws E, F, and held in the required positions by pins engaging in recesses in the jaws. The corners of the members G, H, are notched to receive and hold the pallet J between them. Setting-levers K, L, are pivoted on the jaws A, B, the ends of the

FIG.1.



levers being held in frictional engagement with curved graduated arms A^4, B^4. The undersides of the jaws A, B, are provided with recesses, preferably stepped, which are adapted to hold a pallet of a particular kind. In use, when the pallet has been placed in position between the members G, H, the flattened heads A^2, B^2, are heated to soften the fixing-cement, and the pallet-stones are then adjusted to the required position by means of the levers K, L.

Applications for British Patents, July 17-22.

16,386. HAT PIN POINT PROTECTOR. F. D. W. HILLIARD.

16,482. AUTOMATIC WRISTLET WATCH-HOLDER. L. WEBBER, F. C. WEBBER and H. V. WEBBER, trading as WEBBER & SONS.

16,572. PROTECTOR FOR THE POINTS OF PINS FOR PERSONAL WEAR. A. CRYER and A. E. VENNALL.

16,587. HAT PIN HOLDER FITTING. G. C. ANDERSON.

16,596. HAT PIN AND POINT PROTECTOR. A. BRADBURN.

16,627. HAT PIN WITH PROTECTOR. M. E. FARR.

16,634. FASTENING DEVICE FOR NECK-TIES. PAUL JAROSS.

16,751. ARTICLES OF JEWELRY AND THE MANUFACTURE OF SAME. FRANZ JACOBI.

16,754. CIGARETTE, CIGAR AND LIKE CASES. A. SCOTT.

16,767. COMBINED GUARDS AND PROTECTORS FOR HAT PINS AND STICK PINS. S. G. K. PAYNE.

16,842. SAFETY HAT-PIN. HENRY ROSS.

Complete specifications accepted.

1911.

4,934. MATCH-BOX. ALLISON & SUMERLIN.

9,132. LADIES' HAT-FASTENERS. REIM.

9,408. HAT-PIN PROTECTOR. PERRY.

UNITED STATES TRADE-MARKS.

[The following trade-marks have been adjudged entitled to registration under the Act of Feb 20, 1905, and are published in compliance with Section 6 of said act.]

TRADE-MARKS REGISTERED AUG. 8, 1911.

82,993. WATCHES, WATCH CASES, WATCH MOVEMENTS AND PARTS OF EACH THEREOF. THE KEYSTONE WATCH CASE CO., Philadelphia, Pa.

Filed May 3, 1911. Serial 56,132. Published June 6, 1911.

82,972. WATCH MOVEMENTS. ELGIN NATIONAL WATCH CO., Elgin and Chicago.

Filed Feb. 23, 1911. Serial 54,679. Published June 6, 1911.

83,005. JEWELRY FOR PERSONAL ADORNMENT. THE POTTER & BUFFINTON CO., Providence, R. I.

Filed Jan. 19, 1911. Serial 53,976. Published June 6, 1911.

Carl B. Gillespie, Pittsburgh Jeweler, Tells of Jewelry Business in South America After Return from a Long Trip.

PITTSBURGH, Pa., Aug. 10.—Carl B. Gillespie, of Gillespie Bros., who returned Monday from a six months' tour of South America, half of which time was spent in Buenos Aires and Rio Janeiro, says that there is a great chance on the Southern Continent for watch manufacturers and other jewelry manufacturers if they take advantage of the opportunity.

"I saw few filled cases anywhere I went and none at all in the best jewelry stores," said Mr. Gillespie to THE JEWELERS' CIRCULAR-WEEKLY correspondent. "Few of them are even shown in the little shops in the side streets and out of the way places.

"Most jewelry offered is 18-karat gold, very little 10 or 14 karat being sold. It struck me that there was a good chance for the American filled case. Prices for watches are what might be called high, a good gold case and movement selling at $100 in American money, but the South American jewelers appear to favor the Swiss movement for some reason.

"While I am a little loth to admit it, the French appear to out do the American manufacturers in the matter of style in silverware, and especially in table ware, and most silverware sold in the South American country is imported. I believe that with careful nursing American manufacturers could get some of this trade. One should be able to speak the Spanish language in going there. Unless you speak the language you do not have much show, but this ought not to act as a barrier to American business men. The jewelry stores which I saw are modern in every particular and the goods sold of splendid quality. Drop earrings appear to be quite the rage.

"The opening of the Panama Canal may cause some development in a part of the country that will be of benefit to Americans. I spent some time in the Panama district, too, and was informed while there that the big canal will be completed in 1914 a year ahead of time."

Mr. Gillespie went to Brazil to inquire especially into the diamond prospects of the country, and his views on that subject already have ben told in THE JEWELERS' CIRCULAR-WEEKLY. After arriving in the vicinity of the camps and consulting with the American consul, Mr. Gillespie did not even take the time to make a personal inspection. He says that most mining is indulged in by Indians, who sell or trade their treasures. What diamonds found, he says, are of fair quality, but they are small. "A great many wildcat schemes are promoted," said Mr. Gillespie, discussing diamond possibilities, "and Americans are warned to beware of having anything to do with any schemes of the kind. So far as I was able to learn hunting diamonds in Brazil is not profitable, and prospects for finding them in large quantities are not very good.

Mr. Gillespie took a course in Spanish before starting on his trip, and this fact was a great aid to him in touring the country. He, however, likes America best, and has no intention of ever locating elsewhere.



THE watchmaking experience of these Service Bureau Experts covers a period of three hundred and thirty years. This experience is being used daily in the solution of specific watchmaking problems presented by watch repairers.

EVERY inquiry is thoughtfully weighed and considered and reply is made with a personal letter in which no detail is slighted or overlooked.

ADVICE is given on methods of doing work—suggestions are made about handling some particular watch that has proven difficult of repair.

This is the character of the personal service the Service Bureau renders to each and every watchmaker who asks for help.

The Service Bureau

Also renders a general service — a service of interest to all watch repairers everywhere.

THE Service Bureau publishes and distributes bulletins on watchmaking subjects of general interest. The personal correspondence of the Service Bureau has shown that there is a great demand for definite information on certain subjects—that inquiries about these subjects outnumber all others by a great majority. It was the preponderance of these inquiries that led to the publication of the bulletin.

The work of the Service Bureau is therefore two-fold in its character—it gives personal help and general help—we want you to use the Service Bureau in both of its branches, as often as you have occasion. Perhaps you have no reason for writing personally at present, but the occasion might arise soon, so send the enrollment coupon in now.

This will insure your receiving the first bulletin which we published last month — a most interesting treatise on balance truing—profusely illustrated with pictures made from the hands of an expert balance truer.

King Solomon was a wise man. It was King Solomon who said:

"In Multitude of Counsel There Is Wisdom"

Why not put his theory to the test? In patient anticipation the Service Bureau experts are waiting for your coupon

.....1911

ELGIN NATIONAL WATCH CO
Elgin, Ill

Dear Sir:

Please register my name as entitled to the privileges of consultation with your Service Bureau

It is understood that no charge is to be made for this service.

Name.....

Address .....

City.....

If employed give name of firm

.....

.....

8—T. J. C

ELGIN NATIONAL WATCH CO.
ELGIN, ILLINOIS

THE HOROLOGICAL REVIEW

Two Famous Clocks of the Fourteenth Century.

THERE always has been and probably always will be a certain amount of sentiment associated with old clocks; especially clocks that have looked down upon the kings and queens of days of yore. There are still in active service in England four clocks which ticked off the hours

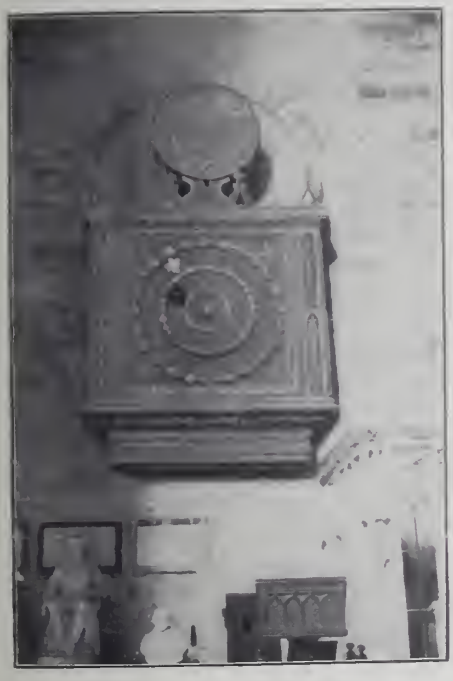


FIG. 1.
Exeter Cathedral clock. Dating from 1317. View of dial and the Sylke Chantry, which now contains the ancient movements.

many centuries ago and which have become world-renowned. These are the Wells Cathedral clock, that of Exeter Cathedral, of the Church of St. Mary of Attery and that in the old Collegiate Church of Winborne. In an interesting article in the *American Machinist*, John James Hall, describes the youngest and the oldest of these interesting timepieces.

The Age of the Exeter Clock.

That there was a clock in the cathedral at Exeter as early as 1317 (10 Edward II) is clear from the patent rolls of that and the following year. In 1328-9 a clock, doubtless the same, is mentioned by that great authority, Professor Freeman, as being in the nave, andthis may safely be ascribed to Bishop Stapleton (1308-26) and not to Courtenay (1478-1486-7), as has been often asserted. In 1376-7 important new work was carried out when the clock was in all probability added to (possibly the *hour*-striking portion) the older portion being then removed into the North Transept, where a chamber (not contemplated in the original building), according to the old Latin records (Fabric Rolls), had been hewn to receive it.

In 1423-4 there is quaint mention (in Latin) of a "new clock *still remaining*." But, considering the rude workmanship, general design, and ancient character of the older portion (see Fig. 2) one is irresistibly led to the conclusion that we have in the "going" and "quarters" portion, or "movements" (the one saddled above the other) the clock first referred to, and, if this be so, Exeter Cathedral may proudly and justly claim possession of the earliest astro-horological example in England; certainly, and without doubt, one of the very oldest clocks in existence.

The Dial.

The dial, shown in Fig. 1, is arranged on the Ptolemaic system of astronomy, which regarded the earth, represented by the central hemisphere, as the center of the solar system, the sun, represented by a *fleur de lys*, revolving around it. The inner and outer figured circles are divided —the former from 1 to 30 (29½) days (in Arabic figures), representing the moon's age, and the latter, or outermost circle, into 24 hours, or two XII's, of which the uppermost represents midday and the lower midnight. The moon (half white, or silver, and half black), by its axial and orbital movement on the inner field, shows its varying *phases* (new, full, first and last quarters, etc.,) from day to day, while the aforesaid *fleur de lys* (the sun) points —outwardly, on the Roman numerals, to the hour of day or night; and, by its central stem, inwardly to the moon's age on the inner circle of figures. Prior to the year 1760 the main dial was only surmounted by cresting, but at this date the clock was entirely overhauled and the minute dial above added. The quarters 1, 2, 3, only were struck by the old, but the fourth has been added in the new "movement."

The motto upon the dial is:

"PEREUNT ET IMPUTANTUR"

[They (the hours) pass and are placed to our account].

Entirely new "movements" were put to this dial, and to the striking portions, both below and in the transeptal tower above, in or about the year 1885, when the older were scrapped and have since been lying about in different portions of



FIG. 2.
Going and quarter trains of Exeter Cathedral clock.

the cathedral. The whole, however, has now been assembled and placed on a stand of old cathedral oak in the Sylke Chantry (1909-10) and the "going" portion once more set in motion.

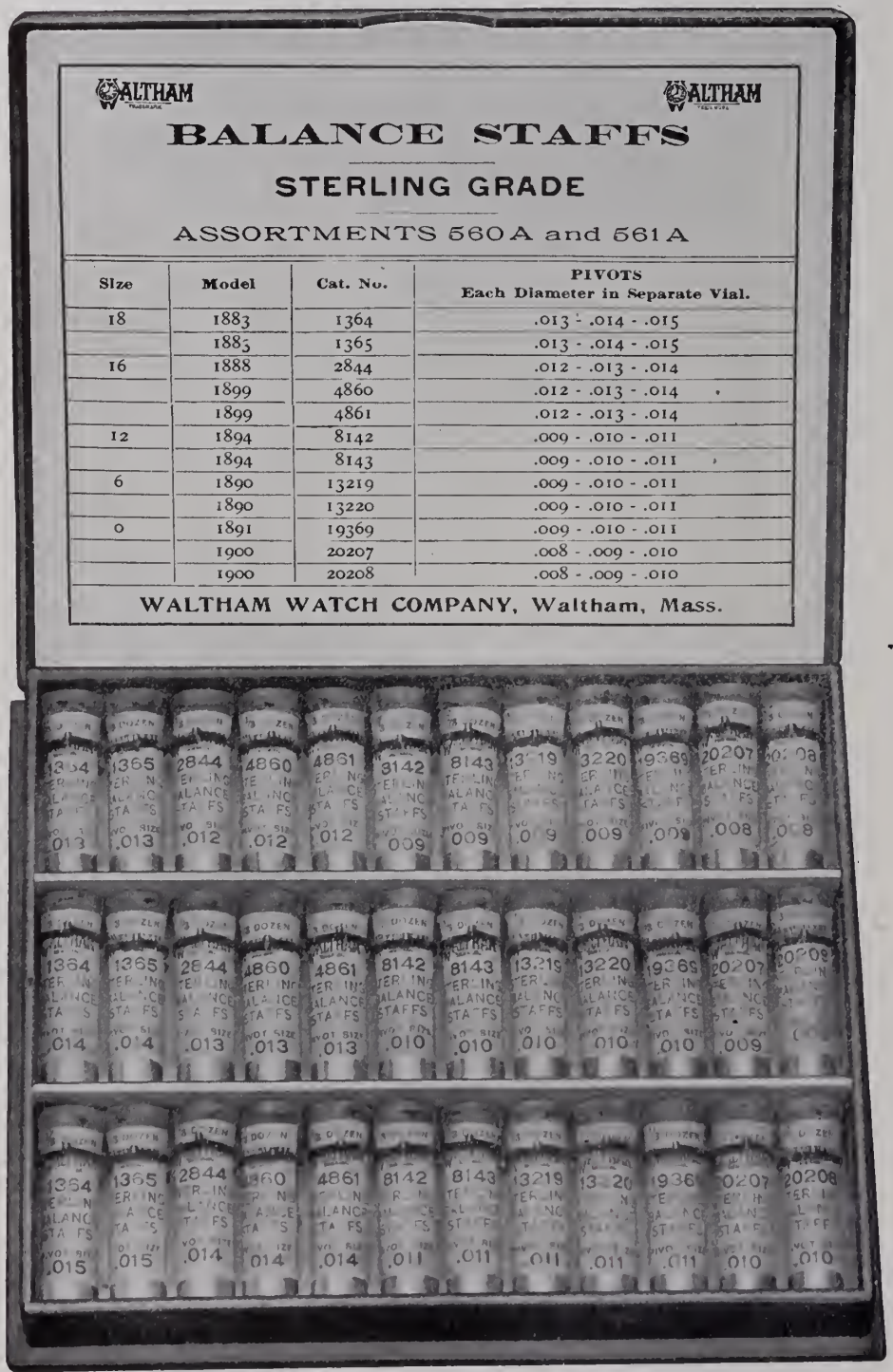
The Maintaining Device.

One remarkable characteristic of the Exeter clock, but little known and in all probability nowhere else to be found, is the quaint arrangement for *maintaining power during winding*, a fact which places the device (of any form), centuries it may be, before the date usually ascribed to its introduction. It is fairly well represented in Fig. 3, a photograph of the oldest por-

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Size	Model	Cat. No.	PIVOTS Each Diameter in Separate Vial.
18	1883	1364	.013 - .014 - .015
	1883	1365	.013 - .014 - .015
16	1888	2844	.012 - .013 - .014
	1899	4860	.012 - .013 - .014
	1899	4861	.012 - .013 - .014
12	1894	8142	.009 - .010 - .011
	1894	8143	.009 - .010 - .011
6	1890	13219	.009 - .010 - .011
	1890	13220	.009 - .010 - .011
0	1891	19369	.009 - .010 - .011
	1900	20207	.008 - .009 - .010
	1900	20208	.008 - .009 - .010

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They cost us more, because of the extra labor in selecting and packing. But **they cost the jeweler less** than the regular material at regular list prices.

WALTHAM assortments cover lines commonly needed in repair work. The material is selected with care, and is of the highest quality in its respective grade. No pains are spared in the preparation of our assortments. The needs of the practical man are our first consideration.

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561A	1	"	3	"	"	"	"	"	12	"	"	"	"	. . . 10.50
562A	1	"	3	"	"	"	"	"	12	"	"	Riverside	"	. . . 30.00

WALTHAM WATCH COMPANY, - - WALTHAM, MASS.

tions of the clock taken prior to its being placed in its present position.

On the right-side end of the barrel, usually occupied by what is called the barrel "cap," is a ratchet of 16 teeth, over which, when not in use, steps a "deer's-foot" jointed click seen, on the lever, in an elevated position, near the second wheel—having been placed in that position by the depression of the knob-ended lever seen at the foot of the figure,* an act which has caused the triangular spring click, on the left, to snap, as it were, past the teeth of "deers-foot" click, before mentioned, rises and falls ("steps") over the ratchet cap, but if an attempt to wind should be made without putting the "power" in action the dead face of the ratchet tooth which last passed is caught by the click and this prevents the barrel from turning. It is, in all probability, the oldest and earliest form of maintaining power in existence.

Another characteristic of this historic clock is the peculiar arrangement for discharging and locking the hour striking movement, formerly placed high up in the tower, but now incorporated on the oak stand or "horse" before mentioned. In place of the square-cut slots now found on the periphery of locking plates, or wheels, a series of V's are to be seen on the inside edge of the rim. The whole arrangement is unique and is seemingly to be found only at Exeter and (probably copied therefrom, but at some time modernized), in part only, at Ottery St. Mary.

Figure 4 shows the entire clock, of various dates, as now assembled and erected in Precentor Sylke's Chantry—to the right of the dial as seen in Fig. 1.



FIG. 3.
Exeter Cathedral clock, showing ancient maintaining power work.

the main wheel in rising, but to work its way down again through the revolution of the wheel, the motive power being a small weight attached to the chain on lever seen just to the right of the center of the barrel—the weight shows in Fig. 4. During the ordinary going of the clock the

*The reader will observe that, when riding on the ratchet, the click makes it impossible to wind the clock. Before winding, therefore, the click must be raised to the position shown, thus putting the maintaining device into action.—EDITOR.

The Ottery Clock.

In Fig. 5 we have a representation of Bishop Grandisson's clock, circa 1340, in the beautiful and historic church of St. Mary of Ottery, 12 miles distant, in an easterly direction from Exeter. It is unique among the churches of the world in occupying a special clock gallery, the clock floor being approached by a quaint 14th century staircase within the lower paneling. There the "quarters" portion, or



FIG. 4.
Exeter Cathedral clock as now erected.

"movement" is saddled—not as at Exeter above the "going," but above the hour-striking movement. The "going" barrel is still wound (the only one of the "quartette") in the most primitive fashion, viz., by spokes projecting from the barrel, the intersection of the iron cross thus formed being one of the barrel bearings to be seen in the figure. The quarter and hour-striking portions (now silent, as at Exeter) were wound by means of reversed ropes and winches in the basement of the gallery.

Both at Exeter and Ottery are evidences of the old *foliot* (weighed arms) balance, of which an example is to be seen in the illustration of the Dover Castle clock (which also has winding spokes) indirectly referred to at the outset. The Exeter and Ottery clocks must have started 265 and 242 years, respectively, before Galileo, then a youth of 18, discovered the synchronous motion of a pendulum while watching the swinging chandelier in the Cathedral of Pisa, in Italy, and 304 and 281 years, respectively, before the introduction of the pendulum into church clocks in England. The clock, as the writer has before said, originally possessed a quaint form of hour locking, which is only now to be seen, in its entirety, at Exeter.

It will be seen that, like Exeter, the escapement is connected with the pendulum by means of a pallet lever and connecting rod. Like Exeter, too, later on, the old clock was "scrapped" in or about the year 1874 and the works lay *en debris* until 1906 when (also like Exeter in 1909)

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as a "labor of love" its restoration was taken in hand by the writer.

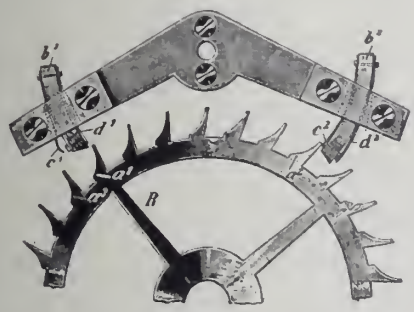
There is much in common between the two dials, Ottery differing from Exeter only in the fact that a golden hemisphere (formerly a star) now points the hours and, diametrically opposite thereto, a star the moon's age on the inner circle of figures.

The photographs are by the following artists: 1, Messrs. Chandler & Co., Arcade Studios, Exeter; 2 and 3, Fred A. Crossley, Knutsford, Cheshire; 4, Chas. S. Wheeler, Exeter; and 5, H. D. Badcock, Ottery St. Mary.

Noiseless Escapement, with Spring and Cork Muffling.

EFFORTS have constantly been made to perfect a quiet or wholly inaudible clock movement. An invention of this character is illustrated herewith. It does not relate, as has hitherto usually been the case, to the pin pallet escapement, but to the Graham dead-beat escapement. It allows, therefore, what has hitherto been regarded as the best wall clock escapement, to be used in the sleeping room.

The construction of this noiseless escapement, which is secured by German patent 225451 to Franz Lange, of Schlawe (Pommerania), may be seen in the accompanying greatly enlarged illustration, reproduced from the *Deutsche Uhrmacher Zeitung*. The softening of the noise caused by the impact of the 'scape wheel teeth on the anchor pallets is effected by causing the wheel tooth to strike, not directly on the locking plane of the pallet, but first on a muffling spring that is placed at such a distance from the pallet that the tooth inevitably strikes it. The spring itself strikes against a piece of cork that is attached to a second muffling spring, so that it also rests quite noiselessly against the pallet.



NOISELESS ESCAPEMENT MADE BY GERMAN WATCHMAKER.

In the illustration R is the 'scape wheel, the tooth a^1 of which has just left the entering pallet b^1, whereas the tooth a^2 is at rest on the exit pallet b^2. In front of the locking faces of the pallets the contact springs c^1 and c^2 are affixed, their free end being bent inward slightly. The pallets themselves are drilled through right behind the impulse face, and through this opening there passes, perfectly free, without any rubbing against the side wall, a cylindrical piece of cork which, with its back end, is cemented to the muffling spring proper, d^1 (or d^2).

The springs c^1 and c^2 stand so far away from the locking plane of the corresponding pallet that the 'scape wheel tooth comes at once into contact as soon as a tooth slips from the opposite pallet. By this means alone a muffling of the ticking is effected, because the 'scape wheel tooth can no longer fall with its full force on the pallet. There is still the possibility that the contact between the contact spring c and the corresponding pallet may not be effected without noise. This, however, is prevented by the 'scape wheel tooth (a^2 in the illustration) pressing the point of the receiving spring against the cork muffler and thereby raising the muffling spring d^2 on the rear side of the pallet as far as the power of this spring, which must be greater than the contact spring c^2, permits.

During the completion of the arc of the pendulum swing the tooth slips on the spring c^2 (which must, of course, be hardened and well polished) inwards in the usual manner. On the return swing the 'scape wheel tooth a^2 slips on the lifting face of the exit pallet b^2, and at the moment at which it leaves the latter the tooth a^3 is caught by the spring c^1 of the entering pallet, and the same action with the cork muffler and the spring d^1 is repeated.

In order that, with the release and forward jump of the contact springs c^1 and c^2, no singing tone may result, these are not attached immediately to the anchor pallet, but by two intermediate layers of cork isolated, on the one hand, from the pallet, on the other from the fastening screw.

The desired purpose of noiselessness is unquestionably effected by this means; whether, however, the changes in the anchor pallets does not cause any difficulties in manufacture, or in the regulation of the clock in question, practical test must determine.

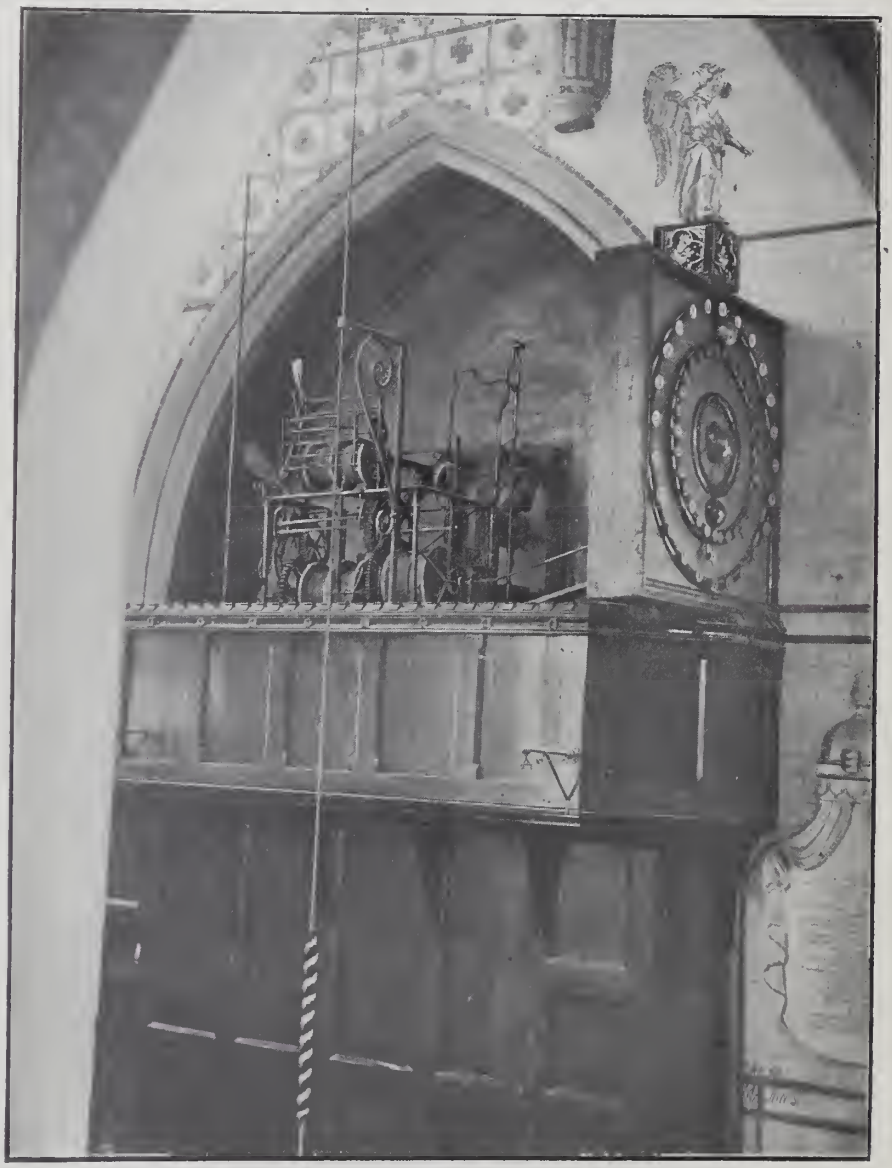


FIG. 5.
Bishop Grandisson's clock, Ottery St. Mary. Dating from 1340.

A loving cup has been donated to the committee in charge of the Labor Day celebration for the best float in the parade by Schlampp, the jeweler, Des Moines, Ia.

P. Savolainen, of Virginia, Minn., has opened a new jewelry business at Ely, Minn., which will be in charge of his brother, Abraham Savolainen. The former will maintain his store at Virginia.



PICTURE OF THE DELEGATES AT THE A. N. R. J. A. CONVENTION AT RICHMOND
ARE YOU OR ANY OF YOUR FRIENDS IN THIS PICTURE?

Heard at the A. N. R. J. A. Convention

"You have the finest 19-Jewel adjusted watch here. I have examined all the watches shown and yours is the best at this convention."

"Yes, I'll admit that I'm surprised. I always thought well of the Ingersoll-Trenton and sold them whenever I could, but I never thought that you would come down here with the slickest 19-Jewel bridge-model I've ever seen."

"Will it sell? Well, I should say so. Take that watch in the 20-year case at $25.00, for instance, that pays 50% profit, it's a beauty. Any jeweler who doesn't sell a lot of these this Fall is missing a great chance to make money."

"You can't make delivery on the 19-Jewel till October 1st? Never mind, enter my order now and send them as soon as you can. I must have them sure by October 10th so that I can start talking them hard for my holiday trade."

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STORE KEEPING DEPARTMENT

That this department shall prove mutually beneficial to our readers, it is desirable that the members of the trade geneally communicate with THE JEWELERS' CIRCULAR-WEEKLY regarding any advantagenous device or plan which they are utilizing in connection with their business.

Store Organization—Selling Expense and Profits.

Address of B. F. Coffin, before the Sixth Annual Convention of the American National Retail Jewelers' Association at Richmond, Va.

During the present age of progression and strong competition it is most important that a merchant install into his business an arrangement of records which will give to him a correct analysis and acquaint him with true conditions.

To-day store organization is a science. You have been busy merchants in the buying and selling of goods, and have given little thought to the science of organization as adapted to your business. Your life work naturally fits into the buying and selling of merchandise and since you do things in life through the channels of least resistance, are prone to consider of no moment matters above your ideals.

Store organization is *scientific management,* which I define as the eliminating of waste and the producing of greater profits on an investment. An investment may be $10,000 or $1,000,000, but it is controlled by the same rules and principles—it is simply a multiple of figures—a compounding of factors—and your $10,000 or $100,000, or $1,000,000 investment is controlled by the same principle and of equal importance, all rules of principle applicable to the same developing itself into a multiple of figures.

We are all familiar with the recent statement of the distinguished lawyer, L. D. Brandeis, who at the time of the presentation of the testimony before the Interstate Commerce Commission in favor of the shippers, stated, "He could show the railroads, by the introduction of scientific management, how to save $1,000,000 a day." Frederick Winslow Taylor tells us, how through the methods of scientific management he taught common laborers to load on to cars 47½ tons of pig iron a day, who under old methods could only load 12½ tons a day. Frank B. Gilbert acquaints us with how through the principles of scientific management he taught bricklayers to lay 350 bricks per man per hour, whereas the average speed of doing this work with the old method was 120 bricks per man an hour. Harrington Emerson tells us that scientific management is the standard of efficiency, defining the principles of efficiency as follows: Ideals, common sense and judgment, discipline, the fair deal, records reliable, immediate and accurate, standardized conditions and operations and efficiency reward. Each one of these principles is of importance to your business and store organization.

The essential features of scientific management, then, consists of principles and not systems or methods. When applied they require a very high average of good organization. The moral effect of it, in addition to the tuning up of all departments, is the raising round of the average perception of accuracy, of observation, and of performance. In brief, it is the application of accurate thinking, accurate planning, and accurate doing, so as to increase output, reduce expenses, and, by consequences render available a larger amount of surplus for dividend. It is not a particular style or method of organization or a particular way of laying out a business to be controlled by a particular set of forms, cards, or books. It is a particular way of looking at the whole problem of business organization and nothing beyond.

I have tried to impress upon you the fact that the term "scientific management" as referred to big enterprises and investments, has an important value in every business of to-day. It fits into your business life if you intend to play an important part in the commercial world.

Let us think for a moment of the value of a detailed and correctly organized record of conditions. To have on record all transactions pertaining to our dealings with a customer elevates us in their estimation. We are ready to give to them correct information regarding any purchase. The same applies to the manufacturer, we know as much as he does about the goods he sells to us, and are proud of the fact that we stand on an equal plane with him to defend our position. We know whether it pays us to handle his merchandise, we can show him why we use so little or so much of his products. He will not say to us, when we inform him that we are not interested in making purchases, that he will come in to-morrow when we are feeling better, and then tell with pride, how cleverly he secured an order. We will never have to tell him that we have stopped buying because our inventory tells us we overpurchased last year. We will enjoy telling him that if he has anything new and salable, we are in the market. A true analysis has acquainted us with all conditions and our knowledge of affairs is incomprehensible to our business associates and employes.

Your system of organization should produce a moral effect most essential to every employe in the establishment. Your methods of doing business will be reflected through every employe to your customer, and from yourself to every merchant you do business with. As Emerson says, "An institution is the lengthened shadow of one man." No man should know your business as well as you know it; believe this, live up to it, and be proud of the fact.

Introduce into your business, store organization which will analyze every detail of your affairs. Acquaint yourself with leakages that you may further centralize your efforts upon them and develop to a paying condition. Introduce a perpetual inventory system so as you may know each month your stock on hand, sales and profits. Know your possibilities, when a department cannot be made to pay eliminate it. I know of a concern that closed out its clock department, another its glassware department.

There are some of you who are wasting money in advertising, others in selling expenses, and the great majority of you by the overbuying of merchandise, over estimating your possibilities, or working through the channels of least resistance, that is, finding it much easier to buy than to sell.

The flatt ring offers and temptations of the selling man are the inducements which tempt you to buy in excess of your selling possibilities. If you have not introduced the correct principles of store organization, I am satisfied that your stock is not under control and you are overbuying. Your whimsical fancies are going to get the better of you and the lines are going to be increased because of your desires, and the influences of the clever salesmen. If you have not figured out in dollars and cents your possible selling, how will you control your buying? You must agree that there is a basic of principle for the buying of merchandise, which is based on selling. There is a normal selling percentage in every department of your business, and the possibility of each department is controlled by this percentage of sales. To illustrate this fact, I am reminded of the

Fixtures That Are World Beaters

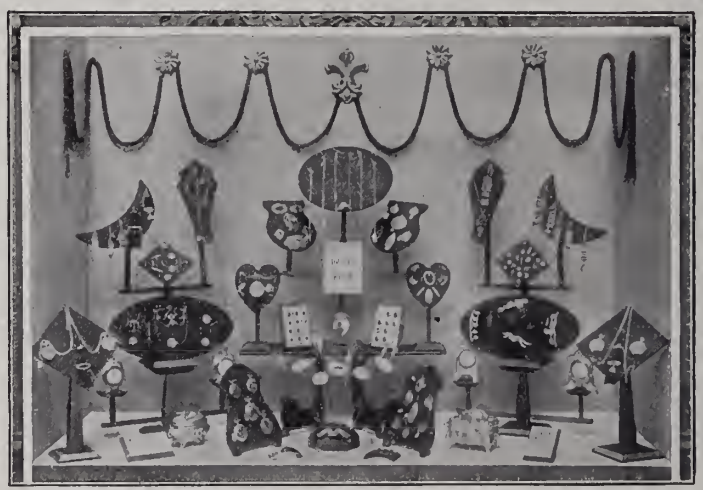
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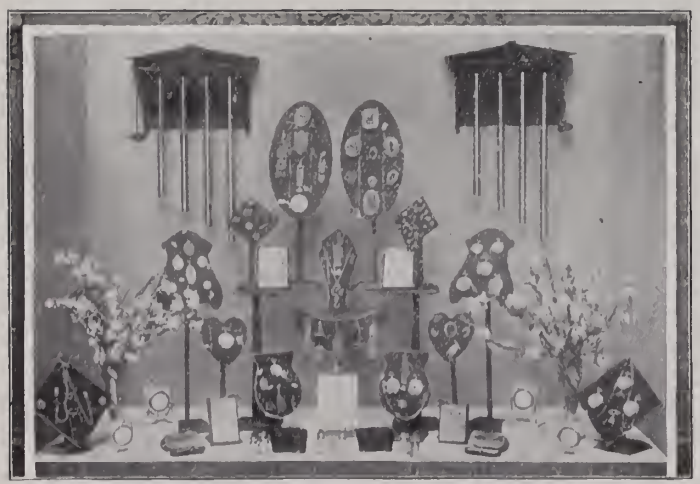
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experience of a large concern who recently moved into new quarters and allowed extensive space for a leather goods department, going into the market and buying quantities of this class of merchandise. At the close of the season the stock room was found to contain numbers of goods which never reached their show rooms. I do not mean to infer that leather goods are not good merchandise for a jewelry store, quite the contrary. I am illustrating the fact that there is a selling percentage and you are not going to increase this percentage out of proportion to your total sales, by enlarging departments and buying extensive stocks. If you are selling 1,000 customers a month, you must not expect to double the output of any department above its normal percentage, until you have increased your business to 2,000 customers a month.

If your sales in a department are $10,000 a year, it is not going to increase your profits by an inventory amounting to $15,000 or $20,000. This seems to be the system in vogue in most jewelry establishments. An inventory 50 per cent. or greater than annual sales at retail price. There is a normal selling percentage in each department, and let it be a governing factor in the buying of new goods. Know your selling percentages, and let them be the basis for controlling your investments. Work on the principle that each of your departments are to be alloted a certain percentage of your total investment in proportion to sales, gross profits, and possible turnovers. After you have established these investments, then introduce methods which will control them and prevent excess buying.

In the Sheldon School of Salesmanship we are taught—know thyself. I say to you—know your possibilities.

The important factor in the operating of every business is expense. If you are selling merchandise at a certain percentage of gross profit, to realize a net profit you must operate within an established selling expense. If you do not know your gross profits on your sales, how do you know the amount to be spent for selling expenses? In some departments you may be spending too much, on the other hand, in some branches of your business your operating expenses may be too little. In proportion to the amount of business you do, you may be paying too much rent; possibly not spending a sufficient amount for advertising, or spending too much money for advertising some particular line or department. You may be spending too large an amount for salaries, or operating with too large a force of cheap help, and not a sufficient force of high class selling men.

The average merchant operates to-day by a method of guessing, taking a fool's chance. If there be anything left at the end of the year he believes himself a great and successful merchant, if nothing left, he is surprised, blaming every condition but the right one. He is willing to go on in this manner, taking another chance, operating no differently. Any new suggestions are a bore and an expense, for he has acquired the habit and enjoys doing business in his old accustomed way.

You are asking the manufacturers to assist you in the realizing of greater profits for your merchandise. You believe that you cannot operate your business unless you realize a 50 per cent. or greater gross profit. You have your troubles convincing them because you differ as to expense of operating, or for the reason that you have not correctly analyzed your expenses, and cannot tell what it costs to sell their lines of merchandise. If you do not know what you sell in a certain department and the expense of operating this department how can you say that it does not pay to sell under a 50 per cent. gross profit.

The merchants controlling representative stores in our largest cities are doing business on a gross profit less than 50 per cent. In smaller cities we find the merchant's gross profit exceeding the profit of the larger establishments. You may say that they can afford to sell in the larger cities at a cheaper price on account of the large volume of business they control. I say, it is all a multiple of figures, and when the selling expense has been properly analyzed and judiciously spent, it will be found that the percentage of net profit in the smaller business exceeds the larger establishments. I do not mean to infer that I am opposed to larger profits, so long as they are legitimate. In my conversation with the larger establishments I am led to believe that they would herald an advance of prices up to a 50 per cent. gross profit.

The competition existing among yourselves has much to do with the short percentage of profit. I have been in cities where every jeweler cuts prices, each one of them blaming the other. The consumer who is quick to see this works one dealer against the other, leaving no profit for the merchant. The retailer at the close of the year, realizing he has made no profit, calls upon the manufacturer to help him. When asked as to expense of operating this department and the past year's gross profit he is all at sea.

Again I say, establish your operating expenses, the prices at which your goods are to be sold, and then you will be able to show the manufacturers that it does not pay you to sell their merchandise at short percentages of profit. I am satisfied that when you have analyzed your expenses you can operate on 25 per cent. of your selling expenses.

If you were considering investing an amount of capital, the first question arising in your mind would be, what percentage of profit can I realize? You know that an investment in Government bonds will pay three per cent. dividend without risk or effort. An investment in real estate will pay six per cent. without much risk and little effort. What is your money going to pay if invested in a retail jewelry business, requiring the taking of a business risk and necessitating your undivided attention and management? Would you consider a 15 per cent. return a reasonable remuneration for the risk and efforts? I cannot believe that if I came to you recommending the investment and suggesting that you give your time to the working and the controlling of the business you would be at all interested, if you could not believe that the operating would result in a 15 per cent. or better return. If this be a fact, why should you be satisfied with your present investment, if it does not realize for you this percentage of profit? Deciding on the amount you believe you are justly entitled to, why not work along the lines of organization and system?

Having established a percentage of gross profit in each of the departments of your business, having proportioned the selling expense, it is easy to foresee the normal net profit. The results of past efforts and the compilation of comparative records have given statistical matter of inestimable value as a guide in foreseeing this profit.

It now develops itself into a condition of building business. You are assured of a certain amount of business upon which you have based your investment and selling expenses; therefore, are acquainted with your possibilities.

Let me ask the $100,000 merchant what he estimates his net profits at this year; the sales in his watch, diamond and silver departments and his next year's inventory. He may be able to tell us what it has been, but it is the foreseeing of the future which makes for success, and when he can answer the questions I have offered for consideration he will be assured of the result which every merchant is looking for.

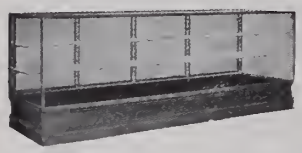
Do not continuously make the excuse that any new methods or suggestions are unnecessary detail, and let it go at that. Take a paper and pencil and figure the possibilities of every suggestion offered you. Alone you cannot fathom the problems confronting you. Avail yourself of every opportunity for advancing your knowledge and experience along the lines of business organization. I was recently informed by the management of a New York department store that they expected to increase their profits $25,000 during the present year through the operation of a perpetual inventory. This increase was based on the possibility of doing the same amount of business as was done the previous year. Does this illustrate to you that advanced methods of organization increase profits?

Publicity and Personality as Factors in Developing a Jewelry Business.

(Address of Claud Range, Columbia, Mo., before the A. N. R. J. A. Convention at Richmond, Va.)

THE two most important assets of the modern jewelry store are unquestionably *Publicity* and *Personality*. Successful jewelers are acquainting themselves more every day with the inner knowledge of advertising, noting the effects and influence of publicity on the people, and beginning to realize that an advertising policy systematically conducted is as essential to a store as any recognized department. Minds of millions of people are swayed annually by advertising. We are all prone to do as we see others doing, and we unconsciously drift with the tide. If our neighbor has been swayed into the purchase of an automobile by a luring advertisement, the whole neighborhood is apt to acquire the fever. If the wife of our neighbor has bought a beautiful blue white diamond, it is quite evident that her friends will all be actuated by the same longing. The desire for any article must be created by the publicity or personality of the merchant, and it is necessary that the jeweler enter in this conquest for goal, else the consumers drift into other channels.

Before a jeweler can hope to be considered successful in his advertising, he must have his business methods right. The altruistic jeweler





HOFMAN STORE FIXTURES

are the product of an organization that comprises the most skilled and most intelligent cabinet-makers in this country, working with the most modern, up-to-date facilities and the finest materials that have ever been used in such fixtures.

The name "Hofman," when applied to store equipment, has been synonymous with "highest quality" as long as this business has been established—fifteen years. Specify Hofman Fixtures when buying new equipment, and you'll buy quality insurance.

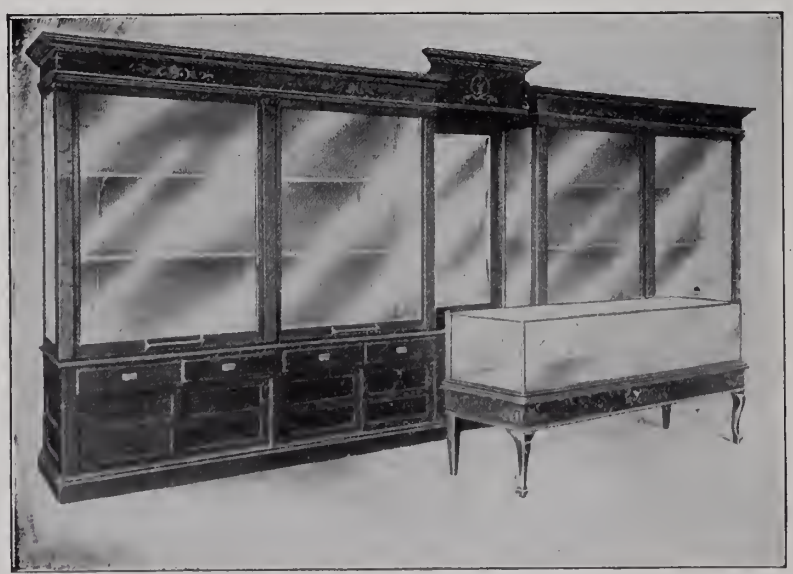
Catalogues and further information gladly sent upon request.

JOHN HOFMAN CO., 134 Leighton Street ROCHESTER, N. Y.

NEW YORK OFFICE, 806-807, 1 West 34th Street

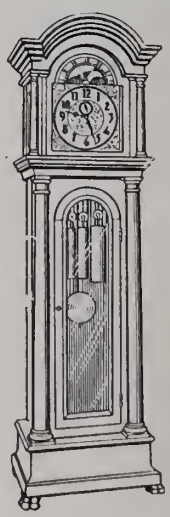






Colonial Wall Case, No. 123. Counter Case and Table, No. 107B.
WRITE FOR OUR NEW CATALOG.

F. C. JORGESON & CO.
159 to 167 ANN STREET, CHICAGO
Makers of HIGH-GRADE JEWELERS' FIXTURES



IT is as important to know who has made the tubular bells as it is to know who made the works of a clock.

Mr. R. H. Mayland, the celebrated bell specialist, makes exclusively for us, our bells. Each bell bears the patent stamp Dec. 4, 1900.

No tubular bells are imported, as the public is led to believe.

Things change. English clocks and fusée watches had once a reputation of superiority. Enterprise and improved machinery have enabled manufacturers of other countries to produce better goods and more variety.

BAWO & DOTTER, Limited
Manufacturers of Chiming Clocks
Established 1864
24 to 34 Barclay St., New York

Established 1879 Manufacturers of

LOUIS W. HRABA — Fine Leather Goods
29 East 19th St., New York Exclusively for the Jewelry Trade

JACOT MUSIC BOX CO
MIRA MUSIC BOXES AND MIRAPHONES
25 West 35th St. NEW YORK

Storekeeping Department.

studies the wants of the person on the other side of the counter, and is prepared to deliver the merchandise for which his advertising calls. With these principles involved, there is no reason why business publicity will not succeed in yielding splendid returns to the advertiser.

If prices are quoted in advertising copy, they should be based on the actual cost of doing business, with a margin of profit added, else the business methods of that store are not right. If something is advertised that is not practical in the community, the proper study of the customers has not been made. If an article is thoughtlessly quoted that is not in stock, the customer has been deceived, and the jeweler loses his confidence. To constantly advertise a business requires much energy and concentration, and we should not seem too willing to be relieved of this burden, and relinquish such an important feature to some one else less interested in its outcome.

It is evident that goods in a jewelry store should be richly displayed to receive the admiration of a discriminating public, and with the many clever and beautiful devices for this purpose, no jeweler should be without them or try to do business "in the shadows" of old trays or fixtures. It is said of the old prophet Ezekiel when he wanted to draw an audience, he went to the middle of a Jerusalem street and there built a miniature city of tiles. When his crowd had gathered about him he built a mound around the city and then smote the walls so that the whole lay flat in ruins. This is but a prototype of modern window display. If you wish to have the crowd, you must first attract attention.

One of the greatest pitfalls in modern merchandising is the attempting to run a business without a perfectly organized system. The up-to-date jeweler deplores the accumulation of unsalable stock; the inefficient display of seasonable merchandise and the careless condition of goods as found to exist in some stores. By devising a daily stock record, much of this condition can be avoided, and the corners of the store that are considered most profitable will be known. If your stock is unfortunately crowded with a number of out of date antiquated or tarnished pieces of jewelry or articles that are defective, get rid of them. Either start an antique department or remove the jewels and melt the gold.

It is our custom each year to go through the entire stock of jewelry and select such articles as are "on the waiting list," and not being fortunate in having a well equipped factory on the premises, as some of you may advertise, we send them to Eastern factories and have them remodeled or recolored in a way that makes the article more salable, and by this method very little old stock is allowed to accumulate. It seems natural for us to cling to old remainders without forcing their sale, until enough is on hand to remind one of the barnacles on the bottom of a sea-going vessel during a long voyage—equally as useless, but of necessity removed.

This is the day and age of the *quality man.* The time when a man is admired and rewarded for the results of his labor. The ship builder, the bridge builder and the contractor are all seeking men who can do work just a little better than their fellows. If a man can rivet a bolt or swedge an iron better than his co-worker, he gets the job. The advice of a physician who specializes, is sought, while the general practitioner is forgotten. The customer who is contemplating a purchase, looks forward to the store that seems prosperous and inviting, to the store that advertises and acquaints its customers with the better way of selling goods. If you can repair a watch just a little bit better than the other fellow, let it be known. If you can sell goods just a little bit better than your competitor, show it in your salesmanship. If the goods you carry are a little bit better than the department store, keep it before the public. The day of the quality man is here and you must be in the limelight of public opinion to succeed. Publicity makes customers, but it takes personality to hold them.

In New York City on Broadway, directly facing Herald Sq., is an electric lighted display called the "Leaders of the World." It is a fiery chariot race in which the horses appear to be running at breakneck speed, the wheels of the chariot revolve, and the roadway recedes beneath, but at no time is the main chariot overtaken, which represents the 32 firms credited with being the world's leaders. This display occupies one-third of a New York City block; it rises to a height of seven ordinary stories, and 20,000 electric bulbs are used in its construction. This immense display, perhaps the most expensive piece of advertising ever attempted anywhere, is located in what is undisputed the busiest spot on earth, and where people from every part of the world pass each night in the year. Despite the fact of the magnitude of this electric wonder and the excellent location for its display, the mere mention of a firm as a world's leader does not suffice the American people, they must have the reason. With this in mind, and to make the advertising more effective, the electric company owning the device has offered $15,000 for the best suggestion suitable for slogans for the firms represented in the advertising. Knowing there must be some connection between the name of the firm and the business it bears that will be readily remembered by the public, these firms have reached the climax of modern publicity.

Every jeweler should select a suitable slogan and use it continuously until his business is identified from the other stores of the town. This talisman should savor of quality rather than of price, and great care used in a selection that is original and forceful. Pound this into the public ear until your methods are understood. If you say you have the "leading" or the "largest" jewelry store in the State, you will have to prove it nowadays. Better select something that is optimistic and not antagonistic to other jewelers in your city. Oklahoma City recently offered a cash prize of $1,000 for a suitable slogan, and the citizens committee selected one of the simplest couplets in the English language—"We will." A neighboring city without any cash offer went them one better by adopting "We do." The whole city of Toledo has recently been set to smiling over a trade mark used by A. J. Heeson, the jeweler of that city. He has cleverly connected his name in a way that will never be forgotten: "Hasten to Heeson."

* * *

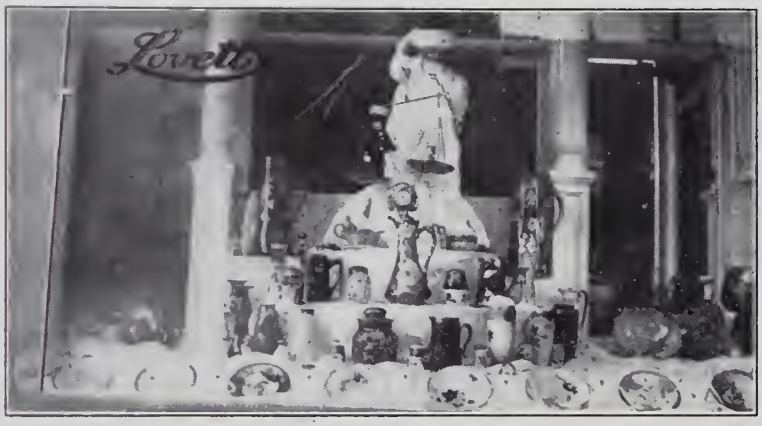
When a merchant has reached that point in his business career that he loses interest in the whims and fads of his customers, and the store duties become a task and a grind, he is standing on dangerous ground. This lack of interest will soon become chronic with him, his clerks will naturally display the same indifference, and his once loyal friends assume quite a different attitude. The jewelry business is the most interesting and varied of all commercial lines, and there is no reason for this cessation of energy. We can avoid the seeming monotony of our business by making every sale in a different manner. Listen to the whims of your customer, make him feel and know that you are interested in his welfare; cultivate the spirit of friendliness and make his pleasure of gift giving or the satisfaction of wearing an article purchased from your store, a pleasure for you as well. Personality is not a gift, but it can be cultivated, and a man is never offended by proffered courtesy.

Personality in business should never be confused with popularity. There is a marked difference in the two accomplishments. Lord & Thomas, the advertising specialists, in their brochure, say that: "Good fellowship has its place in the world, a magnificent place. But publicity is a business, not a social system." The village wit or the society swell may entertain guests for hours with their versatility, and yet make rank failures as salesmen.

The jeweler who is made of the right sort of stuff, enthusiastic in his chosen profession, entertains his customers without lavishness, and makes them feel at home, who instills individuality into his business, looks pleasant, says kind things and acts discrete, may never desire to pose as a popular favorite, but will always be respected in the community and remembered as a substantial citizen.

A Labor Day Window That Won a Prize.

LABOR DAY is often signalized in a large number of trades by appropriate window displays made by retail merchants as well as by floats used in the Labor Day parades. In this connection it is interesting to recall a very attractive window display made by Earl J. G. Lovett, a jeweler and optometrist, Alliance, O., who captured first prize in a contest last year under the direction of the local labor organizations. The window, which is illustrated herewith, proved a great advertisement for the jeweler, particularly among the members of the labor unions, and according to Mr. Lovett, the results amply compensated him for the time and trouble expended.



LABOR DAY WINDOW DISPLAY FOR WHICH AN ALLIANCE (O.) JEWELER RECEIVED FIRST PRIZE IN A LOCAL CONTEST.

As will be seen from the illustration, the essential feature of the window is a figure of Justice at the back, and the idea is to represent that in the eyes of Justice the rights of labor are equal to or outweigh those of capital. Mr. Lovett had a large doll dressed to represent Justice, the doll being clothed in white and blindfolded and in other ways following the garb in which Justice is usually presented. In one of her outstretched hands she held a large balance scale with the usual two pans. In one pan was placed a roll of currency to represent *capital,* and in the other a small figure to represent *labor.* This last figure was a doll dressed as a laborer in working dress, with cap, and carrying a dinner pail in one hand, the scales tipping slightly in favor of the doll.

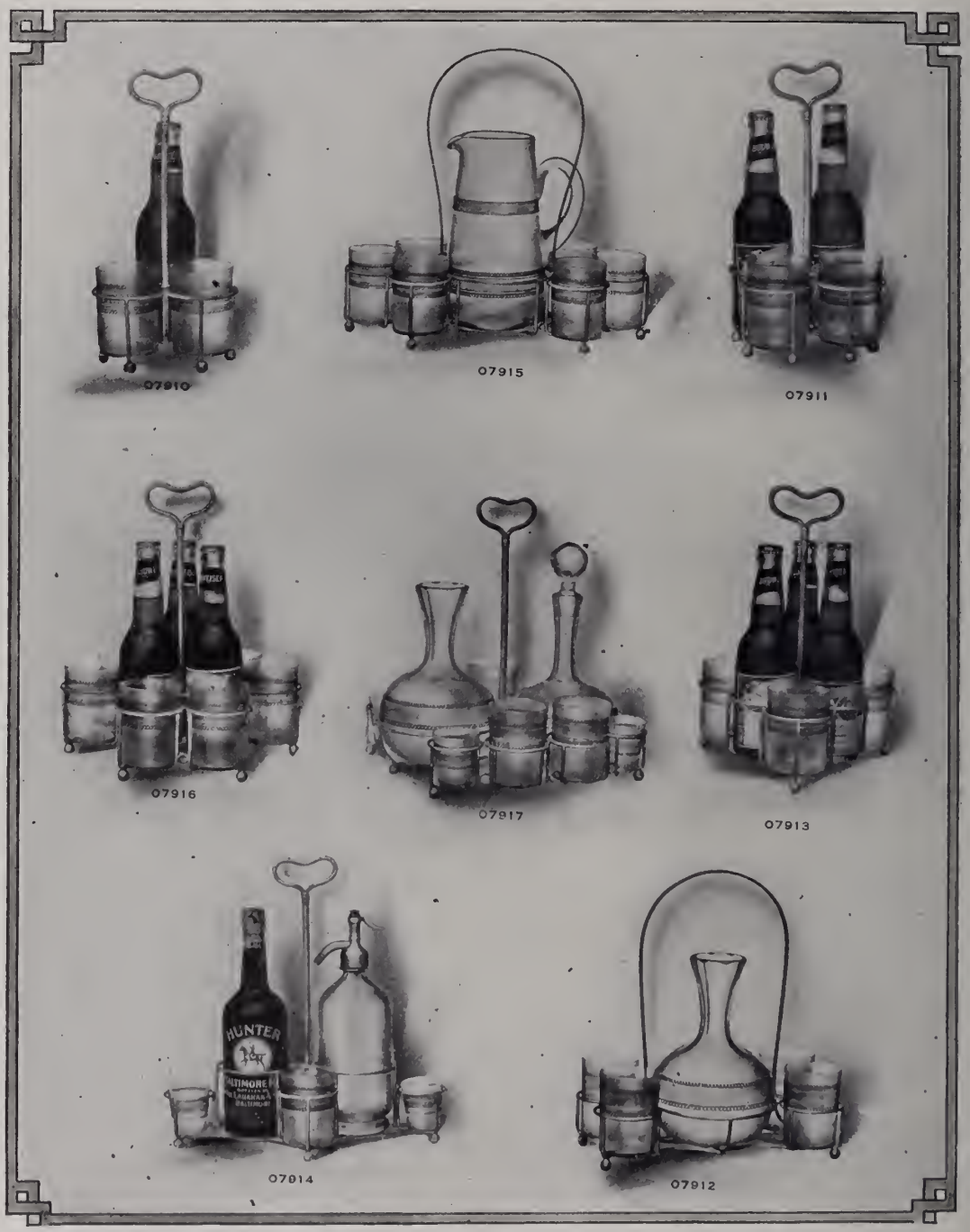
As Mr. Lovett found the display so successful, he offers the idea to other jewelers who may wish to use it this year.

Wood Bros. are successors to Alonzo P. Woods, Forest, Ind.

In *Business* as well as *Motoring*, the test of judgment is in knowing when to "*Let Out.*"

Our *Veranda Sets* offer practical suggestions for Summer trade.

Holders for serving Ginger Ale, Lemonade, White Rock, Bass Ale and Budweiser Beer



Write for Prices

THE PAIRPOINT CORPORATION

Photograph Books showing any of these lines complete loaned to the trade on application for Inspection

Cut Glass
Silver Plate
Electric Portables
Prize Cups
Brass Goods and
Sheffield Reproductions

FACTORIES
NEW BEDFORD, MASS.
Dept. D

BRANCHES
NEW YORK - - 38 Murray Street
MONTREAL Coristine Building, St. Nicholas St.
SAN FRANCISCO - 717 Market Street

THE CONNOISSEUR

Devoted to Art Pottery, China, Marbles, Bronzes, Cut and Decorative Glass Ware, Bric-à-Brac, Lamps, Art Metal Wares, Fancy Goods and Kindred Lines.

THE CONNOISSEUR'S HANDBOOK.

Definitions of Some Technical Terms in Gold and Silver Smithing and Ceramics Alphabetically Arranged for Easy Reference.

By Clement W. Coumbe.

(Continued from issue of Aug. 2)

LANX (Lat.). "The term denotes (1) a circular dish of silver or other metal, often embossed, used especially at banquets; (2) the scale of a balance (*libra*); (3) a salver for handling fruits or other dainties at dessert."—Mollett. See *bilanx*.

LARARIUM (Lat.). "A small shrine consecrated to the gods called *Lares;* a room in which the images of the *Lares* or tutelary genii of the house were placed."—Mollett.

LARES (Lat.). Seyffert says this term signifies *lords:* "The Latin name for the good spirits of the departed, who even after their death continued to be active in bringing blessing on their posterity. The origin of the word *Lares* is traced to the fact that the Romans buried their dead in their own houses, until it was forbidden by the laws of the Twelve Tables. Every house had individually a *lar familiaris,* who was 'lord' or tutelary spirit of the family. His chief care was to prevent its dying out. His image, habited in a *toga* stood between the two *Penates,* in the *lararium* or shrine of the *Lares,* beside the household hearth * * * the group as a whole was also commonly called the *Lares* or *Penates.*. * * * Out of doors the *Lares* were also honored as tutelary divinities, and in the chapels at the crossways (*compita*) there were always two *lares compitales* or *vicorum* (one for each of the intersecting roads)."

LA ROCHELLE (France). P. Rousseng started a faience factory here in 1752. An export trade was created with the French colonies of America. Solon calls the product "coarse and insignificant." As the workers were drawn from various ceramic factories, several styles appear. Emerald green and purple predominate. Chinese figures in grotesque forms are the decoration. "Vases and fountains adorned with flowers in relief were occasionally manufactured; they are all in execrable taste."—Solon. Colored pieces were not made after 1790.

LATTEN. Spelled variously *lattin, laton, latoun;* French, *laiton.* "In medieval days most metal vessels were made of *latten,* an alloy of copper and zinc, not copper and tin, and therefore strictly brass; but there can be little doubt that the term *latten* came to be loosely used, and that a large proportion of the objects so described were composed of copper and tin, and were therefore a true bronze."—Brit. Mus. Guide. Mollett says: "White *latten* was a mixture of brass and tin."

LATTICINIO (It.). A method of decorating glass, by which thin threads, colored or of white opaque glass (literally *milky*) appear within the mass (metal). Apparently a German invention, later much improved in the Venetian glass ware, and from which we derive the term *latticinio* It is one of the styles of "vitro di trina," to which refer.

LAUREL. "The *laurel* was the attribute of poetry and of divination. Hesiod relates how the Muses put into his hands a branch of laurel and immediately he became a poet. It appears also that at the feasts the guests did not know how to play upon the lyre, recite poems or rhapsodies,



LAUREL BRANCHES FROM SILVER BEAKER IN HILDESHEIM TREASURE.

could not sing, etc., unless holding in the hand a branch of myrtle or *laurel.* The diviners gave the name of Ithynterium to the *laurel* that they carried in the hand, and the virtues of this shrub were so well



LAUREL WREATH PATTERN. (SOUTH ITALIAN VASES.)

recognized that those who wished to predict the future chewed its leaves, from which fact they were called *daphnèfagi."*

LAVER, or *leyer.* Old English vessel for washing. It had a cover and sometimes a spout.

LAVABO DISH (eccles.). "A dish of latten, copper, brass or precious metal in which the celebrant washes his fingers at the offertory Many ancient examples exist, of one of which a representation is



LAVABO DISH. (LEE.)

given in the accompanying cut."—Lee.

LEAD GLAZE (cer.), sometimes called "alkaline" glaze. The extreme brilliance of of this glaze is brought about by the *lead* in its composition, just as the *lead* in flint glass (the ingredients are very similar) increases its brilliance. Old Sevres and early Wedgwood ware were *lead-glazed.*

LEAF AND DART. French, *rais de coeur.*

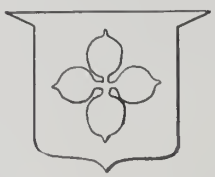


LEAF AND DART DECORATION ON OGEE MOULDING. (MAUSOLEUM AT HELICARNASSUS.)

A motif in decoration used by the Greeks and favored ever since.

"LEAF AND TONGUE." A decorative motif popular with the Greeks and ever since.

LEAVES. Cross of Four, "or *four leaves conjoined in cross,* or *caterfoil set in cross;*



CROSS OF FOUR LEAVES.

It won't leak



THE ORIGINAL NON-LEAKABLE

Hits the Bulls eye every time

MOORE'S FOUNTAIN PEN

The aim of every dealer is to stock such goods as he can readily turn into good profit.

¶ Moore Pens not only bring good profit but afford a basis upon which the dealer can build up a substantial fountain pen trade. Their many selling features place them in a class by themselves.

¶ Take for instance the tightly fitting screw cap—a positive safeguard against the common nuisance of leaking.

¶ Most fountain pens require shaking to start the ink flow, but the construction of the Moore is such that the pen point is always moist and ready to write with the first stroke. No joints to get out of order—easiest pen to fill—a free and even flow day in and day out.

¶ Somebody in your town is eventually going to stock these pens if they haven't already. Are you going to be that somebody?

ADAMS, CUSHING & FOSTER, 168 Devonshire St., Boston, Mass.

Selling Agents for American Fountain Pen Co.

"Look for the Lenox Trade Mark when buying fine China"

LENOX

LENOX CHINA



The Virginian Decoration (Copyrighted)

LENOX, INCORPORATED

TRENTON, N. J. Walter S. Lenox, Pres.

C. O. BAKER, Pres. C. W. BAKER, Vice-Pres.

BAKER & COMPANY

INCORPORATED

PLATINUM, GOLD AND SILVER REFINERS, ASSAYERS SMELTERS AND MANUFACTURERS



PLATINUM AND GOLD SETTING DEPARTMENT

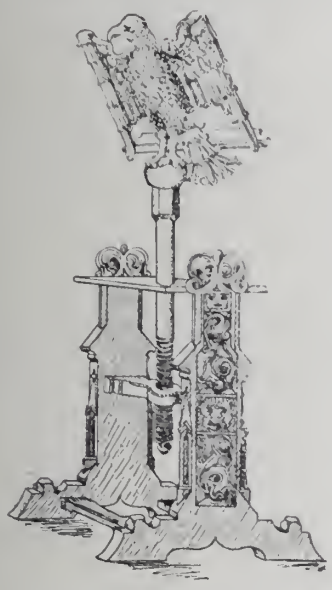
NEW YORK OFFICE - - 30 Church Street
Telephone, 3811 Cortland

WORKS 408 N. J. R. R. Ave., NEWARK, N. J.
Telephone, 3 Waverly

PLATINUM AND GOLD SETTINGS CARRIED IN STOCK AT BOTH ADDRESSES

called also a *cross caterfoil* or *quarterfoil*."—Berry.

LECTERN. Spelled variously, *lecturn, letern, lectorne,* etc. (Fr., *lutrin;* Germ., *Evangeliumpult, Adlerpult,* etc.) These ecclesiastical reading desks were made of wood, brass, bronze, or combinations of the same, and sometimes stone or marble. In the English Church they are used to hold the Bible. They are located at several parts of the Roman Catholic churches. Usually fashioned as an eagle with wings expanded, they are hence often termed simply "eagles." Norwich has one in form of a pelican. Medieval *lecterns* generally had at their sides two sloping shelves to



OLD EAGLE LECTERN.

hold choir books. These are known as "coped" *lecterns.* These *eagle-lecterns* are in most of the Collegiate churches still, especially in France and Germany. Most of the oak ones are gilt. The example in cut is from the XV century. The earliest known *eagle* lecturn is that taken by King Dagobert at the raid of Poitiers, when he placed that from St. Hillary Church in his new St. Denis Abbey. It is attributed to St. Eloy, but known to be regilt, and restored probably by Abbot Suger in the XII century. Lee says: "Anciently the chief *lectern* stood in the middle of the choir, facing the east, or altar, and flanked by a pair of candlesticks."

LECTIONARIUM (eccles.). The book used in reading the Testament texts of the Bible.

LECTIONARY. "A volume of readings from Holy Scriptures from the writings of the fathers, or from the lives of the saints, used in both public and private services."—Lee.

LECYTHOS (Gr.). The *lecythos,* or cruet, was in the main constructed to hold oil, but was at times filled with unguents. Of tall, cylindrical thick walls to withstand rough usage, it was especially adapted for the athletes in their training. It was of long, narrow neck and very reduced outlet, thereby permitting but a small portion at a time of the oil, unguent or balsam, it contained, to escape. This cruet, or flask, had a flat-banded handle and was carried to the gymnasium hanging by a strap. The Greek athlete, before beginning his exercises, rubbed his skin over with oil. The mouth of the *lecythos* flanged out to form a cup-shaped outlet. Though usually of terra cotta, the vessel was sometimes made of metal and was often used as a funeral vase. Rarely did the *lecythos* stand over



TWO STYLES LECYTHOI.

15 or 16 inches. Earlier examples were decorated with black figures, but later the handsomest style was in red, and some had a white background. The form also changed, the earlier somewhat convex shoulder becoming flattened, thereby rendering the neck longer. Figures were depicted on the shoulder of the latest examples.

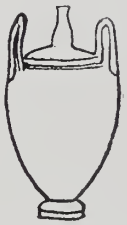
LEEDS WARE. In 1760 the brothers Green started a pottery at *Leeds* where they are said to have commenced by making black ware. Cream-colored ware followed. The firm style became (1775) Humble & Green, then (1783) Hartley, Green & Co. The latter concern turned out cream ware equal to any of Wedgwood's best. On account of this ware withstanding severe cold so well it became so popular in Russia as to be almost a monopoly for a time. As they published a pattern-book (printed in English, French and German) their wares are easily identified from those of contemporary makers. On Mr. Hartley's decease in 1825, Samuel Wainwright succeeded. S. & J. Chappell, brothers, took up the business in 1832, and in 1850 Warburton & Britton succeeded. The *Leeds* factory styles ran to: Cream ware similar to Staffordshire cream, having a thick coat of brilliant greenish glaze; finely executed open basket work; white figures with bluish glaze in cream-ware, painted figures similar to the Staffordshire ones; teapots and cream-jugs with twisted handles ending in floral designs slightly raised; marble decoration and agate ware in barrel-shaped teapots with orange and brown bands; black transfer-printing on cream-ware; flowers and insects enameled in colors. What few pieces are signed bear full firm or pottery name. Hayden says spurious *Leeds Ware* is on the market, mostly marked "Leeds Pottery," "L. P.," or "Leeds P.," and "the basket and other patterns have been of recent years made in Germany for sale in this country." He declares the "lightness in weight, the fine finish, and the peculiar color of the body, especially the slightly green tinge in the old *Leeds* glaze are never to be mistaken." While *Leeds ware* is generally *cream-colored* there was also a white ware produced there that is quite interesting. Black *transfer* prints are found on this white ware. The *Leeds* arms—golden fleece—are often used below the spout of jugs. This *Leeds transfer* printing is said to date back to 1780.

LEGEND (Lat.), or *legende.* "(1) A book of lessons from Holy Scripture to be read in divine service. (2) A chronicle or register of the lives of the saints, read as lections at Matins and in refectories of religious houses. Hence by the perverse and wrong-headed, the word came to mean a fabulous, vain, unauthentic story. (3) An inscription, either carved or painted."—Lee.

The term *legend* signifies "in Numismatics, the words round the *edge* of a medal or coin."—Mollett.

LEONARDO, of Florence. Luca della Robbia was apprenticed to a clever worker in gold of this name, who was also sometimes called "the abbot goldsmith." He was a resident of Florence during the XIV century. Worked in conjunction with Forzane of Arezzo on the altar of St. Jacques at Pistoia and the Baptistery at Florence.

LEKANE. One of the styles of Greek vases. "This is a new form appearing in the latest period, probably used for hold-



LEKANE. (LATEST PERIOD.)

ing fruits and sweetmeats. It has upright handles and usually a cover of elaborate shape."—Walters.

LEPASTE. A Grecian vase form. "The *lepaste* differs from the cylix in having a much shorter foot; it borrows its name from the limpet—lepas. This form is rare



LEPASTE. (LATEST PERIOD.)

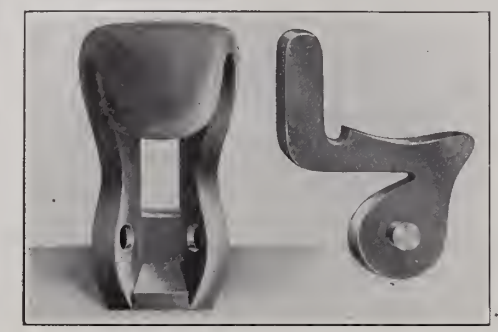
in Etruria. When the bowl was deeper, more like a basin than a saucer, and had a lid, it was called a *lekane.*"—Demmin.

(To be continued.)

Easily kept clean, which is a desiratum in these days of slack service, but as easily scratched, are sets for coffee and tea. In Paris one sees a teapot of squat shape or the coffee pot more slender and graceful, the cream jug and sugar-bowl accompanying them, the whole, set upon a burnished silver salver. These plain services are rather archaic and refreshing after a surfeit of heavily carved or etched coffee and tea sets, almost impossible to keep clean, and therefore not in constant use. For this reason perhaps the tea sets of delicately tinted porcelain, of which a bright citron yellow and a bright mauve are the latest expression, are more generally used. The tea and coffee pot is often silver bound, and sometimes the cups are set in silver stands, Turkish fashion. These sets are usually placed upon a tray of bright silver or of silver-bound oak.

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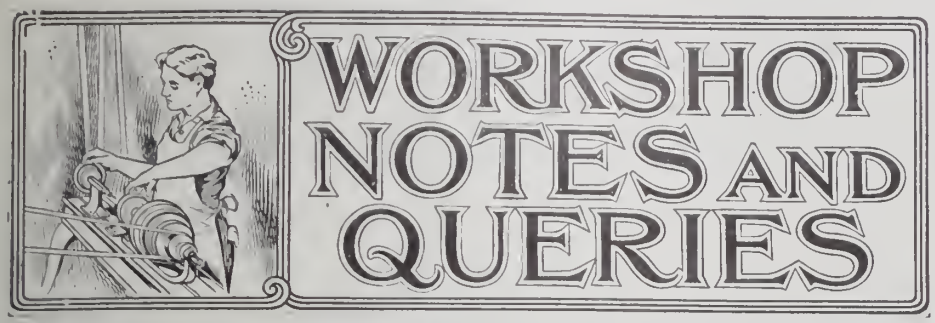
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[*Answers are also solicited from our readers to the questions published on this page.*]
No attention paid to communications unless accompanied by full name and address of the writer.

QUESTION No. 2949.—**Roman and Rose Gold Plating.**—*How can I do Roman and rose gold plating?* *V. R.*

ANSWER:—For gilding, an electric current of two or more volts is necessary, which may be obtained from a dynamo or acid battery. The circuit of positive and negative must be connected properly, instructions for this should always accompany the outfit. It is also advisable to have a small scratch-brush lathe that will carry a soft brass wire brush up to 4 inches in diameter, and several sizes and shapes are necessary for the various shapes of articles to be gold-plated. The scratch-brush lathe runs at about 600 revolutions, with a pass under the brush for water, in which has been put previously steeped soapwood bark, just enough to make the water a little slippery. A kettle with strong hot lye must be at hand, where in the articles to be gilded may be cleaned, a vessel with clean cold water, also a kettle for clean boiling water and a box with box wood sawdust are all necessary. The gold solution should be in a vessel so that the same can be heated, which may be a granite pan, or better if heated by a water bath. The gold bath and the other vessels necessary should be large enough to accommodate the largest pieces. If only jewelry is to be gilded, then the appliances may be small, but it is advisable to have everything rather large, as the potash and plating solutions will work better in more capacious vessels *Roman or 24-kt. gold solution*:—For a half-gallon solution, from three to six pennyweights of fine gold should be used. Weigh the gold and roll as thin as possible in jeweler's rolls, then cut up into small pieces, put in a glass flask or porcelain-lined evaporating dish. Pour over two parts of muriatic acid and one part of nitric acid and place over a warm sand bath until the gold is all dissolved. Then let remain until the acid is evaporated to the consistency of syrup. Next reduce the heat; tip the vessel from one side to another to facilitate drying and to prevent the gold burning to the sides. When dried, wash down the sides of the vessel with warm distilled water and pour all through a double layer of filtering paper which has previously been dampened with water. The filtering paper is best put in a glass funnel. To this filtrant now add the required amount of rain or distilled water. In another vessel dissolve a few ounces of cyanide of potassium in a little water, add a portion to the gold solution and stir with a glass rod. Keep on stirring and adding small quantities of the cyanide until the solution assumes an almost colorless appearance, then connect the electric current and the solution is ready for use. A piece of fine gold, rolled thin, about 10 dwt., is connected with a platinum wire to the pole, and the solution is heated to about 120 to 130 deg. Fahr. The pieces to be gilded should be cleaned and then frosted, which can be done by running a brass wire scratch-brush very fast on the lathe and using dry. This should produce a fine even satin or matt finish over the surface. The matt is best produced with a sand blast, but this is not possible without a machine for that purpose and the scratch-brush will answer. The pieces are now placed in the boiling potash or lye for a few moments, then rinsed off in water. Proceed to scratch-brush on the slow running lathe and wire brush, using the water and soapwood mentioned above as a lubricant. Next fasten to a copper wire, brush over a lathe again to remove all finger marks which might be on it from the handling, rinse off again and place in the gold solution. Hold the wire against the rod; now take the wire on which the anode hangs and move the anode about in the solution. If the current is right it will take only a few moments to gild a small piece. Remove the piece and if the color is not right, then scratch-brush over lightly with the soapwood water, rinse off well and repeat the gilding. Next remove quickly and rinse off in hot water and dry in boxwood sawdust. The higher parts may be relieved by burnishing or scratch-brushing and the deeper parts left matt. Do not scratch-brush too much, and use plenty of soapwood, otherwise the gilding may be worked off and lost. The coloring is regulated by the current and the heat of the solution, and any kind of shade can be obtained with the same solution by simply regulating the current and heat. The solution will soon become worn and will have to be replenished with gold and cyanide. Gold will not deposit even unless the anode and the piece are moved about in the solution and the frequent scratch-brushing will keep the deposit even and clear. *Rose Gold Solution.*—The following is a good solution for the rose gold: Chloride of gold, 8 dwt.; carbonate of copper, 10 dwt.; C. P. cyanide, 6 ozs.; water, 1 gal. Prepare the solution same as for the Roman, adding the carbonate of copper slowly, having previously dissolved it in a little cyanide and water. While adding the copper keep the solution at about 140 deg. Fahr., and stir up well with the glass rod. Reserve some of the copper, and if the solution does not bring up dark enough, after trying a few pieces, then add more until the shade is right. Use a 10-karat gold anode, and prepare and treat the pieces same as for Roman; put in the solution, agitating gently and let remain until the deposit becomes even all over and of a dark brown shade, remove and rinse off. The fronts of the articles are now rubbed off with bicarbonate of soda with the palm of the hand to remove the brown sediment from the high lights and give effect to the finish. The backs of the pieces are scatched-brushed, rinsed and dried in sawdust. The rubbing up with soda may have to be done several times to obtain the right color. This rose finish requires a little more current, if available, and can be regulated with the heating, same as the Roman finish. The rose gilding can be done with an old, worn-out gold solution by adding the chloride of copper, and if too dark then add a little chloride of gold. Old solutions may be worked up this way. Where gilding is done on very light articles, then it would require too much gold to produce the yellow and dark shades, it is advisable to first color the pieces in a copper solution, then finish with the gold plating. The coppering is done in a solution composed of water, ½ gal.; cyanide, ¼ lb.; carbonate of copper, 3 ozs.; carbonate of soda, ½ oz. The bath should be worked warm, using a pure sheet copper anode with a current. A good lacquer, well baked on will help the appearance of the rose gold.

QUESTION No. 2950.—**Engraving White Celluloid Frames.**—*Kindly advise us as to a good method of engraving white celluloid frames, etc. Tell us what kind of engraving to use, as well as the kind of filling to be used. I have been using a square graver, but cannot get the filling to stay in, especially on the hair lines. Is this the fault of the graver or the filling?* *J. A. S.*

ANSWER:—It does not make any difference what kind of engraver is used for engraving celluloid. Use such shape as will produce the lines desired. Square shapes are much used where the engraving is to be filled in, as a square bottom would hold the filling better than a round one. The celluloid will engrave easier if warmed enough to soften a little. This warming method is much used on celluloid decoration produced by pressing the designs in with a die, and the warming enables pressing in without cracking the celluloid. Filling in should be done with celluloid cement, one of the best of which is made by the Celuloid Co., New York. Another is made with two parts shelac dissolved in two parts spirits of camphor, to which is added seven parts of strong alcohol. This is used warm. It is also well to warm the celluloid when using the cement. The filling material may be mixed with the cement, for the filling, and when dry the surplus should be cut away.

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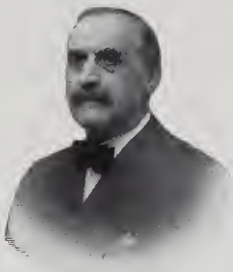
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¶ All our contracts call for the personal services of both, no substitutes, as we maintain no business relations with other auctioneers or auction houses.

Correspondence confidential. We invite most careful investigation. Write to-day giving amount of stock and size of store.

PERFECT-ONE-PIECE

FINISH COLLAR BUTTON QUALITY



STANDS FOR
"GUARANTEED FOR LIFE"
AGAINST BREAKAGE AND WEAR

TRADE S B C MARK
REGISTERED U.S.PAT.OFF.

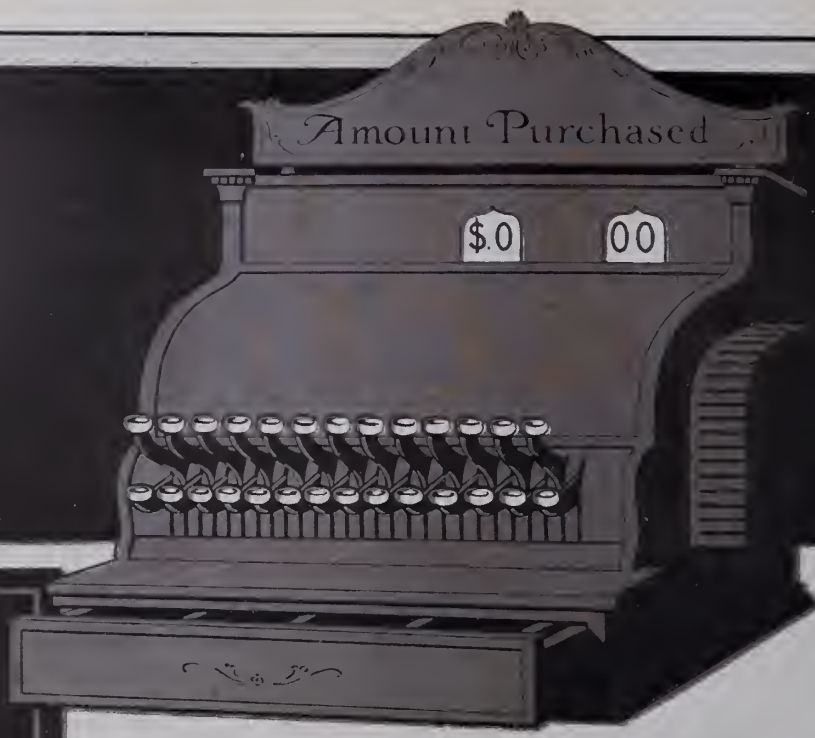
MADE IN
GOLD, SILVER AND PLATE

Salesrooms and Offices of
Diamond Department
68 Nassau St., N.Y.

STERN BROS. & CO.
33-43 GOLD STREET, NEW YORK
To avoid delay use local address, 33-43 Gold Street
BRANCH OFFICES:
Chicago, Ill., 81 North State Street; Amsterdam, Holland, 12 Tulp Straat; London, Eng., Audrey House, Ely Place.

Diamond Cutting Works
126-146 West 52d St.
New York

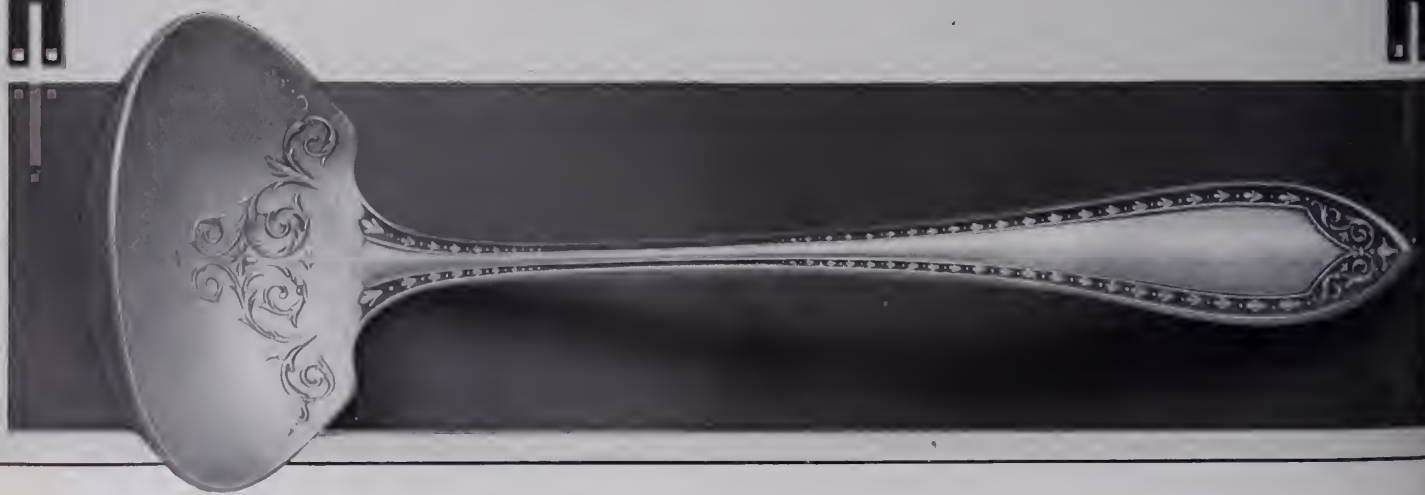

Rings
Scarf Pins
Hat Pins
Studs
Screw Earrings
Bead Neck Chains
Charms
Neck Chains
Vest Buttons
Collar Buttons
Fob Seals
Silver and Gold Thimbles
Cameo Goods
Brooches
Fobs
Crosses
Baby Pins
Ring Mountings
Festoons
Emblem Goods
Pocket Knives
Silver and Gold Match Boxes
Alberts
Vanity Sets in Gold and Silver
Gold and Silver Cigarette Cases
Lockets
Bracelets
Link Buttons
Veil Pins
Tie Clasps
Locket Rings
Cigar Cutters
Lapel Buttons
Rope Chains
Class Rings
Lorgnette Chains
POPULAR PRICES
33 - 43 GOLD ST. NEW YORK
Stern Bros & Co.
MAKERS of GOLD JEWELRY for the JOBBING TRADE exclusively



IF you want to save wear on your cash register — *Don't* let people know that you carry

COMMUNITY SILVER

and RELIANCE PLATE



THE JEWELERS' CIRCULAR

WITH WHICH ARE CONSOLIDATED

THE HOROLOGICAL REVIEW,

THE JEWELERS' WEEKLY.

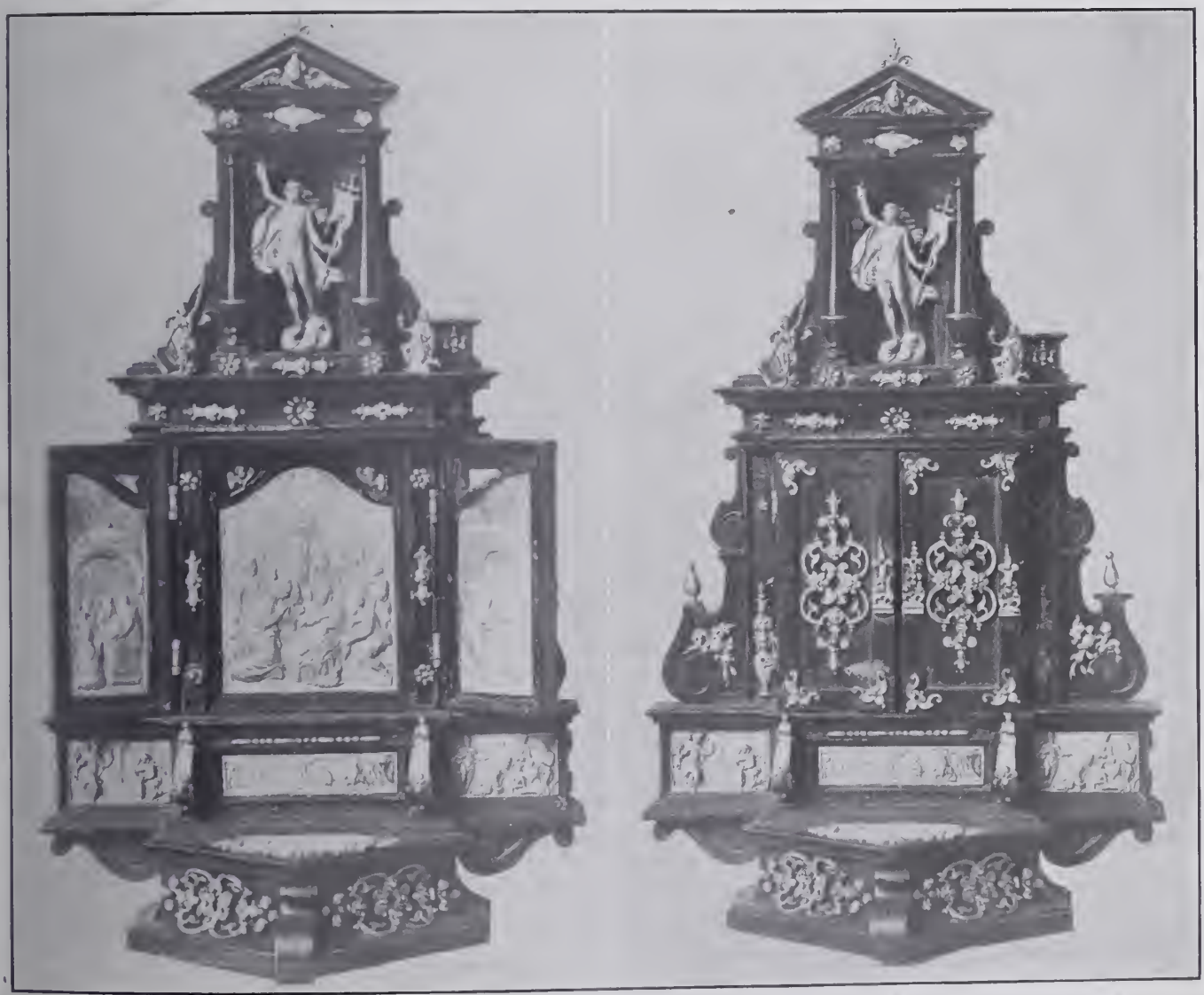
THE JEWELERS REVIEW

Copyright 1911, by The Jewelers' Circular Publishing Company.

11 John St., Corner Broadway, New York.

Entered as second-class matter at the New York, N. Y., Post Office.

43rd Year. WEDNESDAY, AUGUST 23, 1911. Vol. LXIII., No. 4.



Portable Altar with Representations and Ornaments in Silver; in the Vienna Court Museum.

ALVIN SILVER

925/1000 FINE

"Marie Antoinette" "Chippendale" "Josephine"



Tea Spoon Sugar Spoon Tea Spoon

THE SUCCESSFUL TRIPLETS!

The "Marie Antoinette," "Chippendale" and "Josephine"

introduced to the Jewelry Trade during the past six months

We do not believe this accomplishment has ever been successfully attempted by any silversmith before—to introduce three new complete patterns of Sterling Silver Flatware within six months. This could only be done by a live, up-to-date firm with a factory equipped with every modern appliance, a large force of skilled workmen, and enough enterprise to invest sufficient capital to carry out such an undertaking, coupled with the desire to give the Jewelers every assistance to increase their business.

With these three patterns in stock it would indeed be hard to find a customer that could not be pleased

The "Marie Antoinette" is in a delicate French gray finish. The "Josephine" is furnished in either all French gray or bright polished with French gray ornamentation at top. The "Chippendale" is bright finish with French gray ornamentations, this is an open work pattern and cannot be copied in plate.

They are all three heavy weight patterns, and made in the full line of ounce goods, fancy pieces and cutlery.

Complete price lists sent on request

ALVIN MFG. CO.

Silversmiths

SAG HARBOR, N. Y.

Wholesale Showrooms

52 Malden Lane - New York, N. Y.
10 So. Wabash Ave. - Chicago, Ill.
717 Market St. - San Francisco, Cal.

14 Kt. Solid Gold

Brooklyn Watch Cases

¶ A careful study of fifty years in Watch Case making enables us today to show the handsomest line of Solid Gold Watch Cases ever produced.

¶ Our sample line for 1911 presents a vast improvement over previous years.

¶ Excellence of finish and high quality in workmanship have done it, and we cordially invite your inspection.

Joseph Fahys & Co.

Established 1857

Boston New York Chicago



We cut the diamonds we offer (Cutting Works 1327-1329 Atlantic Ave., Brooklyn), so when buying of us you pay but one modest profit over the actual first cost of the rough, plus the wages of the polishers you see at work in the illustration above.

We have no traveling salesmen. Uncle Sam is our only drummer, and he charges us nothing but postage.

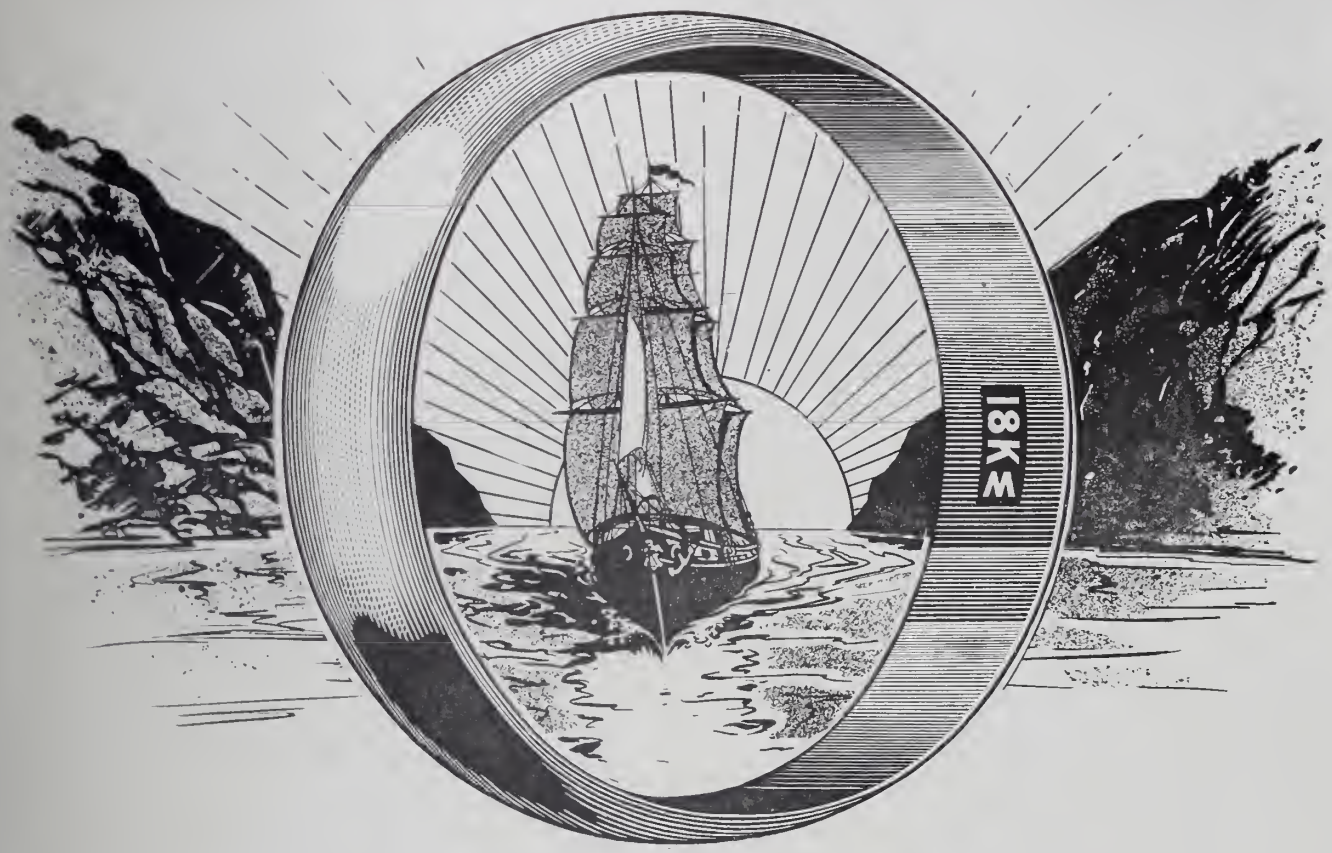
J. R. WOOD & SONS

Diamond Cutters

Importers of Emeralds, Rubies and Sapphires

170 Broadway, Corner of 2 Maiden Lane NEW YORK

V. WARING N.Y.



It's smooth sailing, over sunny seas, with a fair wind, for those who handle our wedding rings. No angry storms from dissatisfied customers, because the rings are made in the best possible manner, from gold that is the quality it is stamped.

J. R. WOOD & SONS

Wedding Ring Makers

170 Broadway, Corner of 2 Maiden Lane **NEW YORK**



WE CAN MAKE THE most elaborate piece of Diamond Jewelry and we can repair a plated tea-pot!

We do one as good as the other and do both as good as they can be done.

We can also do everything in between.



We can make fine gold or platinum watch cases to order. Change English cases to fit American movements, repair and renew cases.

We can make gold or platinum chains to order. Fill links, renew and repair chains.

Make all kinds of jewelry to order. Remodel, match and repair any piece of jewelry.

Repair, color and reline gold, platinum, silver or plated mesh bags.

Set precious and semi-precious stones. Cut stones from the rough. Incrust monograms and initials and engrave crests and monograms on stones.

Repair and renew sterling and plated hollow and flat ware. Gold and silver plate anything in the line.

Engrave letters, monograms and crests. Also enamel same on watch cases, vanity cases, cigarette cases, buttons, lockets, etc.

Cut the finest steel dies and strike up special medals, badges, jewels and class pins in gold, silver and bronze.

Hundreds of Large Retailers, who have been unable to give their shops personal attention or obtain the kind of labor that could turn out satisfactory work, have either given up their shops entirely or reduced their forces and are sending their special order work and difficult repairing to us.

The actual financial loss and injury to their businesses more than offset the prestige of being able to say they had their own shops.

Ours is the only concern in the country that makes a separate and distinct business of doing special order work and repairing of all kinds for the trade.

We devote our entire time, energy and an experience of almost 30 years to this important branch of the Jewelry Business. We employ, educate and specialize the best artisans that can be obtained only in the two largest cities. We systematize and inspect the work. We use every modern method to produce the **best work promptly** and at **reasonable prices.**

We are always at your service.

WENDELL & COMPANY

45, 47 & 49 John Street
NEW YORK

337, 339 & 341 W. Madison Street
CHICAGO


The Remounting
of Family Jewels
Don't let so many of your high-class customers have their diamonds remounted on Fifth Avenue, New York.
Give them the same up-to-date, artistic designs, the same perfect workmanship, the same PROMPT DELIVERY, and you will keep the business.
We come in right here. Our relation to our out-of-town patrons is the same as that of the up-town New York shops, that do special order work exclusively, to the Fifth Avenue jewelers.
We create for our patrons the same styles and craftsmanship at REASONABLE prices.
We furnish promptly and cheerfully special designs with estimates of cost and TIME DELIVERY CAN BE MADE.
PROMPTNESS in submitting designs and in making delivery of special order work is as important as style and craftsmanship. It can only be obtained in shops that do not manufacture mountings for stock.
Wendell & Company
New York Chicago
A. GRAD.

The Line of Purses, Card Cases and Vanities

THAT IS STANDARD

Filled with new and up-to-date designs. It merits your attention. The quality and desirability of these goods are well known. The prices can but appeal to you.



We have just mailed a catalog showing our complete line of Purses, Card Cases and Vanities. We want you to have a copy; so, if through some error in our addressing list you have been slighted, please notify us and we shall mail you one.

R. Blackinton & Company

Goldsmiths, Silversmiths and Jewelers

Factory and Office
North Attleboro, Mass.

Trade Mark

New York Salesrooms
15-17-19 Maiden Lane



"1835 R. WALLACE"

SILVER PLATE THAT RESISTS WEAR

TYPICAL of the distinctiveness of the silverware produced by our artist-craftsmen, is the new Laurel pattern.

Truly, these pieces of silver-plate bear all the appearance of Sterling Silver. They have the Sterling character. In design and finish, the Laurel rivals the most popular Sterling patterns. The similarity has been achieved even as to weight, yet strength and durability have not been sacrificed to effect. Very much the reverse. The wear-resisting qualities of all 1835 R. WALLACE SILVER Plate have been maintained in their highest efficiency in this new pattern. The parts most exposed to wear are reinforced by sectional plating.

The Laurel is made in a lustrous Butler finish, the wreath at the top of the handle being oxidized to bring out more prominently the delicate modeling of the leaves and the fine die work. The handle is a soft lustrous gray, the bowl being finished bright.

The new Laurel pattern may be had in extra sectional or triple sectional plate

R. WALLACE & SONS MFG. CO.

Box 25, WALLINGFORD, CONN.

11 West 32d Street, NEW YORK
10 South Wabash Ave., CHICAGO, ILL.
925 Chestnut Street, PHILADELPHIA
85 Post Street, SAN FRANCISCO, CAL.
63 Basinghall St., LONDON, E. C.

„Wer andern eine Grube gräbt, fällt ſelbſt hinein."

—John C. Dueber, in *Watch Dial.*

March 20th, 1888.







The Locket House of America

LOCKETS for every purpose for which such goods are used, practically infinite in variety of styles and effects, unlimited in number, unexcelled in artistic and constructive features, yet at prices so easily within reach.

TRADE SKM CO. MARK

TRADE SKM CO. MARK

S. K. Merrill Company

NEW YORK OFFICE
15-17-19 MAIDEN LANE

MAIN OFFICE AND FACTORY
PROVIDENCE, R. I.

Everything in Lockets







F&B TRADE MARK REGISTERED

Our Fall Blue Book, Catalogue P,

is now ready, showing 310 pages of quick selling articles in

F&B TRADE MARK REGISTERED

Sterling Silver Toilet and Manicure Goods and Rolled Gold Plated Jewelry

We Make

Sterling Silver

Toilet Sets
Manicure Sets
Sewing Sets
Traveling Sets
Military Sets
Shaving Sets
Folder Sets
Toilet Goods
Manicure Goods
Cigarette Cases
Match Boxes
Eye Glass Cases
Novelties, etc.



We Make

Rolled Gold Plated

Crosses & Pendants
Lockets & Charms
Hat and Scarf Pins
Collar Buttons and Link Buttons
Tie Clasps
Chains
Lapel Buttons
Lapel Chains and Necklaces

Lapel Chain . . 1769 Rolled gold plated, Old English, Baroque Pearl
Lapel Chain . . 1765 Sterling, Platinum finish, Baroque Pearl
Lapel Button . 425 Rolled gold plated, Old English, Fresh Water Pearl
Lapel Button . 426 Sterling, Platinum finish, Fresh Water Pearl
Soft Collar Button 1257 Rolled gold plated, Old English, Fresh Water Pearl
Soft Collar Button 1258 Sterling, Platinum finish, Fresh Water Pearl
Vest Button . . 1255/6 Rolled gold plated, Old English, Fresh Water Pearl, set of six
Vest Button . . 1256/6 Sterling, Platinum finish, Fresh Water Pearl, set of six
Stud . . . . 242/3 Rolled gold plated, Old English, Fresh Water Pearl, set of three
Stud . . . . 243/3 Sterling, Platinum finish, Fresh Water Pearl, set of three
Link Button . . 1251 Rolled gold plated, Old English, Fresh Water Pearl
Link Button . . 1252 Sterling, Platinum finish, Fresh Water Pearl

Theodore W. Foster & Bro. Co.

Manufacturing Jewelers and Silversmiths

100 Richmond St. :: Providence, R. I.

New York
13 Maiden Lane

Chicago
Heyworth Building

Canada
Kingston, Ontario

The Wadsworth "Permanent"

"Worthy of Its Name"

A case that equals solid gold in appearance and closely approximates it in durability, a case that yields abundant satisfaction to the consumer and a full measure of profit to the dealer, a case that makes strong claims and backs them up with the manufacturer's guarantee, such a case is the Wadsworth "Permanent." Dealers are proud of it.

The Wadsworth Watch Case Co.

NEW YORK
17 Maiden Lane

CHICAGO
Columbus Building

SAN FRANCISCO
717 Market Street

FACTORY: DAYTON, KY.

TRADE MARK

STAR WATCH CASE CO.
LUDINGTON, MICH.



THE HOME OF STAR WATCH CASES

Cut down your Expenses and pull in Bigger Profits with STAR WATCH CASES, the Solid Gold Ball-bearing Bow line, which gives absolute Security to the Wearer of Watches. (Wachter Patent No. 916809).

For the sake of more Business and more Satisfied Customers, take the time and send us your order. Take it on our SAY-SO that you will not find it necessary to "shop around" for your watches once you have given STAR WATCH CASES a trial.

You will find facts about STAR WATCH CASE Quality and Service that are worthy of your very careful consideration.

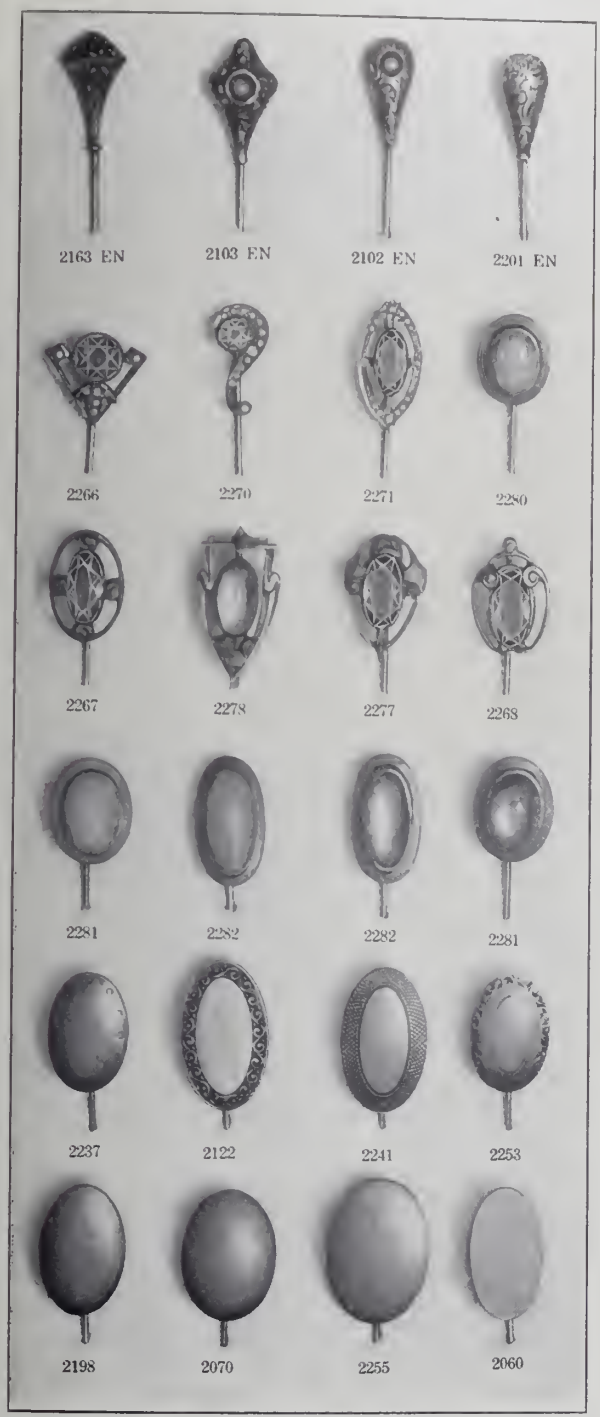
Star Watch Case Company

LUDINGTON, MICH.

BRANCH OFFICES

37 Maiden Lane
New York City

701 Heyworth Building
Chicago, Ill.



THE 10K LINE WITH A 14K APPEARANCE

Our Line

should not be compared, or classified, with the ordinary 10K. Lines.

It competes with the best 14K. Lines in everything but price.

Finish, weight, workmanship are all just as good, but the great point is: that retailers can sell our line at the same prices that 14K. costs them.

Every retailer has hundreds of customers, who want dainty, well made pieces at a moderate cost. Show them our line.

New Accounts Solicited

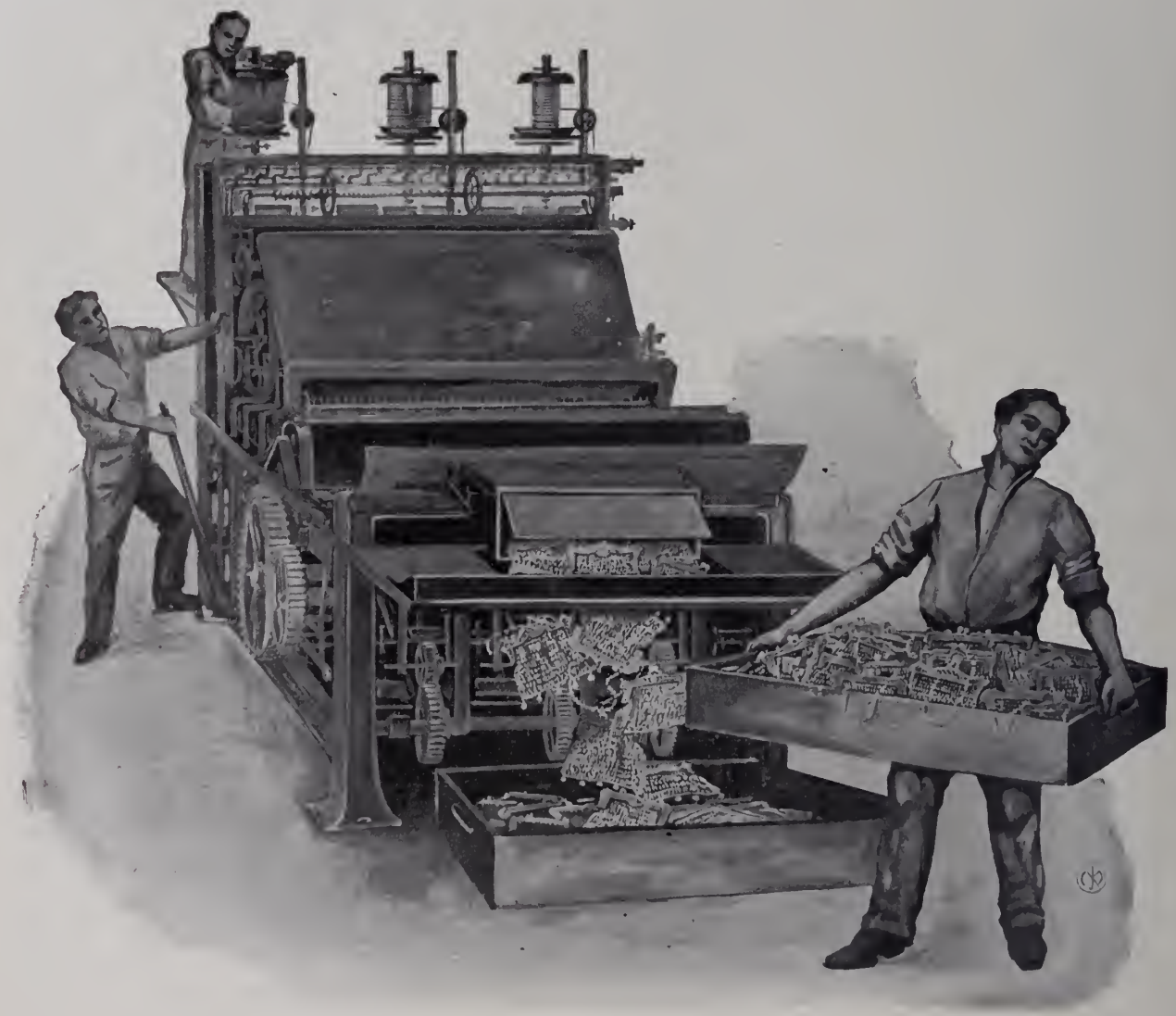
We make the following lines

Brooches	*Hat Pins*
Scarf Pins	*Tie Clasps*
Cuff Buttons	*Fobs*
Handy Pins	*Crosses*
Bar Pins	*Sash Buckles*
Lockets	*Pendants*

KOHN & CO
CAMP & ORCHARD STS.
NEWARK N.J.
1KO

Capacity 2,000 Bags Daily

We are the only Manufacturers of Mesh Bags made by Machine



Machine-made mesh is distinguished by its smoothness, soft silky flexibility and tough wearing qualities. Over 800 different styles, from the smallest to the largest, at prices which bring a generous profit to the dealer. Your jobber will supply you with W. & D. Co. goods.

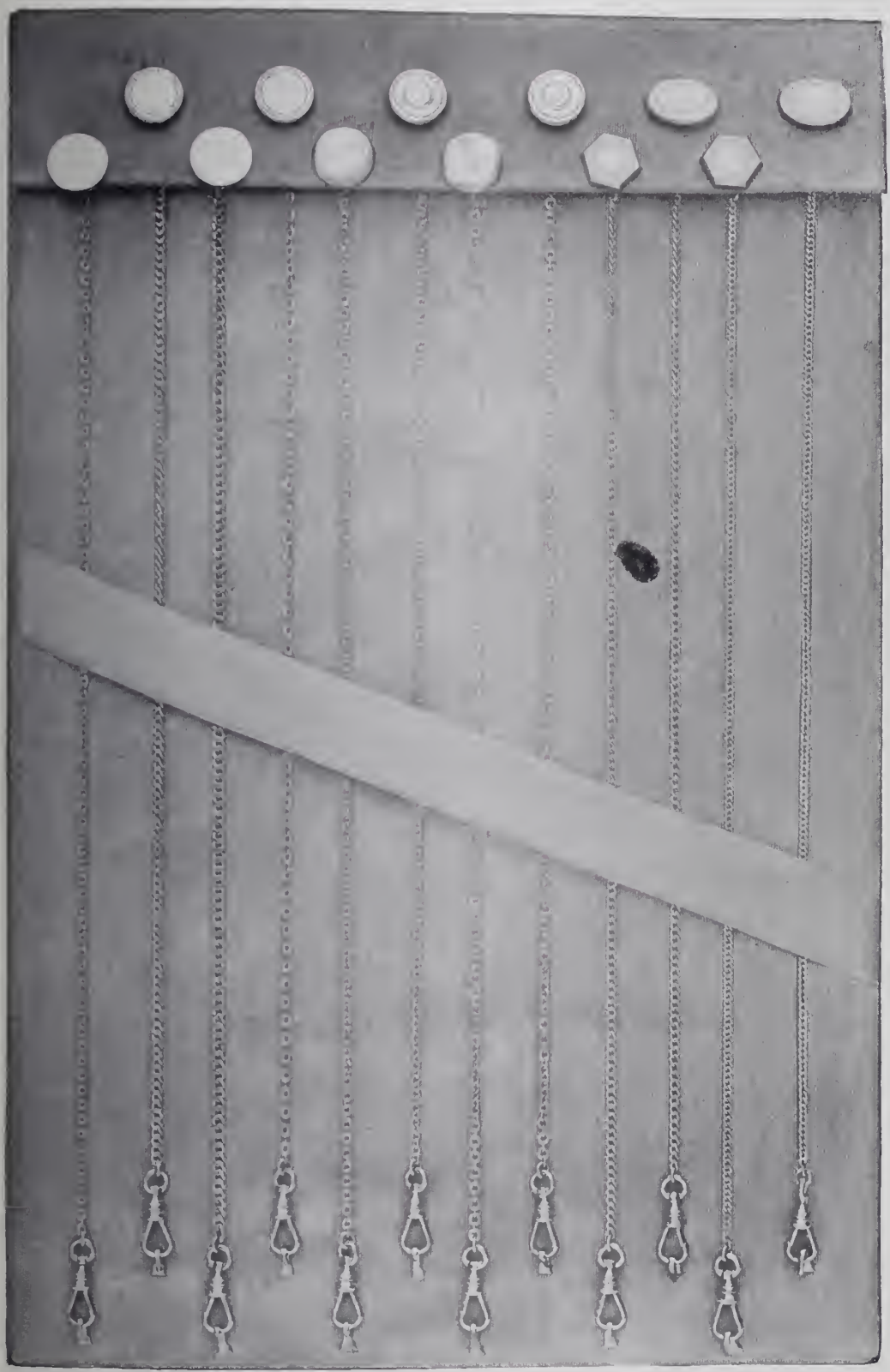
WHITING & DAVIS CO.

NEW YORK OFFICE: 7 Maiden Lane
CHICAGO OFFICE: 103 State Street

Plainville (Norfolk Co.), MASS.

Barrows "New Process" X Pad of Lapel Chains

Sold on Price—and Quality *Only One Dozen as Mounted*



A SPECIAL

This Purple Moire Pad with Contents is

NUMBER X

It represents:

Xtraordinary Value
at
Xceptionally Low Price
and it is
Xactly What You Want.
It is an
Xtra, introduc d at the
Xtremity of Summer,
but yet is an
Xcellent Staple.

It should be

JUMPED AT

at the Price

The illustration shows careful selection, securing

A NICE ASSORTMENT of Staple Patterns

There's Money In It

Ask Your Jobber for These Goods

THE H. F. BARROWS COMPANY

New York Office:
15-17-19 Maiden Lane

TRADE MARK

Factory and Head Office:
North Attleboro, Mass.



The D. F. BRIGGS COMPANY

ATTLEBORO :: : MASSACHUSETTS

New York Office:
180 BROADWAY

Chicago Office:
29 E. MADISON STREET

London Office
62 HATTON GARDEN

Fourteen Karat Gold Filled Jointed BRACELETS

That Wear and Give Satisfaction in Every Way

We illustrate a few patterns from our extensive line, which no jeweler, interested in the best at moderate price, should overlook. We speak directly to you, Mr. Retailer, when we say your showcase should contain a selection of these new goods.

THE LEADING WHOLESALERS THROUGHOUT THE COUNTRY HAVE THEM ON EXHIBITION

Our new line contains many new styles and patterns in plain, half chased, chased entirely around, and engine turned effects, many of which have never been attempted by manufacturers of gold filled goods before, and the elegance of our present plain, polished, English, Roman and rose finishes, appeals to the fastidious and discriminating.



213AN.



369



367



362



173AN.



167AN.



168AN.



225



353



268AN.



388



354

To Demonstrate

the quality of the stock used in the construction of our goods, we subjected one of our plain bracelets to an acid bath, and show below the actual quantity of gold remaining after ALL of the base metal had been eaten away.



CONVINCING PROOF AS TO QUALITY AND QUANTITY

LOUIS STERN & COMPANY

Manufacturers of
Bracelets, Chains, Charms and Fobs in 14K. and 10K. Gold and High Grade Gold Filled

158 Pine Street
Providence
R. I.

NEW YORK OFFICE
15 Maiden Lane
Silversmiths' Bldg.

Manufacturers of
Bracelets, Mesh Bags, Placques and Chains in Sterling Silver

Send for our 100-page Sterling Mesh Bag Catalogue



Holding the Trade

THE VIRGINIA is a repeater, and when people ask for a thing the second time there is merit in the thing that is sold.

To sell a single piece is a promise of selling more, perhaps a chest or a full line.

When YOU buy VIRGINIA tableware, you place your silverware money to a good advantage. There is no speculative value in this pattern. VIRGINIA tableware will always be in good style, because it was designed simple and beautiful, and the simple and beautiful things never go out of style.

May we send you a catalogue?

Rogers, Lunt & Bowlen Co.

Silversmiths

MAIN OFFICE AND FACTORY:

Federal and Norwood Sts., GREENFIELD, MASS.

NEW YORK:
15-17-19 Maiden Lane

SAN FRANCISCO
717 Market Street

TRADE MARK R & L B C° STERLING

The Three Graces

IN
STERLING SILVER
TOILET WARE

The "Famous" Shirley
Shirley Engraved
and
Leicester

THEIR BEAUTY

SPEAKS FOR ITSELF AND THE

NAME OF THE MANUFACTURERS

GUARANTEES THE

QUALITY



THESE THREE DESIGNS ARE MADE IN
FULL LINES OF TOILET WARE AND
MANICURE GOODS
PRICES SENT UPON REQUEST

ILLUSTRATED ONE-HALF SIZE

MANUFACTURED BY

Simpson, Hall, Miller & Co.
International Silver Co. Successor
Silversmiths

WALLINGFORD CONN U.S.A

NEW YORK: 9-19 MAIDEN LANE.
CHICAGO: 5 NO. WABASH AVE.
SAN FRANCISCO: 150 POST ST.
TORONTO: 33-41 HAYTER ST.

Exclusive "French" Silverware



Design Patented May 18-25, 1909.
No. 3149—Height, 18 inches.

The result of most skillful and artistic silversmiths is embodied in the new

"Louis" Decorations

portraying the characteristic piercing and shield, together with the well-known Empire Festoon, making it the most

ORIGINAL AND ARTISTIC

line on the market to-day. ***Complete assortment*** of dinner pieces, including

Service Plates, Baskets, Bowls, Dishes, Center Pieces, Candlesticks, Vases, Etc.

This design should appeal to anyone who is desirous of securing silver which is ***choice,*** with a design patent which has been declared valid by court decision.

Graff, Washbourne & Dunn

138-146 West 14th Street, New York

OUR Annual Exhibit is now on at the Hotel Marlborough, New York City, and Mr. Alexander is again busy extending a cordial welcome to our friends.

DON'T FAIL TO CALL.

Hotel Marlborough, New York City
August 15 to September 15 inclusive.

TRADE MARK.

FRANK W. SMITH CO.

Manufacturers of Sterling Silver
GARDNER, MASS.

Make More Profit on Your Toiletware Stock

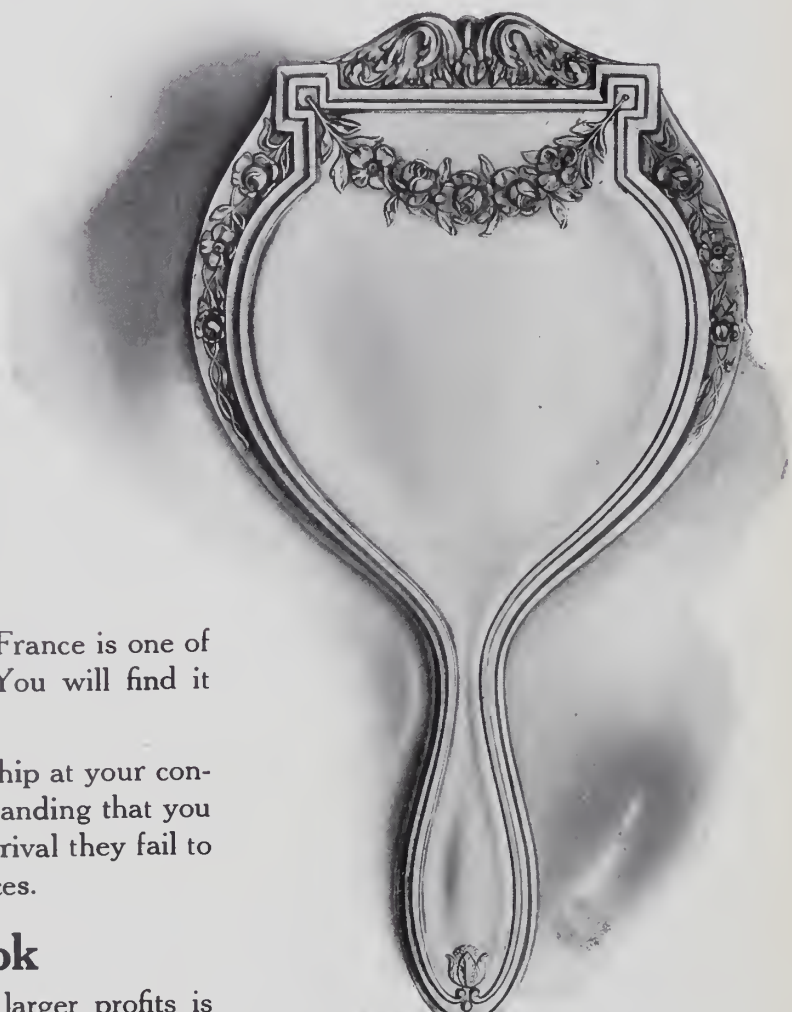
Knowing that a good Fall toiletware business is the dividing line between a successful year and failure, you must be interested in buying your stock at the closest figures consistent with quality.

It's right on this ground we ask your trade. On account of the reduced marketing expense of our direct by mail selling plan, you can buy toiletware here that will pass your rigid examination as to quality at uniformly lower prices than you have ever before paid.

The La France is Proof

Examine the illustration carefully and we're confident you'll agree that you can't buy a set of this excellence through any other marketing system under a third higher figure.

The La France comes in the thin model, now so much in demand, is 925/1000 fine, as all Woodside productions are. While the dainty design embodying all the romance of the First Empire is winning universal favor.



La France 3553
One-half actual size.
HAIR BRUSH, COMB AND MIRROR, $20
Subject to Jewelers' Circular Key

Merchants all over the country tell us the La France is one of the fastest selling sets they have ever stocked. You will find it a trade winner too.

So send in for a sample set to-day. We will ship at your convenience. And forward with the distinct understanding that you will return the goods—at our expense—if upon arrival they fail to equal your expectations in quality, salability or prices.

Our New 72 Page Book

of sellers at prices that show you substantially larger profits is now on the press. It will be ready for distribution to the *retail trade only*, before September 1st.

It will pay you to examine this book before placing order—*and be sure your name's on our list, so as you'll get your copy*—because our catalogue is only mailed on direct request.

CHOOSE more goods for the same / the same goods for less **MONEY**

Woodside Sterling Company

170 Broadway **New York**

OTHER WOODSIDE NEWS PAGE IN THE KEYSTONE



Sternauware Gets You Up in the World

The dealer who carries a stock of *Sternauware* rises above business cares as easily as this man on his flying-machine rises above the starings crowds. ¶The merchant who handles Sternauware is recognized as an up-to-date man and rewarded accordingly by the public. He gives the people what they want. ¶Isn't it worth while for any firm that finds business depressed and generally unsatisfactory to try the up-lifting effect of *Sternauware?* Just as the whirling propeller lifts an aeroplane upward and onward, so does *Sternauware* push trade along. ¶This will be made very clear to you by a little study of our handsome new BLUE BOOK, which we shall be very glad to send you on request.

S. STERNAU & COMPANY

New York Showrooms
305 Broadway
N. W. Corner Duane Street

MAKERS OF
STERNAUWARE
COMPRISING

Fancy Teakettles, Chafing-dishes and their Accessories, Coffee-machines, Trays, etc.

Office and Factory
195 Plymouth Street
BROOKLYN, N. Y.

HARRISON

Umbrellas and Walking Sticks

If your Umbrella and Walking Stick Department has not been a success, may it not be that you have been carrying a too commonplace line for a jeweler? People expect a better made and more artistic Umbrella or Walking Stick from you than they can purchase elsewhere—something that other stores do not carry.

To meet the views of this very discriminating class of customers, we have for many years been designing and manufacturing under our own roof the largest and most exclusive line of Umbrellas and Walking Sticks in the country.

This season's designs are largely the production of our present designer, Mr. William Spears, who for 16 years filled the same position for the Gorham Co.

Our holiday lines now ready.

Trade-Mark

W. W. HARRISON CO.

Makers of
Umbrellas and Walking Sticks
OF THE BETTER SORT
5th Ave., Cor. 34th St. NEW YORK

Established
1876

SAART'S SILVER SELLS

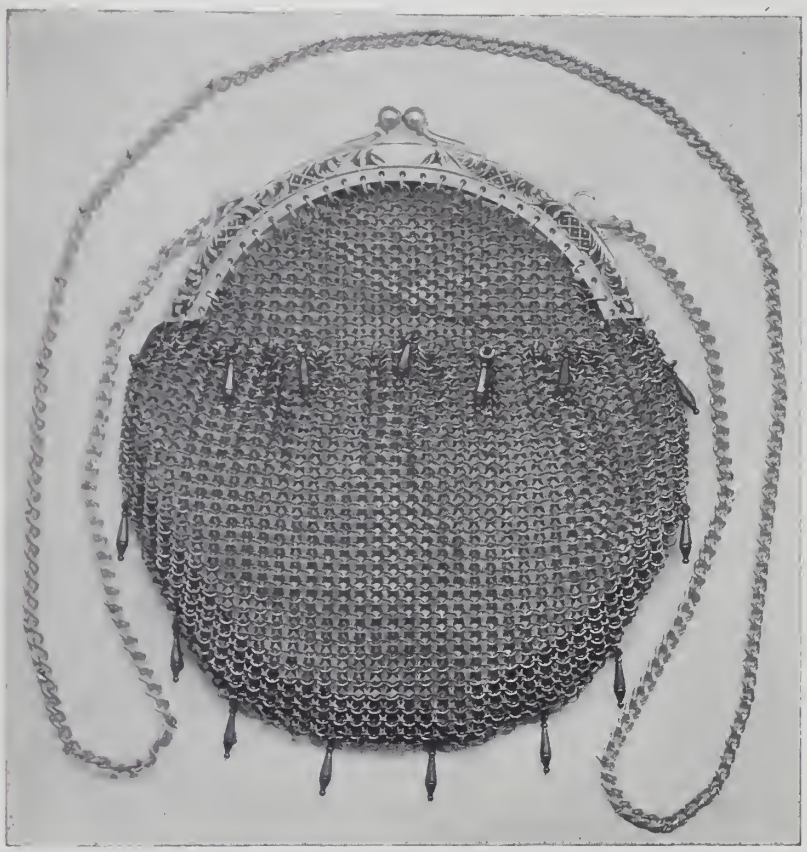
¶ It is distinguished for the great attractiveness of the designs, the skilful workmanship and priced at figures that make the goods move rapidly and leave a handsome profit to the dealer. Unquestionably the most popular line on the market.

THE FINISH IS UNEQUALED

Mesh Bags
Toilet Sets
Manicure Sets
Vanity Purses
Hat Pins
Sewing Sets
Sterling Knives
Vanity Bags
Opera Bags
Etc., Etc.

We show a great variety of patterns in the above lines, all beautiful and salable.

THROUGH JOBBERS ONLY.



No. 5541—The Latest Shoulder Bag—Illustration half-size.

Saart's Sterling Silver Specialties

are far ahead of anything you have ever bought before for the money. There is no comparison. You will find it the most profitable line to carry. We know this, and all we ask is a chance to prove it to you.

ORDER SAART'S SILVER **NOW**

and stock up before we are rushed with Fall orders.

THROUGH JOBBERS ONLY.

THERE IS BIG PROFITS AND QUICK ACTION IN SAART'S SILVER



No. 3209-K—Vanity Purse—Open.

IT'S A LIVE LINE FOR LIVE JEWELERS

We have issued a handsome

Catalogue

for the jobber, which we will send to reputable concerns conducting business under this plan.



No. 3209-K—Vanity Purse—Closed.

THE W. H. SAART CO.

ATTLEBORO, MASS.

NEW YORK OFFICE
9-11-13 Maiden Lane

COLONIAL DAME BRACELETS

MADE IN FOUR WIDTHS—3/8", 1/2", 5/8", 3/4"



60 292 60/268





54 279 54 303

Ask Your Jobber for "The Line of Quality"

LOCKETS
BRACELETS
FOBS

LOCKET B CO Trade-Mark

BLISS BROTHERS COMPANY
Attleboro, Massachusetts
Heyworth Building Chicago, Ill.
Silversmiths' Building New York City
Chronicle Building San Francisco, Cal.

TRADE-MARK

CHARMS
SCARF PINS
BUTTONS



Purchase reliable merchandise at legitimate prices and you will make your business a big success. Every article manufactured by us is guaranteed.

Ask For Bigney's "Mirror Finish" Chains

Send For One of Our Velvet Gold Embossed Banners

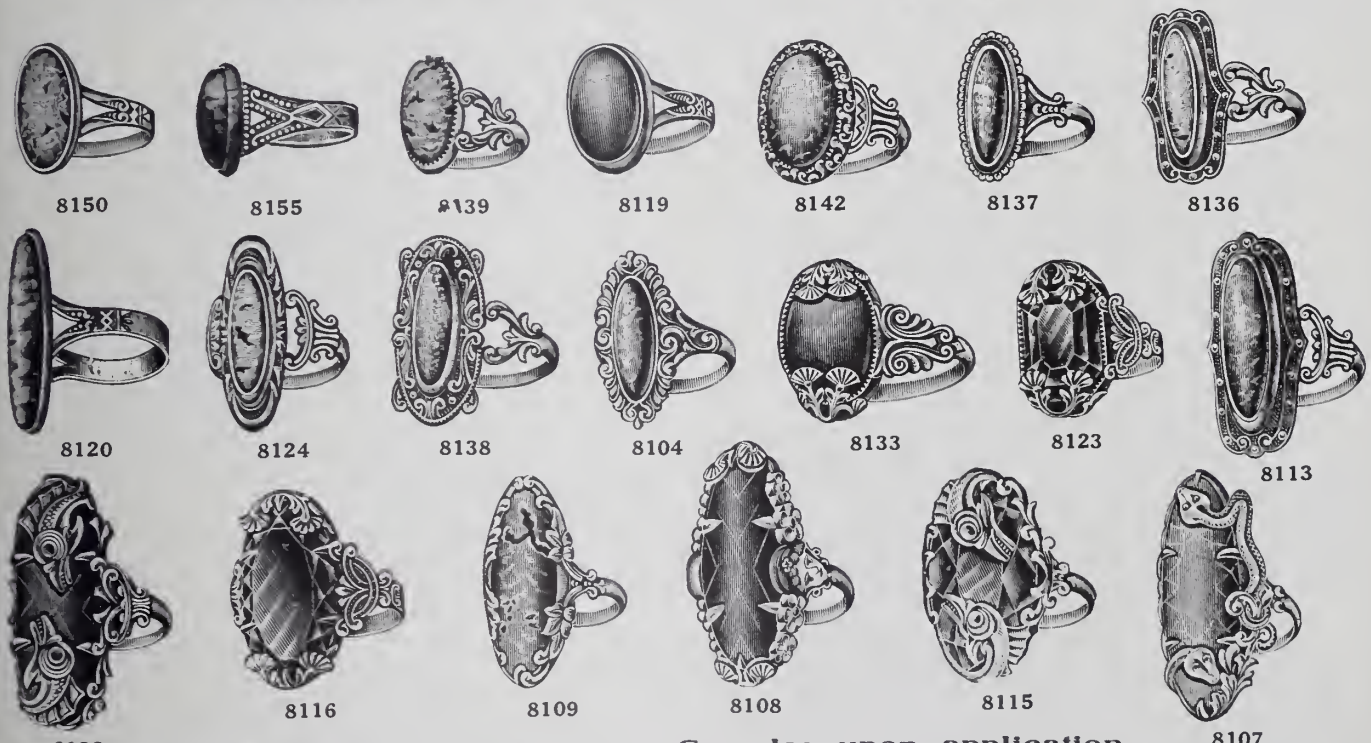


S. O. BIGNEY & CO.

New York Office: 3 Maiden Lane

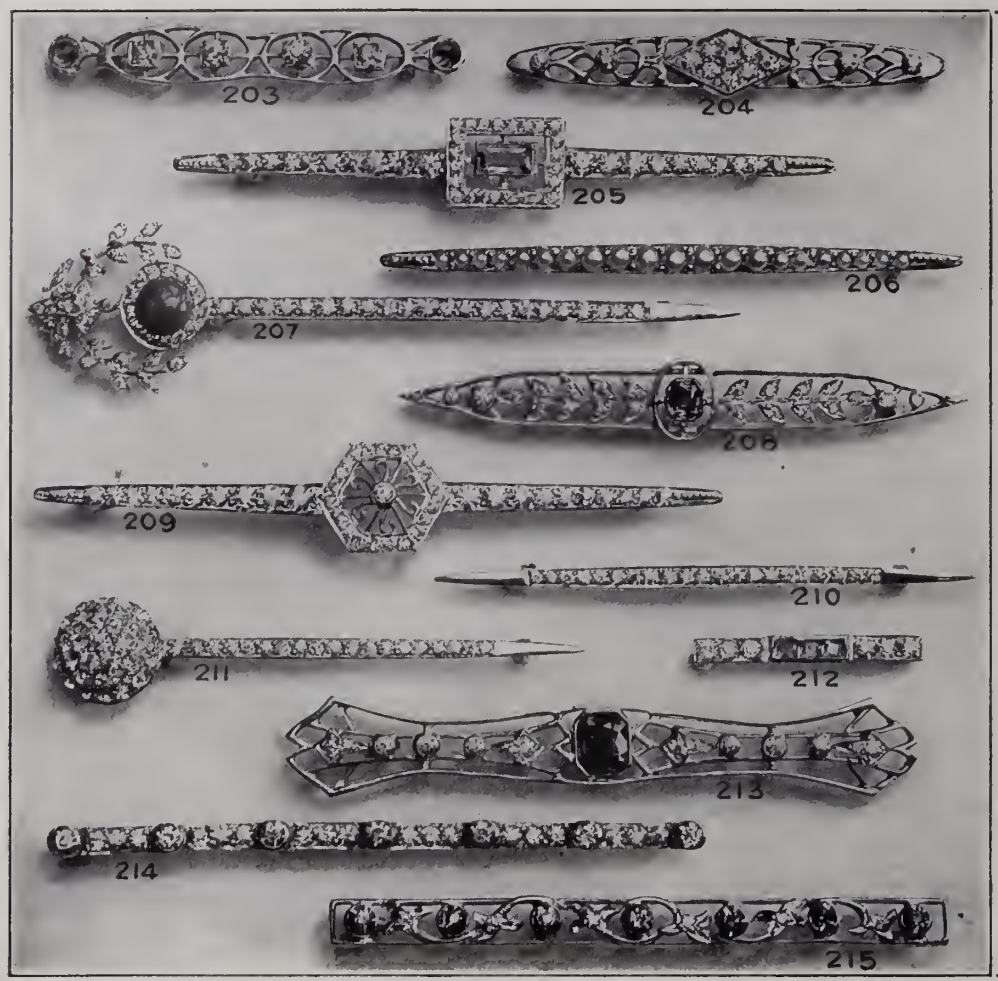
Attleboro, Massachusetts

STERLING SILVER RINGS



To retail from 25c. up. Samples upon application

RHODE ISLAND RING CO., 21 Eddy Street, Providence, Rhode Island



Our holiday line contains a choice selection of these dainty

BAR PINS

they have the appearance of the costly platinum diamond pins and can be retailed from $1.00 to $10.00 each.

Discriminating purchasers are demanding now, more than ever before, distinctive designs bearing the impress of individual thought and delicate workmanship.

Write for samples.

14 Kt. GOLD STERLING ON SILVER

Fishel Nessler Company
Manufacturing Jewelers
79-81-83-85 Crosby Street NEW YORK
Established over a quarter of a century

BATES & BACON, Attleboro, Mass.



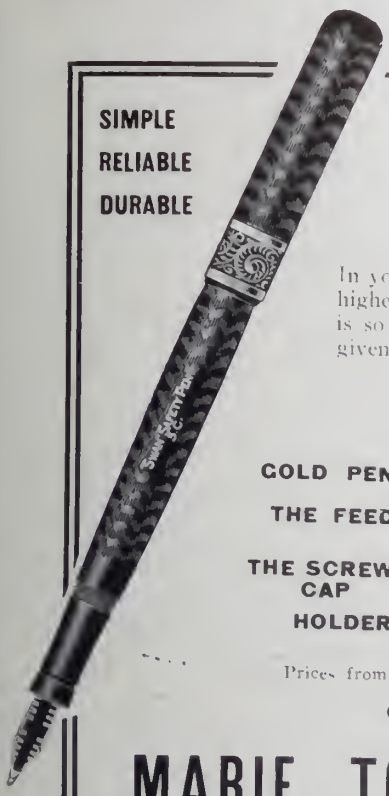
NEW YORK, 9 Maiden Lane
CHICAGO, 103 State Street

MAKERS OF

High Grade Gold Filled Chains, Lockets and Bracelets

We illustrate a few new Patterns of our High Grade Gold Filled Bracelets, made in seven sizes oval Tubing from 1/4, 5/16, 7/16, 1/2, 9/16, 3/4 and 1 inch, same quality stock as when first put into our line, and every Bracelet guaranteed.

We make any wrist size desired.



SIMPLE
RELIABLE
DURABLE

"SWAN SAFETY"

THE PEN OF QUALITY

In your high-class jewelry business quality is absolutely essential. Quality and the highest grade of finish are among the principal features you pride yourself on. It is so with us. For these reasons we feel that your serious consideration will be given to the

"SWAN SAFETY"

GOLD PEN Mabie, Todd & Co.'s make. The best ever made. You have known so for many years.

THE FEED "Ladder" under feed. Gold top feed. Pen fed from both sides—a perfect combination. The ink is always at the point ready for writing. Never blotting, never skipping.

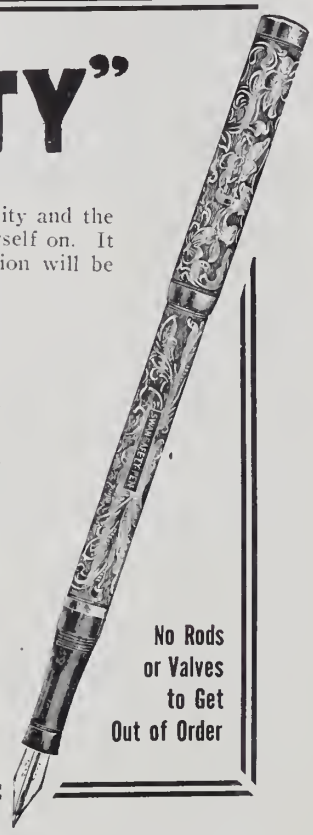
THE SCREW CAP A patented bevelled edged inner cap, screwing into a recess in the pen section. Quite simple. Nothing to get out of order. Absolutely non-leakable.

HOLDER Highest grade of rubber. Made and assembled by highly-paid mechanics. Beautifully finished and polished. A large range of silver, gold plate and solid gold mountings.

Prices from $2.50. Let us send you sample to test.

QUALITY AND HANDSOME PROFITS

MABIE, TODD & CO. 17 Maiden Lane, New York
209 South State St., Chicago
124 York St., Toronto



No Rods
or Valves
to Get
Out of Order



A Winner

from the

TRADE MARATHON MARK

Line

Nu-Spring
NU-SPRING
TRADE MARK

The **Nu-Spring Safety Bracelet** cannot loosen and slip down over the hand, as the guard forms a solid circle, keeping it from opening too far, but at the same time it opens automatically for removing. This feature also protects the joint.

Sold Through Jobbers Only

Factory and Main Office Attleboro, Mass.

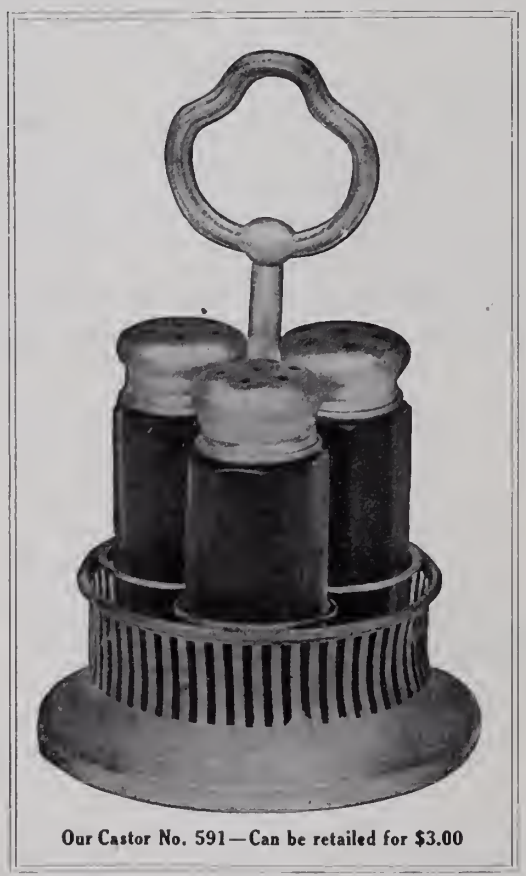
Attleboro Chain Co

New York Office Room 607 9 Maiden Lane

Our Late Catalogue

Compiled and printed especially for the Jewelry Trade, is replete with novelties, specialties and staples that commend it to your consideration. We have succeeded in building a line in Sterling Silver at moderate cost, that supersedes the usual, and appeals particularly to Jewelers who desire dependable goods at reasonable cost.

Write Us To-day for One!



Our Castor No. 591—Can be retailed for $3.00

JAMES E. BLAKE CO.

Silverware bearing this trade-mark denotes sterling silver 925-1000 fine.

Manufacturers of Sterling Silver

Toiletware, Manicure Pieces and Sets, Sandwich Plates, Cups, Jam Jars, Strainers, Hollowware, Castors, Lemon Dishes, Salts and Peppers, Condiment Sets, Candlesticks, Novelties, etc., in Sterling Silver, are illustrated, explained and priced in our Catalogue, which we will send to you upon request.

Attleboro, Mass.

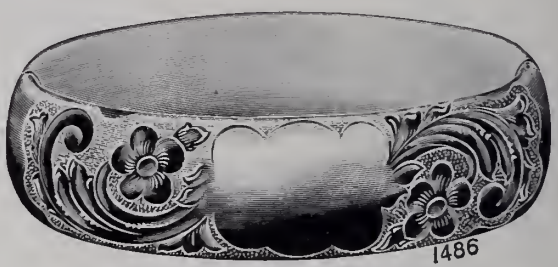
CHICAGO OFFICE 910 Heyworth Bldg. | NEW YORK OFFICE 37 Maiden Lane | SAN FRANCISCO OFFICE 717 Market Street

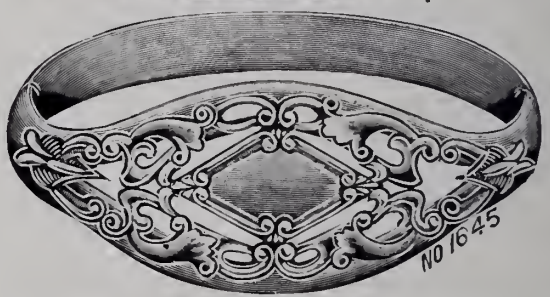
PAT'D FEB 25 08

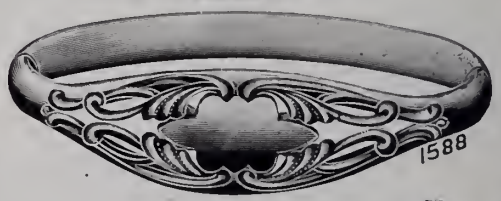
PROVIDENCE STOCK COMPANY

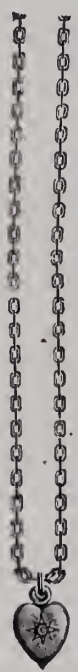
FACTORY AND MAIN OFFICE
100 STEWART STREET, PROVIDENCE, R.I.

CHAINS and BRACELETS











A few of the many designs we make. Over 1,000 in all.

The EXCLUSIVE FEATURE of the PATENT SAFETY GUARD makes an exceptional talking point. Prevents bracelets from opening too wide, thus preventing breakage of joint, yet opens wide enough to fit any wrist.

Our machine-made chain is absolutely accurate. Every link soldered separate. Machine-made chain possesses greater strength and can be made in the very finest of link.

All of our goods are made from a SPECIAL PROCESS—HARD FINISH—WEAR RESISTANCE HIGH-GRADE GOLD-FILLED STOCK.

Our itinerary includes Fobs, Bracelets, Neck, Lorgnette and Vest Chains in HIGH-GRADE GOLD-FILLED.

In SOLID GOLD we make Neck, Lorgnette and Vest Chains, Scarf Pins, Pendants, and La Vallieres.

Ask your jobber to take you on a TRIP through our line.

SOLD THROUGH JOBBERS ONLY

Look for **PR-ST-CO** Stamped on Spring Rings and Swivel of all Chains

Look for **PR-ST-CO** Stamped on Swivel of Coat Chains, etc.

SAMPLE OFFICES { 11 Maiden Lane, NEW YORK
10 So. Wabash Avenue, CHICAGO

PAT'D FEB 25 08

"PARISIAN IVORY"

FRENCH CELLULOID

Its growing popularity has made it a most desirable addition to a Jeweler's Stock.
A visit of inspection will be of interest. There are big profits and quick sales in this new line.
We have an unlimited variety of Toilet Articles, Photo Frames, Clocks, Desk Requirements and Novelties.

DEITSCH BROS. TRADE D MARK **14 E. 17th St., New York**

The Greatest Diamond Seller Jewelers Have Ever Known

Consider the many Sales lost due to the apparently small values you offer in Solitaires

"The Model Ring"

Your Fall order sent now will be appreciated

A display card in attractive colors sent on request





Protects edge from chipping



Aids diamond's brilliancy

ENLARGES THE DIAMOND
The Result Furnishes an Agreeable Surprise

Jos. H. Meyer Bros., *"The Sketch-Book House"* 59 Nassau St., cor. Maiden Lane NEW YORK

"UTOPIAN"—the Silver Deposit Ware of Quality

This is an immensely *profitable* class of goods for you to handle, Mr. Dealer—these useful, artistic articles *sell on sight* and invariably command *re-orders* from your customers because of their *wonderfully substantial quality* and *originality and beauty of design.*



CRACKER and CHEESE, $9.00 Each

A sample order sent in NOW will enable you to display these wares to the Fall Wedding Season trade in time to book orders for the engraving of monograms and crests—to which additional decoration the "UTOPIAN" line lends itself particularly well.

Special display in our Booth (No. 75) at the NATIONAL HOUSEHOLD SHOW, Madison Square Garden, New York City, in progress until August 26th. (Admission Tickets will be supplied free to anyone interested.)

Illustrated Catalogue on request.



SANDWICH PLATE, $7.50 Each

Prices quoted here subject to Jewelers' Circular Key. TERMS: 6% 10 days; 5% 30 days—F. O. B. New York

UTOPIAN SILVER DEPOSIT & NOVELTY CO., Manufacturers

54 West Twenty-second Street, New York

BARGAIN LOT

OF

FANCY STONE CROSSES

Mounted in 14 Kt. Gold

9173	One, Eleven Square Aquamarine..	$60.00	formerly $85.00
9172	One, Eleven Square Green Tourmaline	55.00	" 75.00
9174	One, Eleven Square Peridot	40.00	" 65.00
9328	One, Twelve Square Topaz	20.00	" 30.00
9214	One, Fancy Eleven Topaz	25.00	" 40.00
9568	One, Fancy Pearl and Peridot	20.00	" 27.00
9569	One, Fancy Pearl and Amethyst	20.00	" 30.00
9158	Three, Fancy Pearl and Sapphire	20.00	" 30.00
2330	One, Eleven Round Peridoot	10.00	" 15.00
2398	One, Eleven Round Rhodolite	8.00	" 12.00
8889	One, Twelve Round Topaz	10.00	" 15.00
9094	One, Pearl and Topaz	6.00	" 9.00
9331	Three, Twelve Square Garnet	12.00	" 18.00
9330	Five, Twelve Square Garnet	10.00	" 15.00
8888	Two, Eleven Round Amethyst	8.00	" 12.00
9491	Four, Twelve Square Amethyst	10.00	" 15.00
8887	Four, Eleven Square Amethyst	9.00	" 12.50
9513	One, Five Lapis Lazuli	20.00	" 25.00

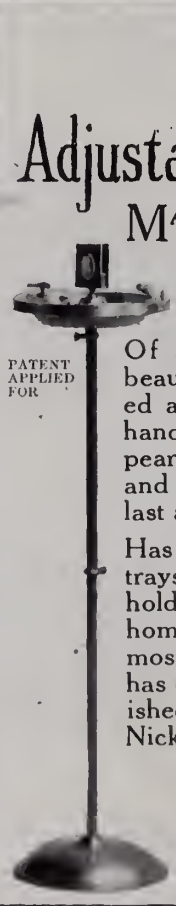
We allow our regular trade discount of 5% and an additional cash discount of 6% on above prices for any part of the Lot, or a special discount of 25% on the entire Lot.

We have many other attractive goods at very low prices. It will pay you to see them before buying your Fall stock.

WILLIAM L. SEXTON & COMPANY

49 John Street, New York

"Ideal" Adjustable Smoker's Stand



PATENT APPLIED FOR

MAY be instantly **adjusted** at any height and used as either a **table** or **floor stand.** Of solid brass, beautifully finished and extremely handsome in appearance. Strong and durable. Will last a lifetime.

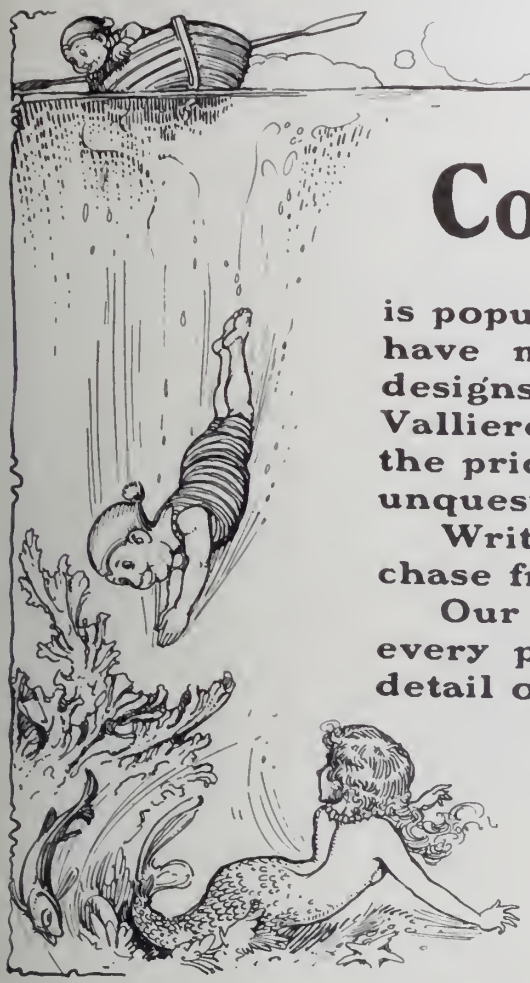


Has large **glass** removable **ash receiver,** trays for cigars or pipes, cigar cutter and holder for match box. Adapted for the home, club, hotel or store. This is the most convenient and useful stand that has ever been offered the smoker. Finished in Brushed Brass, Verde Green or Nickel.

Price, $2.90

Weintraub Brass Mfg. Co.

27-31 Bleecker St. New York City





Coral Jewelry

is popular again this season. We have made up many handsome designs in Brooches, Rings, La Vallieres, etc. The selection is a large one, the prices all reasonable. These articles will unquestionably prove excellent sellers.

Write for a selection package, or purchase from our travelers.

Our Trade-Mark, "The Rose," on every piece insures the quality and every detail of manufacture.

Henry Freund & Bro.

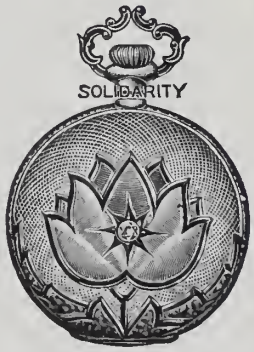
"Sellers of Sellers"

71 Nassau Street, New York

Elk, Eagle and Moose goods a specialty

SOLIDARITY—"The Case That Courts Comparison"

Mr. Retailer:



Flashy Dashy gold cases are never stamped "SOLIDARITY."

SOLIDARITY CASES have a rich artistic appearance which, often more than salesmanship, effects the sale of a watch.

They are the BETTER CASES for the BETTER JEWELERS.

SOLIDARITY CASES are somewhat hard to get, but they are ***worth the getting,*** at any reasonable effort. A selection package may be had for comparison

THROUGH YOUR JOBBER

SOLIDARITY WATCH CASE CO.

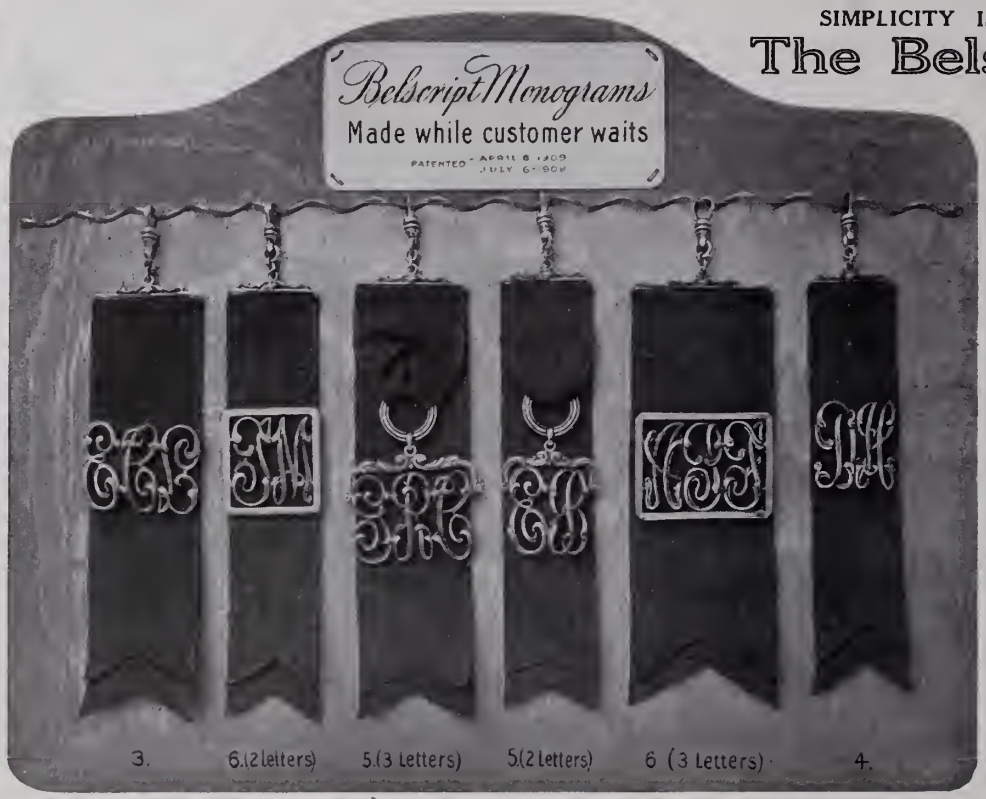
(Established Over a Quarter of a Century)

54 Maiden Lane - NEW YORK

D. E. D. McMURRAY, President LOUIS J. MONTAGNON, Sec'y-Treasurer JOHN W. SHERWOOD, Vice-President

SIMPLICITY IS THE KEYNOTE OF

The Belscript System



¶ The monogram fob is a staple article in the jewelry business. There is a steady public demand for artistic monogram fobs. Every progressive jeweler carries them.

¶ With **The Belscript System** the jeweler is enabled to make any monogram while his customer waits. Simplicity, beauty and finish insure the closing of the sale then and there.

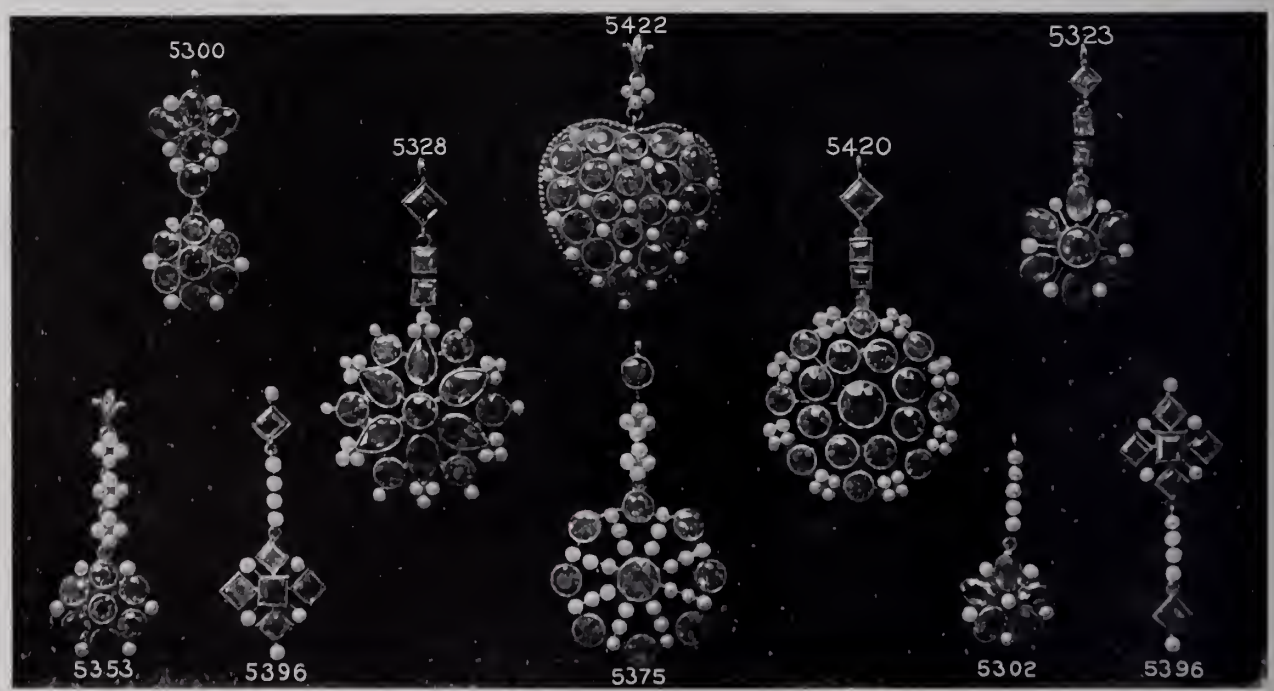
Samples
SENT ON MEMO.
FOR THE ASKING

JOSEPH L. HERZOG & CO.,
Succeeding Louis Kaufman & Co.

Makers of LK Rings
(Reg. U. S. Pat. Office.)
45-51 Rosé Street, Cor. Duane, NEW YORK

AN ENTIRELY NEW LINE OF AMETHYST PENDANTS

INEXPENSIVE



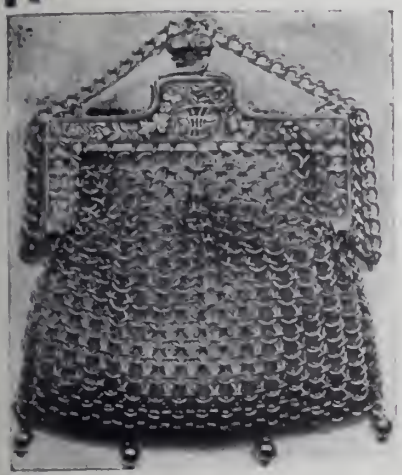
VERY DAINTY

Send for Selection Package on Memo.

C. A. BRIGGS, Pres. R. S. BLAKE, Treas. C. S. TROW, Secy.

WILLIAM L. SEXTON & COMPANY
INCORPORATED
FORTY-NINE JOHN STREET, NEW YORK

"Most-Durable" Mesh Bags German Silver Soldered Ring

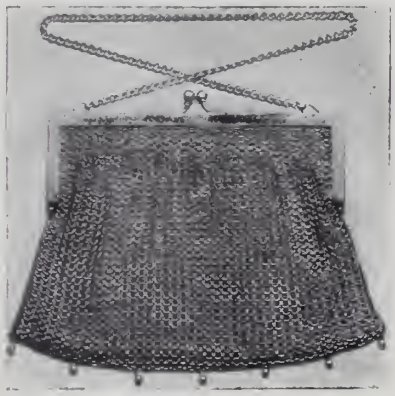


Cheapest on the Market

Results Show They Sell Quickly and Make a Decided

PROFIT FOR YOU



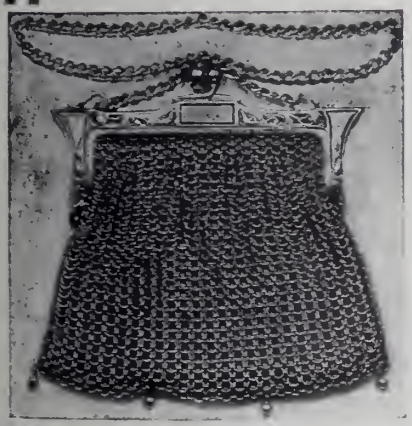


High Grade, THIN Model, Popular Priced Toilet Sets, Pierced Wares, and a COMPELLING Line of Attractive Sterling Novelties, Sterling and German Silver Mesh Bags, For the Wholesale Trade.

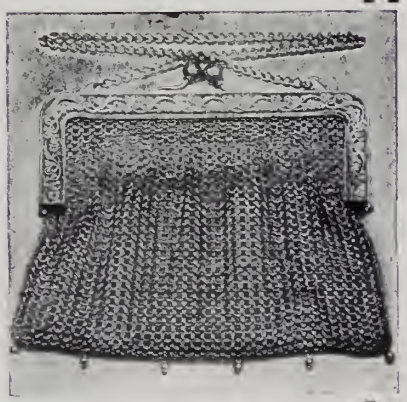
Place Your Orders Now With Us and Take Advantage of the Installation of Our Complete Modern Equipment, Insuring Prompt Delivery.

Get the Benefit of Early SALES This Fall by Having the Goods to SELL At Once.

Look For This Trademark.



Send For Our Catalogue.



EASTWOOD-PARK COMPANY

New York Salesroom: 15-17-19 Maiden Lane.

NEWARK, N. J.

NEWARK LEADS THE WORLD

Krementz & Co.
Platinum and 14-K. Diamond and Enamel Jewelry
Krementz Bodkin Stud and Vest Buttons

Harris & Weisgerber
14-K. Jewelry and Rings for Jobbing Trade only
112-116 Arlington Street

Andrew O. Kiefer
10-K. Profit-to-the-Dealer Rings
61 Arlington Street

Meyer & Gross
Makers of High-Grade Rings
Guaranteed in Every Respect
401-407 Mulberry Street

10K Business Builders
Layman-Van Ness Co.
91 Oliver Street

Moore & Son
Gold Rings and Jewelry
22 Green Street

Osmun-Parker Mfg. Co.
Makers of Fine Pearl and Diamond Jewelry
338 Mulberry Street

Thurstans & Waters
Makers of Gold Bar Pins with
Self-Locking Catch
50 Columbia Street

Bippart, Griscom & Osborn
14-Karat Jewelry
2-8 Carden Street

Goldsmith-Koch Co.
Mesh Bags, "Something Different," Every Link Soldered at no advance in price over the former Unsoldered
103-109 Oliver Street

Taylor & Co., Inc.
10-K. Jewelry — In make and finish unsurpassed by goods of any higher quality
47 Chestnut Street

Battin & Company
Small Wares—Gold and Silver
Salesroom, 320 Fifth Ave., N. Y.
106 Ogden Street

The Keller Jewelry Mfg. Co.
10-Karat Jewelry
Factory 251 N. J. R. R. Ave.
New York Office 64 Nassau Street

Charles C. Wientge Co.
Artistic 14-K. Gold Jewelry, Novelties and Silverware
14 W K
32 Marshall Street

Lee-Dodd Company, Inc.
14-Karat Jewelry—Christian Science Jewelry
13 Franklin Street

BROWNE, JENNINGS & LAUTER
Makers of Fine Platinum and Gold Jewelry
Also Special Work from Designs
N.Y. Office, 49 Maiden Lane 48-50 Walnut St.

Frederick B. Weiss, Inc.
The Up-to-Date 10-Kt. Line
<W>10K
473-475 Washington Street

John Chatellier
Specialties—Boxes, Cigarette, Vanity and Card Cases in Gold and Silver
N.Y. Office, 341 Fifth Ave. 306 Market St.

EASTWOOD-PARK CO.
Silversmiths
Toilet Articles, Novelties and Mesh Bags
N.Y. Office, 15 Maiden Lane
Austin and Murray Streets

Kohn & Company
Makers of the Celebrated
10-K. Line with the 14-K. Appearance
Camp and Orchard Streets

Burstow, Kollmar & Co.
Bracelets and Bead Necks
18 Columbia Street

In Making High Grade Jewelry

It takes but 25 minutes from Maiden Lane to reach this fountainhead of the industry where all your wants can be supplied in

14-K., 10-K. Gold, Platinum, Diamond Goods, Silver Novelties and Silverware.

When coming East to buy for Fall, stop off at Newark, or run over from New York.

Get the pick of the new things, and bear in mind that

"NEWARK-MADE"

is a synonym for artistic design and right value.

Link & Angell, Inc.
14-K. Jewelry
13 Franklin Street

William Link Company
Makers of Profit-making
Distinctively Designed 14-K. Jewelry
401-407 Mulberry Street

Charles W. Park
Maker of Fine Sterling Goods, Novelties and Mesh Bags
Oliver and McWhorter Streets

Day, Clark & Co.
Bead Necklaces
449 Washington Street

Frank Krementz Co.
Makers of 14-Karat Jewelry
532 Mulberry Street

Garland, Fisher Company
10-K. Mesh Bags and General Line
N.Y. Office, 9 Maiden Lane
530 Mulberry Street

Abig & Wagner
Specialty: 10 and 14-K. Bracelets and La Vallieres
50 Columbia Street

Weizenegger Bros.
Sterling Silver Mesh Bags
358 Halsey Street

Hagerstrom & Chapman Co.
"The House of Originality"
Positively the Most Inexpensive Platinum and Gold Jewelry in America
85 Columbia Street

Riker Brothers
Manufacturing Jewelers—14-Karat Only
42-4-6 Court Street

Bride & Tinckler
Choicest Whole Pearl Line
336 Mulberry Street

14K Courtois, Bush & Garrigus
Sporting Jewelry, Vanity Cases, Etc.
473 Washington Street

14K L. Fritzsche & Co. 10K
Fine Gold Jewelry
Patented Nail Bracelet
480 Washington Street

Van Moppes & Son
Diamond Cutters and Polishers and Importers of Rough Diamonds for Mechanical Purposes
671 Broad Street (Wiss Bldg.)

La Pierre Mfg. Co.
Silversmiths
Candlesticks 30 Columbia Street

Eckfeldt & Ackley
14-K. only—Lockets, Links and Novelties
98-104 Murray Street

WORDLEY, ALLSOPP & BLISS CO.
14-K. only — Bracelets, Link Buttons, Tie Clasps, Scarf Pins, Bar Pins, Handy Pins, Gold and Enamel Lockets, Necklaces, Coat Chains
33 East Kinney Street

STROBELL & CRANE
Bracelets, Lockets, La Vallieres
Plain, Engraved, Jeweled
Ladies' and Children's Rings, Scarf Pins, Tie Clasps
Trade-Mark: S 14 C
E. Kinney & Orchard Sts.

Allsopp & Allsopp
Inexpensive
Platinum Diamond Jewelry
18 Columbia Street

David C. Dodd Co.
Platinum, 14-K and Enamel High Grade Jewelry
Bar Pins a Specialty 23 Marshall Street

Henry Ziruth
Unbreakable Chains—High Grade 10 and 14-K. Gold and Platinum Chains
30 Court Street

READY TO SET

Crown Quality Ring Mountings
Made in Gold and Platinum
Arch Crown Mfg. Co.
Camp and Orchard Streets

EAS TO SELL

There's Always One Best

and your discriminating customers—the kind of people who believe that good value spells economy—always want the best.

The Best Collar Button is the KREMENTZ



and people know it; the man who wants the best always asks for the Krementz, and looks at the back of the button to see the name Krementz stamped upon it, for he knows that the name guarantees that the quality is exactly what the stamp calls for and the workmanship is of the very best. Krementz stands for collar button perfection—and every button guaranteed—a new one free in exchange for any genuine Krementz Collar Button that is broken or damaged from any cause.

In shapes and sizes to enable you to suit the most exacting customer.

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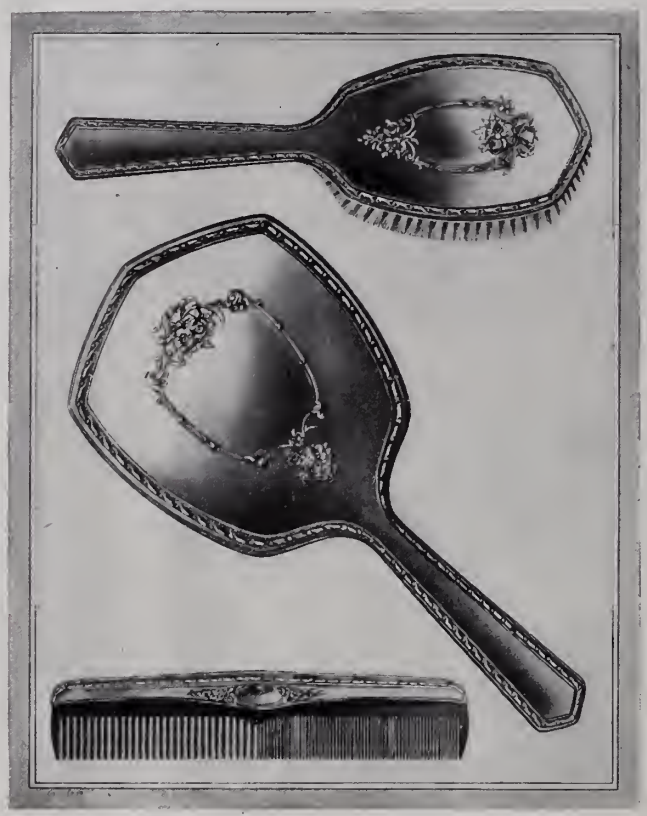
KREMENTZ & CO.

NEWARK, N. J.

NEW YORK: 286-288 Fifth Avenue SAN FRANCISCO: 722 Shreve Bldg.

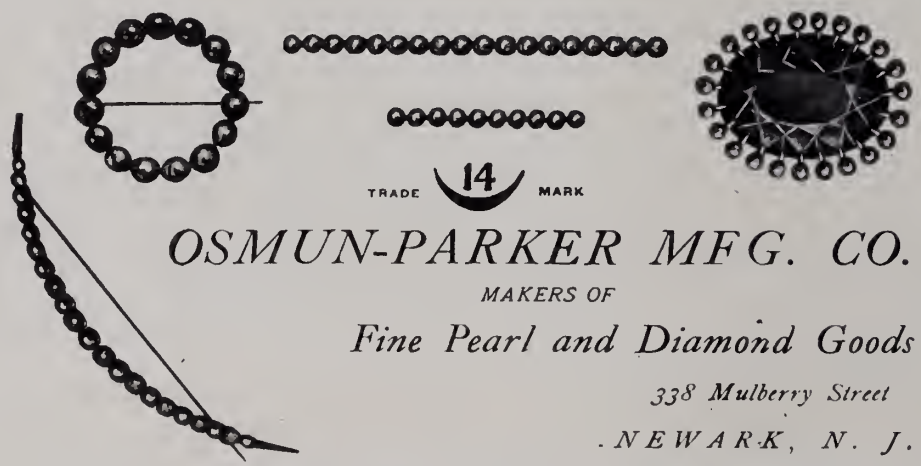
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WE have already had the pleasure of introducing to the trade this beautiful, graceful and dignified pattern in Sterling Silver Toilet Ware and which we have most appropriately named The Theodosia Burr.

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Silversmiths
Show Rooms, 1 West 34th St. New York *Newark, N. J.*



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All styles of Fancy Design Chains for Men and Women in 14 Kt. Gold and Platinum, including Lapel Chains, also Sautoir Chains in Fancy Enamels with Lockets to match.
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SAFE FOR ALL TIME

When your diamonds are mounted in our Guaranteed Wear-Proof Platinum Tipped Mountings you can rest assured that you will never lose them through having the points over the stones wear off.
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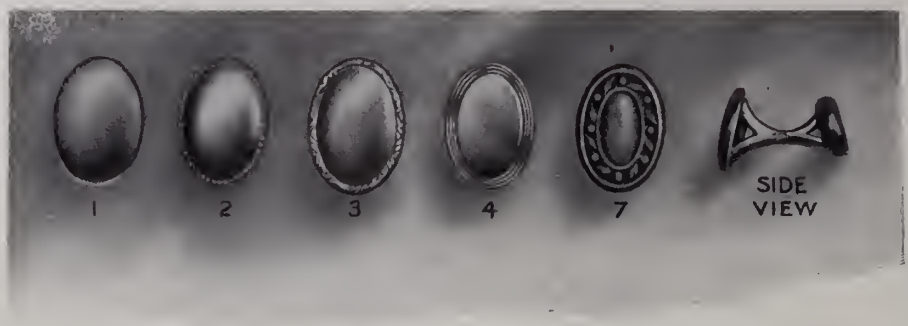
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TRADE MARK

ALL NEW GOODS

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The above are only part of a line of 14-karat Link Buttons which we sell for ***$22.50*** per doz. In these (which are illustrated exact size) we would call your attention to the quality of the die-work, the ***Heavy Double Split-Post,*** and the ***Large Bean.***

This is ***not*** a "leader," but merely an example of the excellence of the styles and the popular prices throughout the entire line of

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Necklaces, Collars, Bracelets, Ropes, Bayaderes, Sautoirs, Brooches, Pendants, etc., also loose in all sizes and qualities.

ORDER AND REPAIR WORK of all kinds executed by skilled workmen

Coat Chains
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The "Bryant" Rings.

QUALITY without style will not sell;
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The Bryant Rings have both **style** and **quality**, and will help your reputation as a Jeweler.
We guarantee every ring we make.

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EARRINGS and LA VALLIERES

14-Kt. Line of
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EARRINGS

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Manufacturers of Unusual 14-Kt. Jewelry

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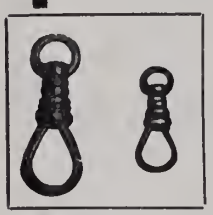
LOST ART

The introduction of watches was one of the greatest inventions of the age, and can be found in any part of the globe; when mounted in gold or silver cases brings out one of the greatest pieces of workmanship as well as art. Introduction of machinery is fast abolishing the art of watch case engraving; to-day shading machines are producing scratches in the place of hand engraving, taking away all beauty of art that has in the past been produced by hand, also the nice rich yellow color, which can only be brought out with hand-engraved work, giving in its place a case with dead effect, and all life, which is the artistic part, a thing of the past.

Machine work can easily be recognized from hand work; cuts are shallow and have the appearance of heavy pin scratches; when colored the yellow is very light, and gives a very dead effect to the engraving. In many cases the scratches extend into bright cuts, and sometimes are visible over the engine turning. This shows the imperfect part of shading machines, also the destruction of all art and beauty, which in the past was the ambition of engravers to produce. JEWELERS: this art can be given your customer by demanding the Watch Case Engravers' Union Label, which guarantees only hand engraving. Such cases can be had from the John C. Dueber Watch Company, Canton, O., and the Western Watch Co., of Chicago, Ill.

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Gold and Platinum
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Snaps, Bars, Etc.



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In

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Also an Attractive Line of
Necklaces in Coral, Amethyst
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1850



1911

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10-k. GOLD and 14-k. GOLD

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14-k. GOLD
GOLD AND PLATINUM

Baroque and Coral Lorgnette Chains
50 INCHES LONG
BEST SELLERS

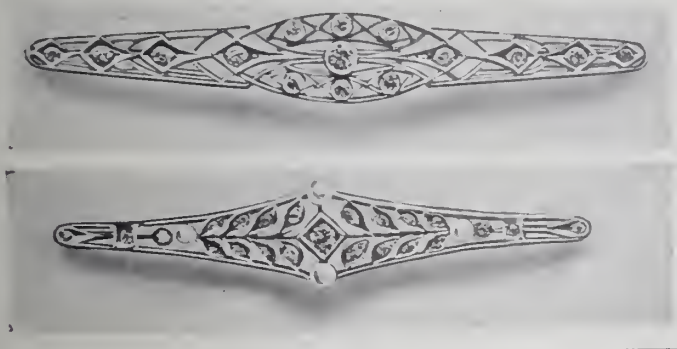
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In great variety, set with All Diamonds. Diamonds and Pearls, and Diamonds and Sapphires. Beautiful and exclusive patterns in 14-karat Gold and Platinum, all Platinum and Platinum and Gold Backs, that have been designed especially for jewelers who desire the best at reasonable cost.

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Catalogue Sent Upon Application



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14 karat, 3 dwts., each, $1.25 per dwt.; in dozen lots, $1.15 per dwt., net;
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K&H Quality JEWELERS' QUALITY K&H Quality

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Large Assortment of Samples Always on Hand

Send at once for a Memorandum Selection



Actual Size.

HARRIS LEVIN

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Actual Size
Full Platinum Cluster and 14K. Gold.

THE BEST YET

Jacques Le Coultre



SAFETY RAZOR

MORE simple, more durable, more shapely and especially more easily kept in good condition than any other safety razor. Note the flexibility of its protecting comb, which allows the blade to fall easily in position and adjust itself automatically.

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Mother-of-Pearl Jewelry for Men

STUDS, LINKS, VEST BUTTONS, etc.

THE MOST COMPLETE LINE IN THE MARKET

WRITE FOR SAMPLES

MENTIONING PRICE

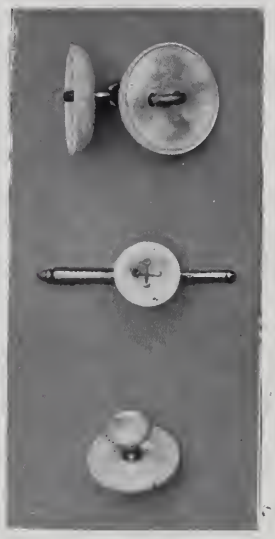
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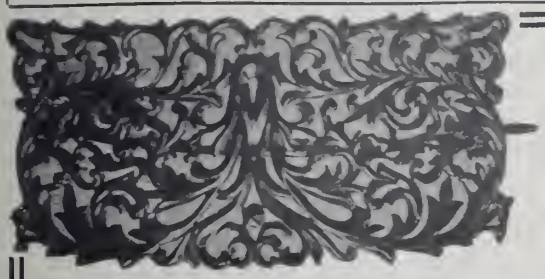
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In **sterling silver jewelry** we present odd and unique patterns, set with semi-precious stones. Necklaces, La Vallieres, Brooches, Bar Pins, Scarf Pins, Shirt Waist and Dinner Rings, etc. Of the fashionable long chains for lorgnette, watch or fan, a splendid line can be seen in sterling or plated, embodying the newest ideas.

Our reputation as the **leading fan house** is too well established to require further comment.





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Real and Imitation

Our extensive line of **Combs, Pins, Side Combs, Barrettes, Dressing Combs** and **Optical Goods** sell **quickly,** because they are

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J. B. BOWDEN & CO.,

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in Any Metal
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¶ Mr. Schweiger also wishes to inform his friends that he will call on them early in September.

IT WILL BE TO YOUR INTERESTS TO SEE THIS LINE BEFORE MAKING YOUR FALL PURCHASES

MAX SCHWEIGER, 71 Nassau Street, New York

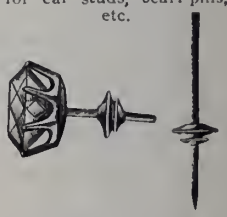
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Automatic Holder
for all sizes of scarf-pin wire. Guaranteed.



EAR WIRES
for unpierced ears.

MAGIC NUT
for ear studs, scarf-pins, etc.



SAFETY CATCH
For Brooches, etc.
Can be applied to any work where pin tongues are used.

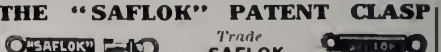


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Special Order Work and Repairing.

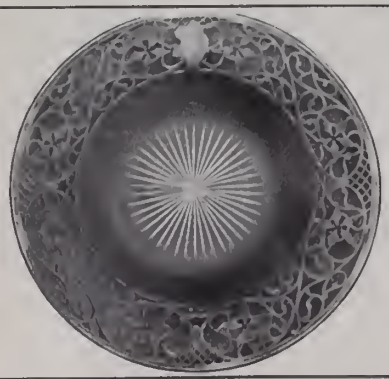
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For Necklaces, Neck Chains and La Vallieres. The latest, best and **safest** ever invented. For sale by all Wholesale Jewelers, Jobbers and Material Houses, also with Neck Chains by Chain Manufacturers. Sample by mail 15c., in 10K. gold 50c., 14K. 75c. Made and guaranteed by **The N. L. Saflok Co., 75-77 Nassau St., New York.**



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Everything to Match
Plate Made in 7 sizes
10 in. Sandwich Tray, $10.50

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Silver Deposit Ware

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NATHAN GREENBERG

Mfr. of Fine Platinum Jewelry
16 West 45th St., NEW YORK

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BY JOHN J. BOWMAN

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Cloth, Postpaid, $1.00

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Sample Lines Only

TRADE-MARK

MAKERS OF
Solid Gold Jewelry
FOR THE
JOBBING TRADE
ONLY



READY TO INSERT IN CUFF

We have successfully solved the problem in the button we illustrate on this page. To see it is to understand it, and to display it is to sell it.

Trade Mark

New York Office
15 Maiden Lane

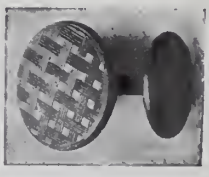
The Best Jewelers in the Country Are Showing and Selling This New Button

There have been many attempts in the past to produce a Link Button that can be operated with one hand, and one that will give satisfaction in a soft and stiff cuff as well.

"PERFECTION" Pat. May 9, 1911







WINTHROP MANUFACTURING CO.
ATTLEBORO, MASS.



POSITION WHEN IN CUFF

We will send you upon request full information as to prices and letters from satisfied users. We have manufactured plated jewelry for years, and our reputation is our strongest selling point.

Sash Pins, Hat Pins, Brooches, Scarf Pins, Cuff Buttons, etc.

H.-A. CO.
LINK BUTTONS
and LOCKETS



1870

THE HORTON-ANGELL CO.

Manufacturing Jewelers ATTLEBORO, MASS.

CORRECT
SCARF PINS and
ANGELL COLLAR
BUTTONS



1911

"Our Goods are Made in the Light of Experience"

There is a reputation of 40 years standing back of our trade-mark.

DON'T CONFUSE IT WITH MARKS OF A SIMILAR NATURE.

Caution.

The purchaser of this card of buttons should see that the BAR on each button bears this,

TRADE H. A. & CO. MARK

Buttons bearing this stamp are Guaranteed to give Absolute Satisfaction.

Buttons without this stamp are bogus and have no right on this card.

The above is a fac-simile of the back of our Link Button cards.

Representative Wholesale Jewelers in the larger cities of the United States have been our customers for nearly half a century. We sell the jobbing trade only.

N. Y. OFFICE:
Silversmiths Bldg.
15 Maiden Lane
Geo. E. Heywood

"WHEN BETTER BUTTONS FOR THE MONEY ARE MADE, THE HORTON-ANGELL CO. WILL MAKE THEM."

Western Representative, Fred A. Bullock

SAN FRANCISCO:
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Alfred H. Bullion

GOLD JEWELRY in
14 Karat and
10 Karat

Diamond Mountings
Brooches
Scarf Pins
Bar Pins
Earrings
Etc.

Diamond "F"

Trade F Mark

Stamped on All Goods is a Guarantee of Workmanship, Finish and Quality

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NORTH ATTLEBORO
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Here is the best value in a

Real Gun Metal Bag

Actual Size 4 3/4 inch top

"THE QUALITY'S THERE"



No. 7004 (1/3 Size)

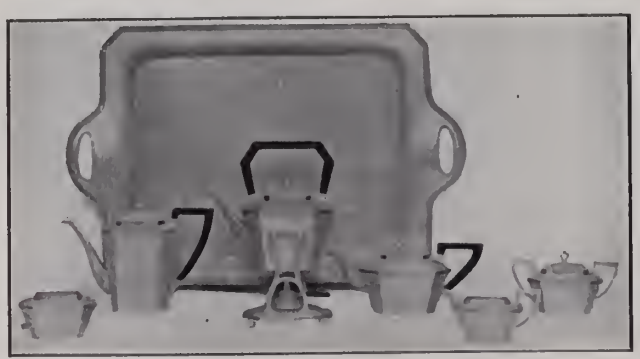
This Bag will sell at a POPULAR PRICE and leave a good profit

Made in 7 sizes: 2¾, 3¼, 4, 4¾, 5½, 6 and 7 inches.

Write for Our Catalogue "B"

Oppenheimer-Brussel Importing Co.

Flatiron Building NEW YORK



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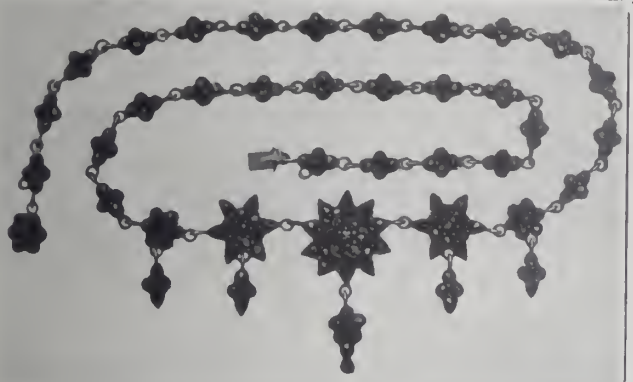

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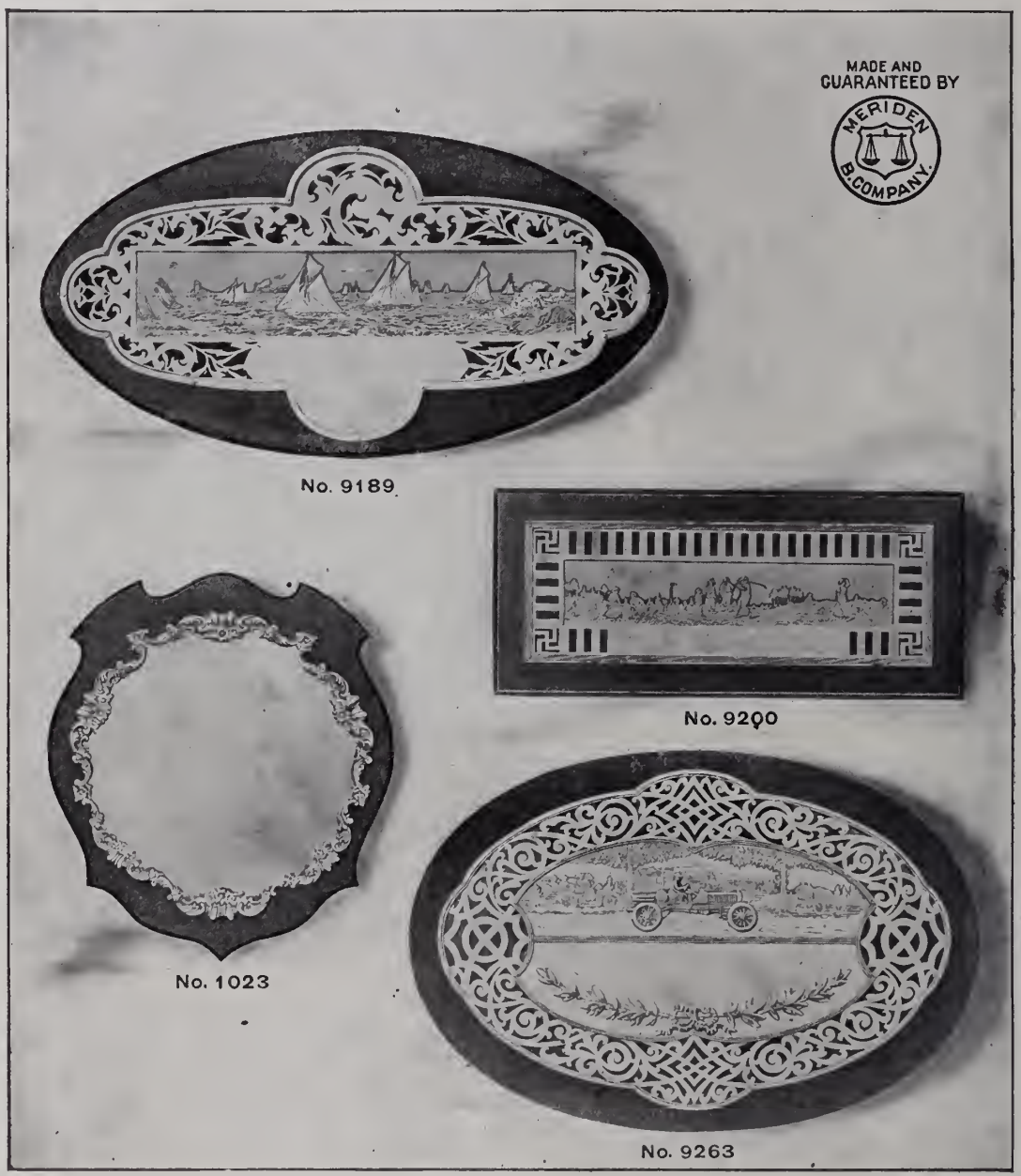
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THE JEWELERS' CIRCULAR
WITH WHICH ARE CONSOLIDATED
THE HOROLOGICAL REVIEW
THE JEWELERS' WEEKLY THE JEWELERS REVIEW

VOL. LXIII. WEDNESDAY, AUGUST 23, 1911. No. 4.

Welsh Gold Used on the Insignia of the Investiture of the Prince of Wales.

THE insignia of the Investiture of the Prince of Wales corresponds closely to the Royal Regalia of England at the coronation; and as at the State ceremony in Westminster Abbey, so for the state ceremony at Carnarvon Castle, each emblem had its own peculiar significance.



THE GOLDEN ROD.



THE SWORD.

The Coronet, for instance, typifies Princeship; the Ring is worn in token of Unity. Investiture with Ring and Staff has a religious meaning, being the ancient method of conferring the temporalities of a Bishop.



THE CORONET.

The Sword is the emblem of a lay feudatory.

The Medal on its obverse represents the Prince of Wales wearing the mantle and collar at the Order of the Garter, together with the Prince's coronet. It bears the simple inscription, "Edward, Prince of Wales, K.G." On the reverse of the medal is shown the Eagle Tower of Carnarvon Castle. In every detail the idea of Welsh nationality has been accentuated and followed.

The metal of the insignia is Welsh gold, and was mined by Welshmen, while the emblems were designed and modeled by by Wale's leading artist, Goscombe John, R.A. They were executed by Messrs. Garrard, of London.

Spurious Old Sheffield Plate.

THE object of the campaign against the selling of spurious old Sheffield plate, which is being carried on by the Cutlers' Co., Sheffield, and the Sheffield Master Silversmiths' Association is not, as might be supposed, merely to protect eurio collectors against fraud, says the *Ironmonger*, a British journal. Imitations of goods made by the obsolete plating process are being produced in such wholesale fashion as seriously to interfere with the legitimate trade in electro and silver plate, and are bought not merely for display on the sideboard, but, to a very large extent, for ordinary use.

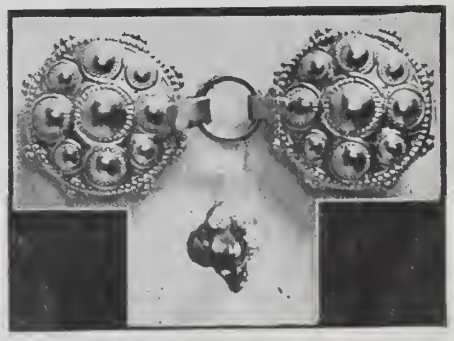
The business in counterfeits began in Birmingham, but its possibilities were soon appreciated in Germany, and the still cheaper German work has almost driven out of the market the productions of the Midland capital. In Germany, which may now be fairly described as the home of this questionable trade, table ware consisting of copper coated with silver by the modern electrop'ating system is being turned out by the ton, one firm alone employing several hundred hands continuously on such work. Most of these goods find their way to dealers in "antiques" and "curios," and are eventually bought by collectors in the belief that they are specimens of late 18th century Sheffield plate, which was made by fusing a coating of silver on copper. A short time ago the conviction of a Belfast curio dealer was reported, but up to the present time no action has been taken against the manufacturers of the counterfeits, who are, of course, the prime offenders. Since the matter received publicity in England, makers of electroplated copper have modified the wording on their catalogues, presumably with the object of evading legal consequences, and they now describe their wares as "Old Plate Reproductions," or "Sheffield Plate Reproductions," but even these descriptions are misleading. We have seen one such catalogue containing hundreds of illustrations not five per cent. of which are copies of real old Sheffield plate. The fact remains that such articles can be readily disposed of as genuine old Sheffield plate, and that there can be no other purpose in using copper as the base metal than to deceive the public. The old Sheffield platers employed it because German silver, which is a much better metal for the purpose, being harder and whiter and much more costly, had not then been invented. The most suitable base metal for electroplating



THE MEDAL, OBVERSE.

is German silver, and if cheapness is desired Britannia metal and brass can be substituted.

As the imitations of old plate are offered at low prices they are extensively bought for presentation purposes in lieu of modern plate and offered to the recipients as



THE GOLDEN CLASP.
THE RING.

something rare and valuable. A few months' use in the house, however, serves to expose their worthlessness.

An American consul in Asiatic Turkey reports to the Bureau of Manufactures that a prominent firm of importers and retailers are desirous of communicating with American manufacturers. Among the articles mentioned which the firm could handle is jewelry. Further information to be obtained from the Bureau of Manufactures, by giving the file number, which is 7170.

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A Report Upon Precious Stones During 1910.*

By Dr. George Frederick Kunz.

AS the space allotted to this subject is not great, it was found necessary to condense as much as possible, thus only the most salient points with regard to precious stones both here and abroad are described. It has not been possible to give more than a very few notes of the semi-precious stones, of which so many varieties have been utilized for ornamental purposes during the past 20 or 30 years. The less important, therefore, must necessarily be omitted. I distinctly remember that 30 years ago all the uncommon semi-precious stones in the city of New York could be carried in one hand.

During the past few years a number of dealers and lapidaries have given the names of fruits to new combinations of old material or heterogeneous mixtures of rocks, including even ferruginous beach pebbles, when stained in various colors. Although such or similar popular names may be permissible in the case of candies, cigars and other manufactured goods, this usage is quite indefensible when we have to do with combinations of rock material having distinct, scientific names of their own.

Evidently, through the cupidity of the reproductionists, some German jewelers have been importing from China imitations of the more popular forms of Chinese jewelry, and have utilized an imitation jade for the settings, cleverly reproducing this favorite stone in glass, the setting being in gilt brass. Artificial gems have been extensively sold, but for some reason or other they reach the retail customer at almost the price of the natural gems and the purchaser does not know that he is not buying nature's product. Furthermore, instances have occurred abroad where a bill of sale was demanded, and later on the word "scientific," "reconstituée," or "artificial" appears in minute writing in some corner of the bill.

PLATINUM AS A GEM SETTING.

The continued use of platinum as a favorite material for the setting of small diamonds has added much to the popularity of these small stones. They also enjoy great favor when set in connection with rubies and emeralds, the latter being cut either square or oblong. This combination is often used in the case of a bracelet, or a piece of jewelry having a ribbon-like effect, the stones fitting in a groove, edge to edge; this is known as "calibre setting." In spider web and plaquette forms of jewelry, where a single ornament is used, a single piece of platinum is often saw-pierced with great skill and set with brilliant-cut diamonds weighing 100 to 300 to the carat, and then relieved with ribbons of calibre-cut stones; or, more recently, the *mouchoir* type of severe ornament, made of platinum-like geometrically folded lace or linen "paved" with gems of one or two colors only. Platinum has risen greatly in value since it became so popular as a setting for diamonds of all kinds, more especially for the small cut stones. So much of the jewelry is cut from a solid sheet of platinum and the waste and material requiring remelting is so great than on intricate pieces the cost is often three times that of gold, more especially when the lighter specific gravity of platinum, alloyed with 5 to 11 per cent. of pure iridium is compared with that of 18-carat gold.

FAVORITE STONES.

Emeralds and pearls are the two principal gems other than diamonds for which there is a demand, and larger and finer stones were imported and sold than in any previous year.

Sapphires, which only a few years ago had been somewhat neglected, were again sought, with the result that the prices showed a material advance during the year that has closed. The bluer stones from the Cashmere, Burma and Ceylonese mines have never been surpassed for depth and purity. The price of these was naturally considerably enhanced over the blue stones that had been sold before. All blue stones have been much in favor, principally sapphires, lapis lazuli, blue tourmaline, etc. The sapphire has been perhaps the most favored of all precious stones excepting the diamond and emerald. The ruby, which still maintains its price, has become still more rare than it was formerly.

There is a greater and growing demand for all irregular-shaped jewels, such as Indian cuttings to be used in connection with art jewelry and craftsmen's work; and also for material in the formation and treatment of which a certain amount of individuality is apparent.

What is called black onyx, that is, a chalcedony stained black, is frequently cut in very minute pieces of a similar square form or else in odd geometric forms, making a pleasant contrast, or a ribbon-like effect when placed in connection with fine diamond work.

Diamonds.

Markets.—The diamond industry during the first half of 1910 continued active, following the closing down of the mines in 1908 due to the financial depression in the United States. When the mines were reopened in 1909 the dealers' stocks had been so greatly reduced that their replenishment caused an exceptionally active demand. This replenishment of stocks and the consequent sales served to stimulate business in 1909, and led to increased importation, which was also partly due to the higher price obtained by the farming communities for their food products, as, owing to this, there was a general rise in prices. However, in the latter half of 1910 the increase was checked and $1,200,000 less were imported. This will surely carry into 1911, possibly for more than half of the year.

The year 1911 is not likely to see a great revival in the jewel trade: (1) Because of the depressed conditions among the small farmers who are holding back their crops, expecting to realize the high prices they received the previous year, an expectation which will probably not materialize this year; (2) on account of the uncertainty of financial conditions, due to the court decisions concerning the large combinations of capital, and (3) owing to the overproduction and speculation in American business of the previous year.

The accompanying table contains the official figures for the imports of diamonds, precious stones and imitations thereof for the fiscal years 1909 and 1910.

South African Diamond Fields.

The production of diamonds in South Africa during 1910, while not as great as in a few former years, showed an increase

TABLE I.—UNITED STATES IMPORTS OF PRECIOUS STONES.

	1909.	1910.	*Increase.*	*Decrease.*
Diamonds, uncut, including miners', glaziers' and engravers', not set.				
Imported from:				
United Kingdom	$4,854,599	$6,304,759	$1,450,160	.....
Belgium	1,827,800	1,045,964	.....	$781,836
France	1,132,681	986,532	.....	146,149
Netherlands	615,257	764,889	149,632	.....
Other countries	359,312	101,990	.....	257,322
Diamonds cut but not set				
Imported from:	$8,789,649	$9,204,134	$414,485	.....
United Kingdom	$1,640,024	$2,135,115	$495,091	.....
Belgium	10,374,316	9,944,828	.....	$429,488
France	3,859,922	3,678,600	.....	181,322
Netherlands	11,364,476	9,763,129	.....	1,601,347
Other countries	130,667	150,967	20,300	.....
	$27,369,405	$25,672,639	.....	$1,696,766
Pearls, and parts of, not strung or set	.....	*464,712	.....	.....
Other precious stones uncut	440,638	222,513	.....	218,125
Other precious stones, imitations of, cut but not set.				
Imported from:				
United Kingdom	1,072,458	1,323,669	251,211	.....
Austria-Hungary	843,144	1,129,573	286,429	.....
France	4,217,720	3,675,697	.....	542,023
Germany	776,739	503,749	.....	272,990
Other countries	60,803	119,144	58,341	.....
	$7,411,502	$7,459,057	$27,555	.....
Total, diamonds, etc.	$43,570,556	$43,315,830	.....	$1,254,726

*Included in "other precious stones, cut but not set, etc.," prior to July 1, 1910. Represents six months' importations only; the total value of the pearls imported in 1910 was $1,626,083.

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over that of 1909, when the effects of the panic of 1907 had not yet been spent. This improved state of things in the diamond market is shown not only by the reports of the South African mining companies, but also by the statistics of the importation of diamonds into the United States in 1910, the volume of these importations constituting a barometer by which we can measure the prosperity of the diamond trade, their rise and fall indicating the ebb and flow of the market. Of course an increased production might not necessarily mean increased sales, but under the conservative management of the leading South African company, this has, with few exceptions, been the case, and better prices were secured in 1910 for the product of the diamond mines than in any year since 1907, a date marking the culmination of a long-continued advance.

Operations of the De Beers Co.—The last annual report of the De Beers Co., for the year ended June 30, 1910, shows £2,339,983 on diamond account credited to profit and loss, this result being due to increased production and sales, and also to realization upon old stock. That the diamonds of the De Beers Co. are of a better class than those of the competing companies is shown by the higher prices they command, 80 per cent. of the total production selling at 40s. per carat. Nevertheless the London syndicate that markets the De Beers diamonds accumulated, during 1909, unsold diamonds to the value of £1,200,000, but these accumulations, together with new material worth £5,800,000, were disposed of in the course of 1910.

The diamond mining of the De Beers Co. is carried on at greater depths each year, as the accompanying data will show. These depths are generally double those recorded 10 years ago, in marked contrast are the figures for the Premier mine, where the average depth attained at present is but 125 feet, the lowest level being 250 feet. The entire mining is of the open-cut character, with no shafts.

TABLE III.—DEPTH OF SOUTH AFRICAN DIAMOND MINES.

		Feet
De Beers	Main rock shaft	2,466
	No. 1 shaft	1,670
Kimberley	Main rock shaft	3,527
	No. 9 Prospect shaft	3 120
	No. 10 Prospect shaft	3,120
Wesselton	Main rock shaft	1,119
Bultfontein	No. 1 main rock shaft	708
	No. 2 main rock shaft	1,084

TABLE IV.—PRODUCTION OF THE DE BEERS CO.'S MINES.

	1909 *Carats.*	1910 *Carats.*
De Beers-Kimberley	590,618	687,319
Wesselton	611 374	684,716
Bultfontein	597,785	682,848
Dutoitspan	.....	210,951
	1,799,777	2,265,834

*One carat = 250 milligrams.

The Premier Diamond Mines Co.—The great falling off in the yield of the Premier mine from the beginning of operations in 1903 to the year 1906 (from 1.29 carats per load to 0.301 carat) has been attributed to the working up of the upper or "yellow ground," wherein ages of weathering are believed to have caused a great concentration of diamonds. Since 1906 the decline in yield has been gradual, though constant, and this seems to indicate that these mines can be profitably worked for a long time to come. By the introduction of improved machinery the cost of production per carat has been reduced from $2.78 in 1906 to $2.04 in 1910.

The statistics of production, etc., for the Premier Diamond Mines Co., for the years ended Oct. 31, 1909, and Oct. 31, 1910, are given in Table V.

TABLE V.—OPERATIONS OF THE PREMIER DIAMOND MINES CO.

	1909.	1910.
No. of loads washed	7 517,793	9,531,882
No. of carats found	1,872,136.50	2,145,832,75
Value of diamonds	£1,172,378 7s 6d	£1,496,641 5s 5d
Yield per load carats	0.249	0 23
Value per carat	12s 6.28d	13s 11.39d
Value per load	3s 1.43d	3s 2.49d
Cost of production per load washed	1s 11.42d	2s 0.56d
Profit per load washed	1s 2.01d	1s 1.93d

The trifling increase in cost of production was more than offset by the better price obtained for the diamonds.

The Premier mine has not perhaps been worked as economically as it might have been if only the better ground had been selected, leaving the less productive untouched. Under present methods it not infrequently happens that a quantity of material is taken out which does not contain enough diamonds to cover the expenses of mining and washing. However, the course pursued by the management is possibly the best in the long run, as the mine is cleared up thoroughly as the work proceeds, and no unworked patches of less productive ground are left which might interfere seriously with subsequent mining; but the impression often created is that the general yield is lower than it would otherwise be.

London Diamond Syndicate.—The agreement between the London Djamond Syndicate and the De Beers company for the selling of the De Beers' diamonds expired on July 1, 1910. It has been renewed for five years on essentially similar conditions. Rumors have been current that the syndicate was about to contract for the sale of the diamonds of the Premier mine and even those of the German Regie, but nothing definite has yet been done in the matter. The syndicate has, however, lately undertaken to dispose of the diamonds of the Jagersfontein mine, one of the largest in South Africa, and there is a working agreement with the agency of the Premier mine.

Voorspoed Mine.—The Voorspoed diamond mine in the Orange Free State, about five miles northeast of the Lace mine, comprises a diamantiferous area within the pipe of about 800 claims. It was at one time believed that the kimberlite area was considerably great, but within the rim rock of the pipe there are huge masses of a basic amygdoloid aphanite in which kimberlite only appears here and there in little patches and veinlets. This is the only large diamond mine workable at a profit, except the Premier, that has been discovered in South Africa during the past 17 years. According to Mr. Harger, we have the unique phenomenon of an oval volcanic diamond pipe within the neck of a pre existant volcano. As a rule the diamonds from this mine are not large, although occasionally crystals weighing from 30 to 40 carats occur; in large parcels the grade is not high. There are many pale yellow and off-color stones. The crystals are generally round and elongated rhombic dodecahedrons, frequently with curved faces; perfect octahedrons rarely appear, in contradistinction to the Lace mine, where these are often found.

The Voorspoed mine was extensively worked in 1909. In the course of the year 1,831,127 loads of ground were mined, yielding 274,785 carats of diamonds, among which was a fine blue-white stone weighing 116¼ carats. The average yield, 0.15 carat per load, represents a falling off from previous years; but as this was due to the presence of a large amount of waste rock from the sides of the pit, the expectation is that an average of about 0.19 carat per load will soon be attained. The cost of working was 2s. 0.24d. per load, and about 18s. per carat was obtained for the diamonds. The profits for the year are stated

TABLE II.—THE OUTPUT OF THE DE BEERS CONSOLIDATED MINES, LTD.

Mine.	**Loads hauled.*	*Loads washed.*	*Yield per Load. Carat.*	*Value per Carat.*	*Value per load.*
1910.					
De Beers	.....	992,9 1 }	0.38	47s 9.25d	18s 1.83d
Kimberley	431,339	815,833 }			
Wesselton	1,702 237	2 159,738	0.32	34s 3.58d	10s 11.7d
Bultfontein	2,099,173	1 818,509	0.37	32s 1.63d	11s 10.68d
Dutoitspan	878,755	917,175	0.23	68s 1 46d	15s 8 02d
	5,111,524	6 684,156			
1909.					
De Beers	55,709	1,153,569 }	0.421	46s 7.79d	19s 7.11d
Kimberley	434,405	249,325 }			
Wesselton	1,853,562	1,798,160	0.34	32s 2.94d	10s 11.56d
Bultfontein	1 214,301	1,573,118	0.38	33s 5.04d	12s 8.53d
	3,557,975	4,774,232			

*One load = 1,600 lbs.

The figures for the year ended June 30, 1909, are here given for purposes of comparison.

As will be noted, the total number of loads worked exceeded in each year the number of loads mined by 1,216,917 in 1909 and by 1,572,632 in 1910. This has reduced the stock of blue ground on the floors of the mines to 7,166,274, to which may be added 609,765 loads of lumps. Work in the De Beers mine was not resumed in 1910, but Bultfontein, where no work was done in 1909, was extensively exploited.

The cost of mining and washing varied considerably in the different mines, being 8s. 3.76d. per load (6s. 11.44d. in 1909) in the Kimberley mine; 5s. 5.82d. (4s. 5.09d. in 1909) in the Wesselton mine; 4s. 3.48d. (6s. 7.39d. in 1909) in the Bultfontein mine and 5s. 5.34d. (5s. 6.24d. in 1909) in the Dutoitspan mine. The highest average profit, 10s. 2.68d. per load, was secured in this latter mine.

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to be £31,930. The finding of a 244-carat diamond in this mine was announced in the latter part of March, 1911.

Vaal River District.—The "red-ground" of the dry diggings on the Vaal river is now worked irregularly by a large number of diggers, a few of whom secure prizes well worth having, while the great majority barely make a living. As the government exacts 5s. a month for each claim of 1,800 square feet, only the better claims can be worked at a profit. Those who own the land are somewhat better off and the new Vaal River Co., which has erected five gears on its estates, is able to make a profit on ground yielding but 0.02 carat per load. This is only possible because of the fine quality of the diamonds, which are valued at 85s. per carat. At the Balmoral mine in the Barkly West district 400 loads of "yellow ground" are washed daily for a yield of 0.0325 carat per load. The smallest stones found here weigh one carat and diamonds of 19 and 52 carats have recently been received.

Weissrand District.—The reported discovery of a three-carat diamond in blue ground about 40 kilometers from Gibeon, in the so-called "Weissrand," the declivity of the great limestone plateau constituting most of the southeastern part of the German Protectorate, has suggested the idea that this region might possibly be the source of the Lüderitz Bay diamonds. At Mukerob, in the same region, blue ground also appears; but although the associated minerals of the diamond are present, the diamond itself has not yet been found.

South African Diamond Shares.—The shares of the leading South African diamond mines fluctuated greatly as a result of the panic of 1907 and the subsequent resumption of activity in the diamond market. The deferred shares of the De Beers company, with a par value of £2 10s., which had risen to 30 11-16 in 1907, fell to 8 5-16 in 1908, but rose to 19 7-8 in 1909. The marked rise in 1907 was coincident with an increase of the semi-annual dividends from 10s. to 17s. per share; during the depression in 1908 both semi-annual dividends were passed, while in 1909 the old rate of 10s. per share was resumed. The quotations of the preference shares showed the following extremes: high (1907) 19 3-8, low (1908) 12; in 1909 these shares had risen 18 3-16. The 5 per cent. debentures of the company were quite steady, only ranging from 99½ to 107. In the case of the Premier mine the highest quotation of the preference shares (par value 5s.) was 9½ in 1905, the lowest, 6⅛ in 1908, with a recovery to 9 in 1909. The deferred shared (par value 2s. 6d.) fell from 19¾ in 1906 to 4¼ in 1908, and recovered to 10¾ in 1909. The obligations of the New Jagersfontein mine showed closely similar fluctuations.

GERMAN SOUTHWEST AFRICA.

Lüderitz Bay.—Regarding the length of time during which the Lüderitz Bay deposits will continue productive, Dr. Paul Rohrbach writes from this region that the conditions seem to be much more favorable than at first supposed. As an example he cites a complex of land in the immediate neighborhood of the bay comprising nearly 5,000 hectares (12,000 acres); this belongs to a single company, and it has been determined that under the present economical method of working, the same ratio of production could be maintained for 10 years, and under more thorough methods of exploitation, probably for an additional 10 years. The whole amount of diamonds in this particular field is estimated to be 4,000,000 carats, worth (at 25 marks per carat) 100,000,000 marks ($21,000,000). The diamond fields outside of the region noted, and above all the extensive holdings of the Deutsche Diamant-Gesellschaft, an offshoot of the Deutsche Kolonial-Gesellschaft, are believed to contain many times the above amount and value of diamonds.

The assertion has often been made that the size of the diamonds of German Southwest Africa consistently increases from north to south, but more careful investigation has disclosed the fact that after a noticeable increase in size and frequency, fields of much smaller stones are encountered, to which succeed again fields containing larger stones. These observed facts indicate that the diamonds have been derived from several independent sources.

In striking confirmation of this view, the German Colonial Secretary Dernburg recently estimated the value of the German deposits at 1,000,000,000 marks ($240,000,000). The secretary added that he had rejected a proposal of the De Beers company to enter into a combination with the German Diamond Regie for the control of prices, believing that Germany should keep a free hand in this matter, and should not renounce the possibility of dictating terms herself at some future date.

Since the discovery of the diamond deposits at Lüderitz Bay in May, 1908, a large number of small stones of excellent quality have been secured from this field. The average weight does not exceed ½ carat. The diamonds are taken from sedimentary deposits, not from the matrix-rock, and their original source has not been discovered, some believing that it lies beneath the sea, while others conjecture that the diamonds were carried down, in earlier times, by streams that then flowed to the sea from the uplands distant from the coast. As there is some prospect that dredging operations may bring good results, an imperial decree of Oct. 17, 1910, vests all rights for the search after diamonds on the sea-bottom in the Colonial treasuries. The deposits are worked by a number of private companies and also by the government directly, an export duty of 33⅓ per cent. ad valorem being levied on all diamonds mined by the companies. It is now proposed to substitute a tax of 40 to 45 per cent. on net profits.

The systematic perseverance with which the Germans are exploiting these deposits has been a surprise even to the older companies. The official report of the German Diamond Regie for 1910 states that the total weight of diamonds secured in that year was 798,865½ carats. These diamonds were sold for $5,154,859, an average of $6.15 per carat. In 1909 the total diamond production was 570,977 carats, marketed for $4,032,800, a carat average of $7.19. The falling off in the carat value was due to the smaller average size of the diamonds, the Pomona region having furnished a number of larger diamonds in 1909. The Antwerp Syndicate took the lion's share ($96.79 per cent.) of these German diamonds, 3.08 per cent. being retained in Germany and the small remainder, 0.13 per cent., going to Amsterdam. In 1909, 6.32 per cent. of the product was kept in Germany; the decrease in 1910 was due to the fact that the German diamond cutters could get cheaper material in London. The profits realized by the German Diamond Regie in 1910 are given as 677,962 marks ($163,388), out of which sum dividends of 10 per cent. were paid.

There is talk of a definite agreement between De Beers company and the German Diamond Regie, and it is reported that the company has offered to take the place of the Antwerp Syndicate in handling the German diamonds, but so far only the so-called "bort," a grade of diamonds used industrially, has been the subject of an agreement between the Antwerp Syndicate and the De Beers company, and the German mines yield scarcely any "bort."

German East Africa.—Quite recently the discovery of extensive diamond deposits in Bagamoyo, German East Africa, has been reported. The part of the German territory where the diamonds are said to occur lies opposite the Island of Zanzibar.

Operating Companies.—Of the total production of the German mines 75 per cent. is credited to five companies and two districts worked by the government. The five companies are as follows: Kolonial Bergbaugesellschaft (Colonial Mining Co.), Kolmanskop Diamantminen (Kolmanskop Diamond Mines), Pomona Diamantgesellschaft (Pomona Diamond Co.), Deutsche Diamantgesellschaft (German Diamond Co.), and the Vereinigte Diamantminen Lüderitzbucht (Lüderitzbucht United Diamond Mines). In the larger companies machine labor has already, or will soon be substituted for hand labor, and there will be an extension of the tract exploited for mining. The imperfect methods used at the outset not only required more time, but also entailed the loss of good material.

Belgian Congo Region.—Several small diamonds have been found in the Belgian Congo. One of these was secured by a prospector of the Société Forestière et Minière du Congo from the concentrates of the Kiminina, a small stream which enters the Kassai River about one mile below the great waterfall called Mai Munene ("mighty waters"). The stone weighs about ¼ carat and is an irregular transparent dodecahedron. The rocks underlying the plateaux of this region of Jurassic sandstones, but there are outcrops in many streams consisting of quartzites, granites, gneisses and igneous rocks, and comparable to the pre-Cambrian series. Sydney H. Ball regards these formations as the source of the diamond, although he suggests that it might have weathered out of the sandstones and become deposited in the older rocks.

In the Katanga region, west of Lake Tanganyika, about a score of small diamonds were discovered, between 1906 and 1910, in the alluvial deposits of the Lualaba River, and of its affluent the Mutendele River, the places of occurrence being not far removed from one another. Most of these stones were small, the average only slightly exceeding 1-16 carat, but charac-

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teristic types of diamond crystals were represented. A very interes ing fact is that in the Katanga district, about 95 miles from these alluvial deposits, a much altered peridotite has been found, resembling the "yellow ground" of Kimberley. Several "pipes" of this formation traverse Permo-Triassic horizontal layers of the Kundelungu system. This occurrence of diamonds more than 1,500 miles north of the Kimberley mines is a matter of great scientific interest, and may indicate a new field for operations in diamond mining.

(To be continued.)

Duluth Jewelers Anxious to Find Former Watchmaker Who Recently Left That City.

DULUTH, Minn., Aug. 16.—Garon Bros., jewelers of this city, are very anxious to learn the whereabouts of Isaac Berg, formerly a watchmaker in their employ, who has disappeared from this town and is believed to have gone to Canada, though it is possible he has started in the jewelry business or may have applied for a position to some other firm. The jewelers say that they would like to have him account for goods which they had entrusted to him to sell on commission.



ISAAC BERG, MISSING WATCHMAKER.

Berg is described as being about 32 to 35 years old, about 5 feet 4 inches high, with gray eyes, light hair and light mustache. He speaks English rather poorly and with a decided German accent. After being employed by Garon Bros. for six months, he started in business for himself about five months ago. Garon Bros. will be obliged to any jewelers who know of his whereabouts if they will communicate with them promptly.

Jewelers of Petersburg, Va., Organize a 24-Karat Club at That Place.

PETERSBURG, Va., Aug. 16.—The jewelry trade of Petersburg now possesses a 24-Karat Club, such an organization having been formed in this city at the Stratford Hotel Friday night last. At the request of the jewelers of this city, members of the 24-Karat Club of Richmond responded to an invitation to organize a similar club here, and the following jewelers of the Richmond association came over to participate in the organization ceremonies: President C. F. Kohler, A. F. Jahnke, first vice-president; Secretary D. Buchanan, Assistant Secretary G. B. Williams, Jos. E. Allen and R. S. P. Smith. The meeting was held and the officers elected—J. McS. Buchanan, president; E. H. Titmus, vice-president; Stanton Pilcher, secretary, and T. A. James treasurer.

After a general discussion of the benefits of the jewelers' clubs the jewelers adjourned to the dining room of the Stratford Hotel, where members of the Petersburg club acted as hosts to the jewelers from Richmond, and an enjoyable banquet was held.

S. Speckter, Gallitzen, Pa., Offers Creditors a Settlement at 30 Cents.

PITTSBURGH, Pa., Aug. 17.—The Pittsburgh creditors of S. Speckter, Gallitzen, Pa., have been notified through his counsel that Speckter is unable to meet his obligations and will settle with his creditors in cash at the rate of 30 cents on the dollar. Just how badly Speckter is involved is not known here, but he is said to have been carrying a stock of goods worth between $7,000 and $8,000. One of his Pittsburgh creditors said to-day that he believed it would be best to accept the offer, since if payment was forced by bankruptcy proceedings, creditors might not be able to realize as much.

Gallitzen is situated in Cambria County, this State, and is about 10 or 15 miles west of Altoona, being a coal and coke country of much prominence. Mr. Speckter, who has been a watchmaker for many years, started in the jewelry business for himself in 1907, and for some time was a member of the firm of Speckter & Salven, which dissolved Jan. 1 of this year. Since that time he has been in business alone.

Jewelry, Clocks, Watches, Silverware and Kindred Lines Exported from New York.

WASHINGTON, D. C., Aug. 16.—The following were the exports of jewelry, silverware, optical goods, clocks, watches and kindred lines from the Port of New York for the week just ended:

Amapala: 4 cases plated ware, $198; 1 case jewelry, $933; 1 case watches, $199; 1 case optical goods, $268.
Berne: 2 cases watch cases, $312.
Bombay: 29 cases clocks, $537.
Bremen: 2 cases watches, $6,953.
Buenos Aires: 112 cases clocks, $3,230; 1 case watches, $288.
Calcutta: 42 cases clocks, $850; 2 cases watches, $555; 17 cases clocks, $853.
Cape Town: 4 cases plated ware, $159; 79 cases clocks, $1,345.
Cownel: 5 cases watches, $310; 3 cases clocks, $139; 3 cases plated ware, $214.
Cristobal: 2 cases plated ware, $221; 3 cases clocks, $184.
Delagoa Bay: 1 case silverware, $1,500.
Demerara: 1 case jewelry, $105.
Genoa: 1 case jewelry $306.
Glasgow: 20 cases clocks, $565.
Guayaquil: 4 cases clocks, $300; 7 cases plated ware, $640.
Hamburg: 3 cases clocks, $100; 13 cases jewelers' sweepings, $5,500.
Havana: 3 cases plated ware, $150; 51 cases clocks, $559; 5 cases plated ware, $613; 2 cases silverware, $717; 13 cases clocks, $142.
Havre: 8 cases jewelry, $753.
Johannesburg: 3 cases scopes and views, $400.
Limon: 5 cases plated ware, $1,081.
Liverpool: 1 case jewelry, $475; 1 case precious stones $4,399; 3 cases jewelers' sweepings, $1,200; 1 case watch cases, $500; 1 case jewelry, $500; 129 cases clocks, $3,105.
London: 17 cases clocks, $1 267; 15 cases optical goods, $6,486; 35 cases clocks, $1,296; 2 cases watches, $1,375; 125 cases clocks, $221; 64 cases watches, $7,838; 1 case clocks, $250; 14 cases optical goods, $3,663.
Melbourne: 165 cases clocks, $2,258.
Naples: 1 case jewelry, $300.
Smyrna: 6 cases jewelers' sweepings, $600.
St. Domingo: 2 cases jewelry, $177.
St Petersburg: 5 cases clocks, $1,100.
Trinidad: 2 cases watches, $162.
Valparaiso: 8 cases plated ware, $1,000
Vera Cruz: 30 cases clocks, $782; 1 case optical goods, $230.
Wellington: 37 cases plated ware, $1,778; 47 cases clocks, $1 310; 1 case watches, $177.
Zanzibar: 11 cases clocks, $138.

Career of the Late Frederick Zimmer.

POUGHKEEPSIE, N. Y., Aug. 16.—The sudden death of Frederick W. Zimmer, the well-known jeweler and member of the firm of Zimmer Bros., which occurred over a week ago, caused surprise and regret to his many friends throughout this section, most of whom had not even heard he was ill a the time they received news of his demise. Mr. Zimmer, who passed away on Aug. 5, was taken ill with appendicitis a few days before while spending his vacation at Clinton Corners, and was immediately removed to Dr. Sadlier's Sanitarium, where his case was regarded as a serious one from the first. Though operated on the day he arrived, he did not survive.

Mr. Zimmer had been connected with the jewelry trade for about 34 years. He was born in Poughkeepsie, May 3, 1862, and was the oldest son of the late Thomas J. and Catherine Zimmer, of this place. After receiving his education in the local public school and high school he learned the trade of jeweler and worked at it for many years, finally founding a repair business for himself. His brother, Thomas J. Zimmer, who was also in the jewelry trade, came here from New York in 1893 and started a retail jewelry store, and the two brothers joined forces in May, 1901, under the style of Zimmer Bros., which firm they continued ever since. They built up a good trade and their store, which was at 319 Main St., became well known and prospered.

Deceased was a highly respected citizen of Poughkeepsie and was prominent in commercial, social and fraternal circles. He was a member of the Poughkeepsie Chamber of Commerce, Poughkeepsie Auto Club, the Davy Crockett Hook & Ladder Co., New York State Jewelers' Association and the Jewelers Security Alliance. Among the fraternal orders of which he was a member were the Masons and the Elks. He was a devoted husband and father and a man whose many loving qualities cause his loss to be keenly felt by his friends and relatives. He is survived by a widow and one son, as well as by his mother and three brothers.

The Adams Drug Co., Adams, Neb., has moved to Beatrice.

James W. Manuel, Kernersville, N. C., has gone to Sonsville to begin business there.



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Young Girl, Charged With Being a Clever Jewelry Thief, Twice Arrested at Boston, Mass.

BOSTON, Mass., Aug. 19.—Two thefts, accomplished with rare dexterity, one at the store of Shreve, Crump & Low Co., and the other at Bigelow, Kennard & Co.'s Back Bay branch, are charged by the Boston police to a young woman arrested twice this week, who gave her name as "Vera Darling." She was living at a Back Bay Hotel. Her real name is said at police headquarters to be Sarah V. Dowling, and her former home was in Revere, it is stated. The girl was first arrested Aug. 15, after the police had traced her to Maine, then to New York and finally back to this city, where she but recently returned. The charge was the larceny of two diamond pendants valued at $575.

About 20 years of age, with self-assurance and a degree of style in her attire that enabled her to pose as a society girl, the Dowling girl is said to have represented herself as a daughter of Gov. Foss, who had been allowed by him the privilege of selecting for herself "a birthday present from papa." She examined several expensive pieces of diamond jewelry, asked to have some reserved for her and said she would "return with papa" to make a final selection in a day or two.

Not until the firm had the mounted diamond jewelry checked up a short time later, according to its frequent custom, were the two pendants missed. Inspectors of police found the jewelry later in pawn and it was recovered by the concern. Then the hunt for the young woman also commenced. When at last she was located and arraigned, being under secret indictment by the grand jury, she was held under $1,000 bonds, but later this was reduced to $500, furnished in cash by a male friend.

Her arrest a second time occurred Aug. 17. This time she was charged with the theft on June 1 of a diamond ring valued at $1,050 from Bigelow, Kennard & Co. The method was similar to that adopted at Shreve, Crump & Low's, but the thief pretended to be Dorothy Forbes, of the Commonwealth Ave. Forbes family. Here the loss was not discovered until she had taken a hurried departure and safely escaped with the ring. It is surmised that the proceeds of this ring were the means of furnishing the $500 bail in the earlier case.

On this charge she was held in the municipal court under $2,000 bail, which she was unable to furnish, for a hearing Aug. 22. Meanwhile clerks who waited on her have identified her as their customer who inspected diamond jewelry and asked to have it set aside for her, as described above, and the police have been looking into the record of Sadie Dowling, of Revere. They find that Miss Dowling, who they suppose is the same person as "Vera Darling," was sent to the State Home for Girls at Lancaster about five years ago, but was paroled two years later; also that she was engaged in hospital work as a nurse and had been an assistant in dentistry work. It is understood that the thefts were not confined to jewelry stores, but that department stores were also asked to set aside articles for a young woman answering her description and making similar pretensions, with what success is not disclosed as yet by the police.

Contracts Awarded and Bids Solicited by Government Departments to Supply Various Articles.

WASHINGTON, D. C., Aug. 19.—Sussfeld, Lorsh & Co., New York, have been awarded the contract to supply the United States Marine Corps with 50 field glasses at a total of $737.50 and 30 telescopes at $16.35 each.

The following awards have been made for supplies for the Grand Haven Life Saving Station: Leather cases for Imhauser's time detectors, with straps complete, Nanz Clock Co., $1.20 each; eight-day marine clocks, Chelsea Clock Co., $13.50 each; 10 liquid boat compasses, with lacquered copper improved binnacles, Sussfeld, Lorsh & Co., $17.40 each; 100 boxes and dials for Imhauser's time detectors, Chicago Watchman's Clock Works, 42 cents each; 10 boxes ditto, for Newman's time detectors, Chicago Watchman's Clock Works, 49 cents each; keys for Newman's time detectors, Newman Clock Co., 75 cents each; 10 copper case thermometers, Fred A. Schmidt, Washington, D. C., 80 cents each.

The Chief Clerk, Bureau of Supplies and Accounts, Navy Department, has awarded a contract for 10 ship telescopes and mounts for the Naval Observatory, and for which proposals were received July 25, to the Kueffel & Esser Co., at $210.

WASHINGTON, D. C., Aug. 21.—Bids will be received at the office of the Depot Quartermaster, Army building, New York, on Sept. 7, for the following items: 24 marine clocks, 12 ship's clocks, 108 copper thermometers.

WASHINGTON, D. C., Aug. 21.—The following contracts have been awarded for supplies for the San Francisco Life Saving Service:

Six leather cases for Imhauser's time detectors, Nanz Clock Co., $1.35 each; eight-day marine clocks, Chelsea Clock Co., $14.25 each; liquid boat compasses, Sussfeld, Lorsh & Co., $17.65 each; 24 boxes card dials for Imhauser's time detectors, Nanz Clock Co., 45 cents per box; 12 boxes ditto, Newman's, Newman Clock Co., 50 cents per box; keys for Newman's time detectors, Newman Clock Co., 70 cents each.

Thief Serving Sentence for Robbing Lynn, Mass., Jeweler Wanted at Holyoke on a Similar Charge.

HOLYOKE, Mass., Aug. 16.—John Voelker, the thief sentenced at Lynn, Mass., for "switching" a ring at a jewelry store there and whose picture appeared in the last issue of THE JEWELERS' CIRCULAR-WEEKLY, has been recognized as the man who robbed the store of S. Baum, in this city, of two rings valued at about $356. Mr. Baum's son went to the pail at Lynn, and after looking at Voelker identified him as the man wanted. The elder Baum then swore out a warrant for his arrest, which will be served as soon as Voelker finishes his term for robbing the store of E. A. Doyle in Lynn.

The robbery in Holyoke occurred July 27, the thief getting away with two diamond rings. One was a tooth mounting with a stone of 1½ less 1/32 carat, and the second a Tiffany mounting with a stone of 1¼ plus 1/64. The thief was waited upon by Mr. Baum's son and substituted a cheap ring for the good ones, when the young man's attention was distracted for a moment.

Harris Rothstein, Noted Jewelry Safe-Breaker, Pleads Guilty at Boston When Arraigned for Trial.

BOSTON, Mass., Aug. 19.—Harris Rothstein, who was brought back from Russia, arriving in this city last Monday, in the custody of two police inspectors, to answer to the charge of robbing the safe in Samuel E. Ullian's jewelry store at 113 Washington St., in February, 1910, was arraigned Tuesday on five counts in the Superior Court before Judge Marcus Morton. He surprised the court by acknowledging his part in the affair with a plea of "guilty."

Two of the indictments charge Rothstein with breaking and entering, two with having in his possession burglarious implements at the time, and one with larceny.

District Attorney Joseph C. Pelletier, however, is disposed to press for sentence on only the last of these counts. His reasons were stated in part in a brief address to the court following the plea of guilty by Rothstein, in which he said: "I wish to state to the court for the benefit of this defendant that when the time comes for sentence I shall only ask that he be sentenced on the larceny indictment. This man has saved the county much trouble and expense by pleading guilty, but as it has cost a lot to get him here, I desire that bail be placed at $25,000."

The court named that sum, and in default thereof, Rothstein was remanded to jail. In view of the rather remarkable persistency of the pursuit that the police department has conducted to capture Rothstein, the statement of the district attorney, taken in conjunction with the burglar's readiness to make such a plea, is regarded as an indication that the prisoner may give State's evidence against the others of the gang of four that are under indictment.

It was expected at police headquarters that Joseph and Jacob Goldberg, two of the other suspects, would leave Trieste to-day in charge of two of the Boston inspectors, Hugh Lee and M. J. Cronin, who have been awaiting their release from prison in Austria since they were discovered in that country. They are expected to reach New York Sept. 5. The fourth suspect, Stanislaus Krasouski, is in Charles St. Jail here, having been captured some months ago.

Arthur F. Eastman, a jeweler in Brockton, Mass., has installed a wireless apparatus in his jewelry store, with which he gets the correct time every noon from the official station at Charleston Navy Yard.

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Burglar Who Posed in Pittsburgh as Cincinnati Jeweler Sent to Penitentiary for Three Years.

PITTSBURGH, Pa., Aug. 19—Louis Bertole, who posed as a Cincinnati jeweler, and who told the police that his father formerly was engaged in the jewelry business in Boston, was sentenced yesterday to serve not less than three years and not more than 10 years in the Western Penitentiary on a number of charges of burglary to which he proved guilty. Bertole, who has a number of aliases, was arrested here two weeks ago while endeavoring to enter a store by means of a skeleton key. A half-dozen keys were found on his person, and later he confessed to entering a dozen different stores, among them the store of J. C. Henrici, Penn Ave., East End, where he stole a number of watches and some silver table ware.

When he was brought before Judge L. L. Davis in Criminal Court he was asked if he had anything to say. "I feel that here is some good in me yet," said Bertole, who is aged 68 to 70 years. "I want to see my wife once more before I die. It don't do any good to send a man to prison for a long term. It never did me any good. When you come out you are 100 years behind the times. When you seek work they ask you for references, and you can't tell them that you have been in prison. I am an old man, and it is hard for an old man to get work. When you are out of money and you resolve when you leave prison to lead a better life, the old temptation comes back."

The judge, after telling the man that he offered no excuse whatever for his crimes, sentenced him as stated on each of the eight charges against him, allowing the sentences to run concurrently. If he had not so ordered, Bertole would have had a maximum sentence of 80 years and a minimum of 24 years. His being released from prison in three years depends on his good behavior.

Fire Breaks Out Twice in Newark Factory Building and Damages Plants of Jewelry and Refining Firms.

NEWARK, N. J., Aug. 19.—The factories of Link & Angell and Lee, Dodd & Co., jewelers at 13 Franklin St., and R. E. Lee & Co., gilders, of 15 Franklin St., were damaged by fire which broke out late yesterday afternoon. Girls employed by the two jewelry firms showed great presence of mind by placing the precious metals on which they were working in the safe before they ran out of the building.

The fire started from an overheated journal in the laundry of R. E. Williams on the first floor. It is estimated that the damage was $500. When the fire was first discovered it was smothered with fire extinguishers and thought to be out. However, the blaze crept along the belting in the factories of Link & Angell on the second floor. Smoke was discovered by Gustav Becker, an employe of the firm, who reported to Arthur M. Connett, manager of the firm. Fire extinguishers were again used, but as it was getting beyond control the fire department was called.

Captain Bauer, of engine company No. 3, was temporarily overcome by a back draft, and Fireman Michael Fagan, of the same company, was overcome by illuminating gas, which was escaping from a leaky pipe.

Two Men Arrested in New London, Conn., in Connection with Theft of Silver from the Gorman Mfg. Co., Providence, R. I.

PROVIDENCE, R. I., Aug. 19.—Inspectors from Police Headquarters of this city made an important arrest in New London, Conn., Thursday morning when they took into custody Joseph Friel and William Nestor, each about 20 years of age, who have been wanted by the police of Providence since last December in connection with the charge of larceny of two bars of silver valued at $1,100 from the Elmwood plant of the Gorham Mfg. Co. The men pleaded not guilty when arraigned before Judge Christopher M. Lee in the Superior Court for the County of Providence and were held for trial upon the indictments under $2,500 bonds each.

Friel and Nestor were indicted by the Grand Jury in March last, but had not been seen hereabouts since. Information that they might be found at New London stirred the authorities to activity, and Inspectors L. F. Godfrey and W. E. McGann, of headquarters, went to the Connecticut city. The two young men were arrested at an early hour in the morning, and waiving the formality of extradition papers they were quickly brought to this city upon their consent to return with the inspectors.

According to their stories, told to the inspectors, the young men have traveled extensively since the indictments were returned by the Grand Jury against them. They claim to have been in Cheyenne, Fort Wayne, Pittsburgh, Philadelphia and numerous other places, eventually arriving in New London, where they were captured.

The arrest of these two young men is a sequel to a number of peculations from the Elmwood plant of the Gorham Mfg. Co. the latter part of last year, which mystified the officers of the concern and the police authorities for some time. Silver bars valued at from $500 and upwards disappeared quite regularly from the company's establishment. The first clue to the method of the theft was obtained when one bar was found to have been stolen by a young man named John Vincent and sold to a dealer in old metals named Harry Volpe and by the latter sent to a New York concern. The theft was traced from the latter place, and resulted in court appearances of both Vincent and Volpe.

Subsequently indictments were found by the Grand Jury against Friel, Nestor, Frederick W. Vincent, George Conroy and Walter E. Condon. F. W. Vincent and Conlon later pleaded nolo contendere, and were sentenced to a term of six months in jail. Conroy was never apprehended.

Work has been begun on the building in Cedartown, Ga., which was recently occupied by Turner's jewelry store and which was recently purchased by A. J. Roberts. The store will be remodelled and when completed will be one of the most up-to-date jewelry stores in northern Georgia.

Alleged Pennyweight Thief Reported Dead When Case is Called for Trial in Brooklyn.

When the case of Samuel Cohen, charged with grand larceny, was called in the Gates Ave. Police Court on Thursday, the defendant did not appear, but a young woman, who said she represented a lawyer, told the court that Cohen had died two weeks ago in a Jewish Hospital. Cohen was accused of having robbed the jewelry store of William Wendt, in Brooklyn, of a diamond ring valued at $180, and owing to the manner in which the robbery was committed, it was believed in some quarters that he was connected with the pennyweight thieves, known as "Mutt and Jeff," whose letters to THE JEWELERS' CIRCULAR-WEEKLY telling of their exploits, caused a sensation some weeks ago.

Magistrate McGuire, when told of Cohen's death stated that he would require actual proof of the man's death before he would dismiss the case and he adjourned the trial until such proof was prepared. The Jewish Hospital reported that a Samuel Cohen had died there two weeks ago from tubercular-meningitis, but whether he was the prisoner or not has yet to be shown.

According to Mr. Wendt, a man who he said was Cohen visited his store last May and looked at some diamond rings. After the jeweler had placed the tray on the show-case and the customer was engaged looking at them a man rushed in with a watch and asked that a crystal be put upon it. The second man held the watch in such a position over the tray that it permitted the first man to substitute a cheap ring for one valued at $180, and the jeweler did not discover his loss until both men had left the store.

Cohen was recently arrested by Detective Devanny, at which time he stated that he was a painter. He pleaded not guilty in court and was released on bail, which was fixed at $500. The case was called on June 27, at which time a physician sent a letter stating that he was ill, and the case was then adjourned until Aug. 17, when Cohen's death was reported.

O. A. Reid & Co., Kansas City, Mo., Make an Assignment.

KANSAS CITY, Mo., Aug. 17.—O. A. Reid & Co., located in the Glendale building at 10th St. and Grand Ave., have made an assignment to L. R. Manchester as trustee.

The estimated value of the stock is $18,000; accounts receivable, $5,000, face value. Total liabilities, $7,000.

The reason for the assignment is that Reid & Co. desired an extension, but some of the smaller creditors, representing about $3,500 of the liabilities, grew impatient, and the appointment of a trustee was sought as a means of securing the extension asked for.

Mr. Manchester says the business will be continued as a going concern under the trusteeship, and he expresses the belief that all debts will be paid and the property turned back.

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From the N. Y. "Sun," July 25th:

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Creditors Seek Morris Sculnick, Who Skipped Out from Philadelphia.

PHILADELPHIA, Pa., Aug. 17.—Creditors of Morris Sculnick, who conducted a jewelry store at 819 S. 2d St., are seeking to discover where he has gone, as his store is practically cleaned out and there is nothing left but a few articles of little value, in all not worth more than $100. He has some local creditors, but it is said that most of the claims against him are held in New York.

Sculnick has been in business at 819 S. 2d St. for about 11 months. He rented the store from I. Press & Son, to whose branch business at that address he succeeded. According to his landlord he paid his rent up until a week ago, at which time he informed Mr. Press that he was going to take his wife and family to Atlantic City for a vacation, and was leaving a young man in charge during his absence. On Wednesday last it was reported that the best of the stock was taken away just before the arrival of the sheriff with a execution. On Saturday last his wife moved out with all the furniture.

Mr. Press stated that he had become suspicious of Sculnick some time ago, and forced him to make full settlement. However, some of his larger creditors in this city did not have any intimation of his financial trouble until they learned that he had skipped. The store is at present closed and the windows show some cheap jewelry, including cheap china clocks and rhinestone hair ornaments. The interior of the store, which can be seen through the glass door, shows great disorder, as if the occupants had left in a hurry.

Sculnick, who has worked as a watchmaker, has been in business since 1905. Before he came to the Press store in June of last year he had previously been in business at 1027 S. 3d St. and 201 S. 52d St.

Employe of Attleboro Chain Co. Arrested on Charge of Stealing Gold Denies His Guilt.

ATTLEBORO, Aug. 17.—Clarence A. Richardson was arraigned in the District Court to-day on a charge of grand larceny brought against him by the police of Attleboro, as a result of an investigation made by Detective Goldowski, of the Jewelers' Protecive Association. Richardson entered a plea of not guilty, and the case was continued until Aug. 28. The defendant was asked to furnish bonds to the value of $800.

Richardson has been employed by the Attleboro Chain Co., and it is claimed the larceny was committed from that firm. Richardson lives on Benefit St., and the police say that he has fitted up a refining plant in the rear of his home. A few days ago, it is alleged, he took to the Barber refining plant a large quantity of stock to be refined. The police say that the stock was chain and similar material that had been melted up.

The proprietor of the refining plant investigated the case, and eventually turned it over to Detective Goldowski, with the result that Richardson was arrested by Chief Wilbur. The amount due Richardson at the refinery is $500.

Richardson claims to have purchased the stock at different times from several parties. He denies that it was taken from the Attleboro Chain Co. Those investigating Richardson say they followed him closely, and even saw him melt up some stock in his own small refining plant.

The continuance was asked by the prosecution. Richardson is a young man well known, and is considered an exceptionally good chainmaker.

Man Who Gave Bogus Check to Brooklyn Jeweler Held to Answer Several Charges.

A young man, who gave his name as James Wilson, is under arrest in Brooklyn, N. Y., awaiting action of the Grand Jury on a charge of attempting to obtain jewelry from a Brooklyn concern by means of a forged check, and perhaps other charges of forgery and larceny may also be lodged against him. The police hope that the arrest may clear up a mysterious robbery.

The young man early last week entered the store of M. Straus, 108 Fulton St., and asked to see a diamond ring. This was shown him, and he selected one and then looked at gold cigarette cases. After picking out an expensive case he asked to have his monogram put upon it, and in payment offered a check for $900, the exact amount of his purchases. The clerks refused to surrender the property until the check was found to be all right, and the young man, who said that his name was Britt, left the check with them and told them when it had been investigated to send the jewelry to 205 Bond St., Brooklyn.

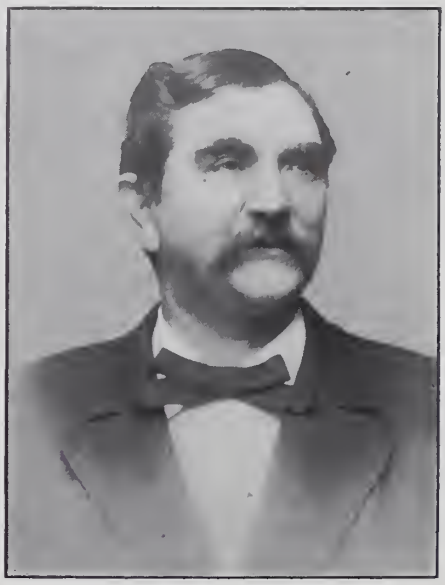
The check was signed Raymond J. Britt, and drawn on the banking house of Clarke Bros., New York, so a representative of Straus's concern immediately called on the bankers. Here he was told that the so-called "Britt" had opened an account there on Aug. 1 by presenting a check upon the Harlem Branch of the Knickerbocker Trust Co. This was for $2,210, and bore the signature of Rachael Jacoby. When the bankers asked for reference before letting him draw against the check, he showed them a letter bearing the signature of Rachael Jacoby, in which it was stated that the Mrs. Jacoby was the aunt of the young man.

An investigation then made showed that a Mrs. Rachael Jacoby at the address given had been robbed in the latter part of July by burglars, who blew open a safe and carried away a number of articles, among which were a number of blank checks, one of which contained Mrs. Jacoby's signature. The detectives who are working on this case, hearing of the Brooklyn firm's investigation, called at the Straus concern and arranged to deliver the cigarette case to Wilson or "Britt" at the Bond St. address.

Dressed in the uniform of one of the jewelry firm's employes, a detective took a dummy package to the number in Bond St., which he found was a cafe, and there he asked for "Britt." The bartender of the place told him that "Britt" was not there, but that he would receive and sign for the package. This the detective refused to allow, but he noticed a young man in the place seemed to show a good deal of interest in his conversation with the bartender. Believing the man to be "Britt," the detective arrested him, and he was later accused of being the man who had purchased the jewelry, and of having given the check to Clarke Bros.

Death of Herman C. Grawe.

ST. LOUIS, Mo., Aug. 21.—Herman C. Grawe, president of the Grawe Jewelry Co., and for 40 years one of the leading jewelers of St. Louis, died Saturday at his home, 2318 Carr St., St. Louis, at the age of 65. Death was due to paralysis. He sustained the first stroke of the disease eight



THE LATE H. C. GRAWE.

and a half years ago. Five years ago he was rendered helpless by a second stroke and remained in that condition until he died.

Mr. Grawe came to St. Louis from Germany 45 years ago. He shortly afterward began learning the jewelry business, and five years later embarked in business as a member of the firm of Schaid & Grawe. A few years later he bought out his partner and became the sole owner of the business. His place of business was then at 827 N. 4th St. Later he was located at 418 Olive St., 411 Washington Ave. and finally at 613 N. Broadway, where the business has been located for a great many years.

After he sustained his second stroke of paralysis, Mr. Grawe was never able to give his personal attention to business, and it was conducted by his oldest son, F. H. Grawe, assisted by another son, Geo. M. Grawe. Within the past year, in view of the critical condition of Mr. Grawe, the business was incorporated, with the senior Grawe as president and F. H. Grawe as secretary and treasurer. There are two other sons, Walter and Harrison. The latter is also connected with the business. Mrs. Grawe survives her husband.

The funeral took place Tuesday from the residence to Salem Cemetery. It was conducted under the auspices of the Masonic fraternity.

A. L. Studdard, Etowah, Tenn., has given up business and has been succeeded by David V. North.

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American Cptical Association Holds Annual Convention at Salt Lake City —Plans Made for a Reorganization.

Salt Lake City, Utah, Aug. 17—The convention of the American Optical Association, held in this city last week, from Monday until Friday, was not as largely attended as some of the prior conventions, because comparatively few members came from the east. California, Idaho, Colorado and this State were well represented, and there were fair delegations from Illinois and other States of the middle west, with a sprinkling from the east. Headquarters were at the Utah Hotel.

Reorganization was the principal question brought before the convention. The representatives of the California and other State societies, who have for some time been dissatisfied with the way things were going, insisted upon a complete change as a condition of their remaining affiliated with the National society.

The Californians demanded that the change be made at once. The constitution prohibits this, and requires that all the amendments be laid over for one year. The Californians recalled the late Mr. Campbell's remark about the constitution among friends. It was pointed out that if changes were discussed at the present convention and laid over a year an entirely different body of men would then meet and the new convention would be entirely unfamiliar with the discussions of the present meeting. Therefore, it was declared that intelligent action could never be taken under such circumstances.

It was proposed in effect to override the constitution and form a new association. This was practically the course decided upon after much discussion.

A new constitution and by-laws are to be sent to the various State societies for their approval before Jan. 1 next. If approved by two-thirds of the affiliated bodies, then the executive committee is authorized to annual the present constitution and declare the new constitution effective.

The principal complaint made by the members from California and some of the other western States was that the present organization has accomplished nothing except to hold a convention once a year, and has been conducted by sort of an "old guard;" that its work has to do entirely with eastern conditions, and that the western States, which were the first to obtain optometry laws, have been overlooked.

It was also complained that the constitution adopted at the National convention in Atlanta two years ago has proved a failure. This constitution provided for a board of directors comprising officers of the various State societies, beside the National officers. No meetings have ever been held by this board of directors, and it has never taken any action of any kind. It was argued that the National association should have an executive committee or board of directors to keep the administration in touch with the membership at large during the interval between conventions, and to carry on the work of the society along educative and legislation lines. By having such a committee, it was argued the association would be saved from the danger of being classed as a "one man" society, or of being conducted by a small group in the interest of any one part of the country.

The new constitution and by-laws are expected to provide remedies for all the troubles of which complaint was made.

The association was warmly welcomed to Utah, and was handsomely entertained by the Utah association, assisted by the authorities of the Mormon Church. The formal opening took place Tuesday in Barratt Hall. Prayer was offered by John Henry Smith, the second officer in the Church of the Latter Day Saints. Gov. Spry then delivered an address of welcome. Other welcome addresses were delivered by Francis King, Ogden, Utah; H. O. Jenson, Salt Lake City, both members of the Utah association. Responses were made by F. E. Robbins, Elmira, N. Y., and F. W. A. Detmers, Los Angeles, Cal.

In the absence of the president and first vice-president, the acting president of the convention was the second vice-president, Mrs. D. Elva Cooper, Bradford, Pa. Reports in writing were received from the president, C. N. McDonnell, Columbus, O., and the treasurer, A. S. Haskins, St. Johnsbury, Vt.

The secretary, E. E. Arrington, Rochester, N. Y., read his report, showing expenditures of $1,200 for his salary, $250 for office expenses, $120 for typewriting, $78 for printing, $115 for the president's trip to Colorado and other minor expenditures. The total receipts for 10 months amounted to $2,143, and there was a balance of $10.64. Additional receipts of the remaining two months were not expected to be sufficient for the expenditures. During the convention, representatives of 17 State societies donated $25 each to the National treasury. The following convention committees were appointed.

Resolutions—Francis King, C. M. Royce, Idaho; David Kletzky, Colorado; W. B. Needles, Missouri.
Nominations—W. M. Edwards, Indiana; J. H. Hukill, Nebraska; E. S. Owens, Idaho; J. D. Stroud, Delaware.
Location of Next Convention—F. E. Robbins, New York; Fred C. Pieper, Kentucky; J. M. Forsyth, California; Margaret Erisman, Indiana.
Auditing Committee—Emil Arnold, Michigan; W. K. Grady, Oklahoma; D. E. Osburn, Indiana; F. A. Upham, Minnesota.

Wednesday's sessions were held in a big pavilion in Saltair, a prominent resort on Salt Lake. Here prominent members delivered addresses on business methods and the work of revising the constitution was started.

The secretary read a report from a committee of the New York State Society on publishing a booklet on optometry, and this report was referred to a special committee.

Thursday's sessions were held in Barratt Hall. Here the constitution was further considered. The publicity committee reported on the New York plan. The committee found that the manuscript was too long, and would require modification in order that it might appeal more strongly to the public. With some changes, however, the committee believed that the booklet would prove of much value. The committee was authorized to proceed in its discretion.

The Scientific Session held a meeting Thursday morning, with Vice-Chancellor David Kletzky, Pueblo, Colo., in the chair. A technical paper on "The Relation of Optometry to Osteopathy" was read by Mrs. D. Elva Cooper. A paper by Nelson K. Standart, Detroit, Mich., was read in his absence by the registrar, E. H. Arnold, Ann Arbor, Mich. W. B. Needles, Kansas City, Mo., spoke on "Ocular Motor Reflex." J. C. Eberhardt reported on an interesting case, in which eye trouble was traced to a diseased tooth.

The election of officers took place Thursday. The nominating committee proposed two men for each position and a ballot was taken in each instance.

For president the committee proposed C. L. Schneider, Berkeley, Cal., and C. E. Folsom, Atlanta, Ga. The vote resulted in 34 for Schneider and 14 for Folsom, and Mr. Schneider was duly declared to be the president for the coming year.

For first vice-president the nominees and the ballot were: F. J. Alexander, Salt Lake City, Utah, 41; J. T. Simcox, Buffalo, N. Y., 4.

The vote on second vice-president was: Fred C. Pieper, Covington, Ky., 24; F. A. Upham, St. Paul, Minn., 21.

Messrs. Alexander and Pieper were duly declared to be the first and second vice-presidents.

For secretary the committee presented the names of E. E. Arrington, Rochester, N. Y., the present secretary, and of William G. Walton, Philadelphia, Pa. The vote was 34 for Arrington and 9 for Walton.

For treasurer, A. S. Haskins, St. Johnsbury, Vt., was re-elected by 27 votes to 18 for Mrs. D. Elva Cooper.

All of the officers of the Scientific Section were re-elected by a *viva voce* vote. They are: C. E. Folsom, Atlanta, Ga., chancellor; David Kletzky, Pueblo, Colo., vice-chancellor; W. H. Arnold, Ann Arbor, Mich., registrar; C. M. Jenkins, Richmond, Va., librarian.

The closing session was held Friday, when resolutions were adopted turning thanks to the Salt Lake City men for the hearty hospitality that had been extended. Resolutions were also adopted asking that the management of the coming Panama Exposition in San Francisco, Cal., not to grant any eyeglass concessions, because of the trickery and swindling that has attended similar concession at other expositions.

The entertainment included a reception on the opening night and an enjoyable dinner and banquet given at Saltair after the business sessions on Wednesday. There were also automobile drives around the city.

Following is a list of the exhibitors, who showed various lines of optical specialties and supplies in Vermont Hall, which was one of the chief attractions:

E. Kirstein Sons Co., Rochester, N. Y.; represented by H. C. Goodwin. Merry Optical Co., Kansas City, Mo.; C. L. Merry, president; C. N. Sheldon, secretary; Douglas Miller, western representative. Geneva Optical Co., Chicago; Percy M. Smith. Kryptok Co., New York; Harry C. Ulmer, W. C. Hough. F. A. Hardy & Co., Chicago; C. H. Pixley. Winchester Optical Co., Horseheads, N. Y.; Roy Martin. Universal Optical Corporation, Providence, R. I.; J. Rosenblatt. Schwab Guard Mfg. Co., Savannah, Ga.; I. M. Schwab. Julius King Optical Co.; A. G. Larsen, W. E. Osborne. Elgin Eye Glass Reel Co., Elgin, Ill.; Otto B. Wedell. Columbian Optical Co., Salt Lake City; W. L. McLeod, R. C. Kingsley. Stead Lens Co., Kansas City, Mo.; H. J. Stead. Milwaukee Optical Mfg. Co., Milwaukee, Wis.; C. F. Ingold. Omaha Optical Co.; A. W. Hazen, E. Riggs. J. T. Laughlin, Boise, Idaho.

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INCORPORATED
MANUFACTURERS OF
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18 East 23rd Street, New York City

Employes of Bracelet and Chain Manufacturers of New York Strike for Shorter Hours and Higher Wages.

A strike among the jewelry workers employed by the chain and bracelet manufacturers of the East Side of New York, which started a week ago, was still on when THE JEWELERS' CIRCULAR-WEEKLY went to press yesterday, despite the reports of the settlement that appeared in the daily press. In addition to the East Side manufacturers, two Maiden Lane concerns were also affected, but none of the members of the Manufacturing Jewelers' Association of New York reported any trouble with the workmen.

The workmen, who were said to be members of the Independent Jewelry Workers' Union, Local No. 2, went out on strike Aug. 15, but the employers whose shops they left claim no demands were made prior to the strike, and none was received up until Monday, when a shorter day and a large increase in wages was asked for. The men claim that the strikers number about 400, of which about 25 were women, and these were employed in about 40 shops. The employers estimate the number of men out at somewhat less than this, but admit that nearly all the chain and bracelet shops are affected in some way, some having practically all the men out and others running on a force of from one-third to one-half.

The manufacturers who employ the strikers held one meeting last week, and another meeting was scheduled for yesterday to act upon the demands of the workmen. The strikers report that some of the manufacturers have agreed to give in, but it was stated Monday that the leaders wish a settlement with all firms on a uniform basis before the men will go to work.

Monthly Meeting of the Retail Jewelers Association of the District of Columbia.

WASHINGTON, D. C., Aug. 19.—The monthly meeting of the Retail Jewelers' Association of the District of Columbia, held last Monday night in the rooms of the Washington Chamber of Commerce, was devoted to a discussion of the trip to Richmond. President A. O. Hutterly presided. No formal reports were read, as the delegates will present these at the September meeting.

Every member present agreed that the money spent on attending the national convention had been well invested. The local jewelers were especially impressed with new ideas obtained at the convention, while the various exhibits proved interesting as well as instructive. At the September meeting the local association will decide upon certain plans to be adopted as a result of discussions at the convention.

Among those who gave informal talks about the convention were Carl A. Doubet, Max Greenberg, Milton Baer, John Hansen and A. O. Hutterly.

George W. Spier suggested that Washington should make every effort to get the 1913 convention, and the suggestion was heartily indorsed. Tentative plans were laid for a campaign to bring the convention to this city, and President Hutterly will appoint a special committee to push the project.

Death of R. Finley Hall.

NEWARK, N. J., Aug. 22.—The funeral of R. Finley Hall, a former manufacturing jeweler, who died of rheumatism at his home, 35 Milford Ave., Sunday, was held this afternoon, Rev. Stewart Nye Hutchison, of Norfolk, Va., formerly rector of the First Reformed Church, this city, officiating. Interment was at Mt. Pleasant Cemetery.

Mr. Hall was born in Basking Ridge, N. J., but came to Newark when a young man and entered the jewelry business with the firm of Hall & Maxwell, his uncle, John Hall, being a member of the firm. Later he went in business for himself, continuing until 1876, when rheumatism compelled him to relinquish business here.

He then bought a ranch in Kansas which he conducted for 15 years. He was finally obliged to give that up on account of ill health, and returned to Newark, residing since that time with a sister, niece and nephew. In July of last year his complaint became much worse, and since that time he has been practically helpless.

Mr. Hall was for years a member of the First Reformed Church of this city. He is survived by a sister, a niece and two nephews, all of whom reside in Newark.

Death of Lazarus B. Simons.

NORTH ADAMS, Mass., Aug. 16.—Lazarus B. Simons, who has been connected with the pawnbroking and jewelry business in this city and Pittsfield for some time, died last night at his home in Holden St.

Deceased was born in Russia 55 years ago and came to this country when about 15 years old. He first went into the furniture business, but about 12 years ago started in the jewelry and pawnbroking lines.

Mr. Simons is survived by a widow and two daughters as well as two brothers and three sisters. His son, Leonard Simons, was accidentally killed in Pittsfield a few weeks ago, and the shock of this tragedy is believed to have hastened the father's death.

Samuel Milner, Philadelphia, Pa., Offers Creditors a Settlement at 40 Per Cent.

PHILADELPHIA, Pa., Aug. 21.—Samuel Milner, who conducts a retail jewelry store at 711 Passyunk Ave., has offered to settle with his creditors on the basis of 40 per cent., of which 10 per cent. is to be in cash, six per cent. Jan. 1, 1912, and the remaining 24 per cent. in endorsed notes of six per cent. each, payable every six months.

Mr. Milner has been in business at his present address for about two and a half years, and was formerly in business at 718 S. 6th St., and prior to that at 723 S. 3d St. He carried a small stock and did an instalment as well as a cash business. He has been well regarded in the local trade, and his present embarrassment caused somewhat of a surprise.

It is reported that Fred J. Harle, Durant, Ok'a., has been robbed of stock valued at $780.

Burglars Cut Into New York Jeweler's Safe and Escape With Booty Worth $5,000.

The police of the Borough of the Bronx, New York, are searching for burglars who some time between Friday night and Saturday morning entered the store of Jacob D. Cohen, a jeweler of 674 Westchester Ave., ripped open the back of the safe and got away with diamonds, jewelry and other articles valued in all at about $5,000. The men were evidently professionals and well equipped with safe-cutting tools. They must have worked leisurely, as they carried the tools away with them and left no clues except a number of fingerprints around the safe and on the articles they handled.

The robbery was discovered on Saturday morning when the store was opened, and examination disclosed the fact that the thieves had gained an entrance by getting through a very small window into a room in the rear of the store, and then breaking through a heavily barred door into the jewelry establishment. The window was so small that it was believed to be safe to leave it unprotected, and the thieves must have used a boy or a very small man to get through the opening. Once in, the man or boy opened the iron shutter of a large window and let the others in.

Then the door of the jewelry establishment was broken through and the robbers attacked the safe from the rear, cut out a sheet of steel one-eighth of an inch thick, going through three inches of concrete, and then cut through another steel wall similar to the first.

The property stolen, according to the jeweler, consists of 67 loose diamonds, 24 diamond rings and 24 watches, 12 of which belonged to customers. There were also stolen some small pins, bracelets and chains and $45 in cash, and about a dozen gold and silver plates and ornaments which had been presents given to Mrs. Cohen on a wedding anniversary.

As soon as the detective bureau was notified a detective hurried to the store, and photographers from police headquarters took pictures of the fingerprints made by the thieves.

Wm. E. Tower Commits Suicide While Confined at Pittsburg, Kans.

PITTSBURG, Kans., Aug. 21.—William H. Tower, who was for many years a retail jeweler of the middle west, and lately a traveling salesman for a Chicago jewelry house, committed suicide here yesterday morning by hanging himself with a tie to a bar of a window. Mr. Tower was taken into custody about a week ago, and was evidently deranged, since which time he has been under the physician's care.

Deceased had been connected with the jewelry trade for about 30 years. He was at one time in business in Centerville, Ia., later at Moberly, Mo., after which he went to Springfield, Mo., and finally to St. Louis. He had been connected with the Tower Jewelry Co. and later with Tower & Long, St. Louis, which firm went into bankruptcy in May, 1910, and in which firm the wife of the deceased was the active partner. Since then Mr. Tower has been traveling on the road for Henry Paulson & Co.

14-K. and Platinum Bag



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New Effects in Shirred and Herringbone Mesh

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MESH BAGS **CHATELAINES** **LORGNETTE CHAINS**
PURSES **LORGNETTES** **VANITY CASES**
PUFF BOXES **CARD CASES** **CIGARETTE CASES**
ETC.

In 14-Karat Gold, Sterling Silver and Platinum

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Annual Meeting of the Fox River Valley Jewelers' Club.

WAUPACA, Wis., Aug. 19.—The Fox River Valley Jewelers' Club, one of the most enterprising retail jewelers' organizations in Wisconsin, held its annual business meeting and outing at the beautiful Chain-o'-Lakes near here Aug. 13 and 14. The officers were all re-elected as follows: President, J. R. Chapman, Oshkosh; vice-president, John P. Hess, Fond du Lac; second vice-president, W. H. Gruenert, Green Bay; secretary, A. W. Anderson, Neenah; treasurer, H. A. Kamps, Appleton.

Nearly all the 45 members, accompanied by their families, were in attendance, and the gathering was one of the most successful in the history of the organization. When the jewelers were not engaged in discussing matters of importance to their trade the time was spent in boating, bathing and fishing. No two meetings are held in succession in the same city, but the various cities included in the membership vie with each other in royally entertaining the jewelers.

The Fox River Valley Jewelers' club is a remarkable example of the good that comes to the members of any craft when they get together in social sessions. Strenuous competition is forgotten for the time being when the jewelers renew the ties of good feeling that now bind them together so securely. Contention was always rife in the jewelry circles of the State before organization was completed and jewelers began to gather to become acquainted and adjust trade relations upon a friendly basis.

Importations at the Port of New York.

Weeks Ended Aug. 13, 1910, *and Aug.* 12, 1911.		
China glass and earthen ware:	1910.	1911.
China	$112,187	$106 911
Earthen ware	20,420	22,696
Glass ware	48 972	28,275
Optical glass	1,598	563
Instruments:		
Musical	15,529	9 552
Optical	16,505	17,073
Philosophical	6,721	9 049
Jewelry, etc.:		
Jewelry	33,571	13,413
Precious stones	693,057	522 527
Watches	25,468	.....
Metals, etc:		
Bronzes	1,829	1,830
Cutlery	123,666	24,714
Dutch metal	1 071	.....
Platina	80,083	151,118
Plated ware	330	305
Silverware	2,030	6,999
Miscellaneous:		
Alabaster ornaments	147	124
Amber	3 295	58
Beads	3,429	3,219
Clocks	16,067	13,181
Fans	1,650	3,859
Fancy goods	13,019	21,176
Ivory	10 739	12,562
Ivory, manufactures of	11	219
Marble, manufactures of	5 284	36,079
Statuary	11,511	2,370

Market Prices for Silver Bars.

The following are the quotations of silver bars in London and New York as reported last week:

	London.	*New York selling price. .999 Basis.*
Aug. 15	24d	$0.54⅛
" 16	24 1-16d.	.54¼
" 17	24d.	.54⅛
" 18	24d.	.54⅛
" 19	24 1-16d.	.54¼
" 21	24⅛d.	.54⅜

New Enterprises.

F. M. Bunker has started in business at 221 Broadway, Ashland, Ky.

E. A. Burger will soon open a new jewelry store at Saginaw, Mich.

Jacob Zemansky has opened a third store in Sacramento, Cal., at 8th and J Sts.

A. W. Gumbiner opened a jewelry store at 43d St. and Vincennes Ave., Chicago.

S. B. Bailey recently opened a new store at 541 S. Broadway, Los Angeles, Cal.

H. L. Sargent has opened a new jewelry establishment at 114 Washington St., Salem, Mass.

Messrs. Palmquest & Crosset have opened a new jewelry establishment at Hartley, Ia.

George W. Schlegel has opened a watch and jewelry shop at 8 Bemis block, Canandaigua, N. Y.

The New England Wholesale Opticians are now in business at 21 Bromfield St., Boston, Mass.

H. Kazoka will open a new jewelry store in September at 616 Market St., San Francisco, Cal.

J. R. Bell has opened a cutlery and silverware store at 29 Stockton St., San Francisco, Cal.

Joseph Allison, Baltimore, Md., will open a repair shop in Galveston, Tex., in the near future.

Wm. Schroeder has opened a new jewelry store and optical parlors at 1409 Fond du Lac Ave., Milwaukee, Wis.

A new manufacturing business has been started by K. A. Borgesson in room 309, 622 S. Broadway, Los Angeles, Cal.

The Hyman Jewelry Co., formerly of 6th and Market Sts., Philadelphia, Pa., expects shortly to open a store at 31 S. 8th St., that city.

Walter & Co. is the name of a new store opened at 182 Broadway, New York, which will deal in diamonds and high-grade jewelry.

The Spandorfer & Katzin Co., of Manhattan, has been incorporated under the laws of New York State with a capital of $5,000.

Schlintz Bros. have opened a jewelry and repair shop in the room formerly occupied by Able Bros., on Clinton St., Defiance, O.

Paul Sinz will open a new jewelry establishment in the Bowles building, Detroit, Mich., and will start in business early in September.

New Orleans, La.

Gabe Hausmann, of T. Hausmann & Sons, has announced the day of his marriage to Miss Hanah Block as Tuesday, Oct. 17.

L. Fishel returned to the city last week and immediately began preparations for the selling out of his establishment, 129 Carondelet St.

Jules Weinfurter has left the city and is not expected back for five weeks. He has left his business and store at 301 Royal St. in charge of Miss Foley.

The Fall Buyers' Convention which besieged this city Aug. 6 to 12 brought in vast numbers of buyers from Texas, Louisiana, Mississippi, Florida, Georgia and as far north as North Carolina.

Arthur Belcher, of the Gorham Mfg. Co., was in the city last week, stopping at the Grunewald, as was J. D. Madigan, of the Whiting Mfg. Co. Perry Burnhan was stopping at the Cosmopolitan, and Gus Schutz, representing the Snow & Westcott Co., is also in town.

T. Hausmann & Sons have overhauled their factory and made new and large improvements. Additional space has been secured on both sides of the old building which has greatly increased the factory's size. Louis Hausmann, president of the firm, returned from the east last week.

A number of local opticians filed proceedings against the optical department of the Hart Jewelry Co. for insuring eyeglasses without a license, claiming it should be classed as an insurance company and qualify as one. The case was decided in court Thursday in favor of the Hart Jewelry Co. This is a new line of business and is being carried on with great success.

News Gleanings.

Ralph S. Neill has moved into his new store, 469 Broadway, Everett, Mass.

Fredr. Aug. Loyen, formerly at North Abington, Mass., has opened a store at 304 Union St., Rockland, Mass.

Guy E. Farnsworth, Mulberry, Kan., with his daughters, Nellie and Vieva, is spending his vacation this week with his father in Chatsworth, Ia.

H. L. Sargent, for six years with Daniel Low Co. as manager of watch sales department, is now doing business on his own account at 114-116 Washington St., Salem, Mass.

The firm of Russow & McGehee has purchased the stock of jewelry, etc., of the Roanoke Jewelry Co., 30 Salem Ave. W., Roanoke, Va., and will continue the business, but will make several changes in the establishment and add to the lines carried.

Creditors of William A. Rankin, Toledo, O., have received notices to the effect that his trustee in bankruptcy has made and filed a final report that there is no property for distribution among those having claims against the bankrupt. A final meeting of the creditors will be held at 1116 Nicholas building, Toledo, Aug. 25, at 9 A. M.

Word was received last week to the effect that the business of H. C. Beardslee, Moss Point, Miss., had been closed out under an execution by creditors. The business is an old one, having been started many years ago by the late Charles Beardslee, father of the present proprietor, who died in the Summer of 1909.

It was reported to the Jewelers Security Alliance Monday that a sneak thief had entered the store of F. A. W. Sieverling, Washington, D. C., and escaped with about 19 diamond rings. At the time of the robbery the jeweler was in a rear room of the store and knew nothing of the theft until he found an empty ring tray on a counter.



Fads do not affect our pearls. They are as staple as wedding rings and more in demand—even by the wealthy who could afford natural pearls.

Unless you see our

String Pearls

you would hardly think it possible that the natural pearl can be so perfectly reproduced in size, shape, sheen, luster, in everything — and at a moderate price.

Let us send samples and outline our sales campaign. Otherwise

you will miss big profits.

If you write us now your competitor cannot get ahead of you.

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11 John Street, New York

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TRADE CONDITIONS.

Nearly all of the shops have started up again after the Summer shut down, and already the advertisements in the daily newspapers for experienced help are making their appearance. While comparatively few of the shops are starting with much work in sight, several have resumed with a rush and are working overtime. A majority are optimistic as to the general outlook for the Fall and holiday seasons, and such of the salesmen as have been out on preliminary trips report a fair feeling throughout the sections covered. Few look for an extraordinary season, but all hope that the aggregate will prove equal to the average run.

The American Adjustable Hat Pin Co. has taken temporary quarters at 12 Beverly St.

Lou Hedges was in New York last week in the interests of the E. A. Potter Co., of this city.

The S. K. Merrill Co. is running some departments of its plant at 162 Clifford St., till 9 o'clock evenings.

James McDonald, this city, arrived home from a visit to Europe, last week, on the steamer *George Washington*.

Earl H. Leavitt, with the Manufacturing Jewelers' Board of Trade, has returned from a two weeks' vacation.

Charles B. Duckworth, Pawtucket, was registered at the Mathewson House, Narragansett Pier, the past week.

W. F. Quarters, electroplater, has removed from 129 Eddy St. to more commodious quarters, 14 Blount St.

William H. Richmond and family are now occupying their new bungalow on Arnold's Ave., at Chipewanoxet.

Theodore C. Hudson, who has been dangerously ill at his home in Riverside for several weeks, is convalescing.

Col. and Mrs. Arthur H. Watson, who have been abroad for several months, have returned to their home in this city.

Hamilton & Hamilton, Jr., are advertising for bracelet makers, having numerous good orders ahead on these lines.

James C. Doran, of J. C. Doran & Sons, has returned from an extended business and pleasure trip through the west.

Walter R. Callender, of Callender, McAuslan & Troup, is spending a fortnight at his Summer home in Lyme, Conn.

G. W. White, who has been enjoying a several weeks' vacation in this city and vicinity, has returned to his home in Pittsburgh.

Benjamin Wyman, this city, was a passenger on the steamer *George Washington*, arriving at New York, last week, from Europe.

Blacher Bros. is the style of a new concern that has started to manufacture a general line of jewelry at 12 Beverly St., this city.

W. R. Cromweed, chaser and engine turner, has removed from 129 Eddy St. to larger quarters at 91 Clemence St., near Weybosset St.

The Empire Jewelry Co. is now settled in more commodious quarters at 109 Friendship St., having recently removed from 59 Page St.

The first dividend of 12½ per cent., declared under assignment, is being paid to the creditors in this city of M. Marcuse, San Francisco, Cal.

Irving Lederer, who has been representing S. & B. Lederer Co., this city, at the New York office, has resigned his position to enter another line of business.

S. E. Dickson, the Chicago representative for the John T. Mauran Mfg. Co., of this city, has returned to his field of labor after a visit to the firm's factory here.

Manufacturers in this section have been receiving calls from Adolf Meller, representing the stone house of the Heinrich Hoffman Co., of Gablonz and New York.

Manufacturers in this city, who are creditors of Louis Lamm & Co., Chicago, are receiving the first dividend of four per cent. Local holdings amount to about $2,500.

Saturday marked the end of the annual two-weeks' vacation period of the Brown & Sharpe Mfg. Co., and on Monday upward of 5,000 employes of the concern returned to work.

There is a great demand for bracelet makers at present. In one issue of a daily newspaper the past week were calls by Henry Lederer & Bro., A. A. Greene & Co., and Louis Stern & Co.

Employes of the Bates & Bacon Co., Watson & Newell, manufacturing jewelers, and the C. M. Robbins' Outing Co., all of Attleboro, enjoyed outings at Rocky Point on Narragansett Bay last Saturday.

Maurice E. Barriere, manager of the jewelry department of the J. A. Foster Co., has recently purchased one of the finest residences on the East Side from the wife of Charles M. Schwab, the steel magnate.

Artacky Berberian, foreman for his father, R. Berberian, enameler, at 14 Blount St., who has been in the western part of New York State for the past month, recuperating from a severe illness, has returned to his work.

Mr. and Mrs. S. D. Binge, this city, who are motoring through Maine, New Hampshire and Massachusetts, accompanied by Mr. and Mrs. S. A. Schrieber, New York, were at the Mount Washington Hotel, Bretton Woods, N. H., last week.

Manufacturers of this city received calls last week from the following buyers: Philip Stern and Mrs. R. K. Mittlar, of Stern Bros., New York; Edward Sickles, of Morris Sickles & Sons, Philadelphia, and George F. William, of The Fair, Chicago.

The F. T. Pearce Co. has made a complete change in the arrangement of its offices at 87 Sprague St., this city. The packing room, shipping department and offices have been remodeled so that a sample room is now provided as well as private offices.

A final dividend of 16⅔ per cent. has been declared by Chester W. Barrows, referee in bankruptcy, payable to the creditors of the Macomber Mfg. Co., manufacturing jewelers of this city. This makes a total dividend of 36⅔ per cent. that has been paid.

John Kelso, who has been prominently mentioned as a possible candidate on the Republican ticket for Lieutenant-Governor, has declined to allow his name used. He says he had rather be an Alderman in the city of Providence than Lieutenant-Governor of the State.

Claude E. Range, Trenton, Mo., was a visitor in this city last week on his way home from the recent convention of the A. N. R. J. at Richmond, Va. He visited several of the larger manufacturing jewelry plants, including that of the Gorham Mfg. Co. at Elmwood.

At the regular monthly meeting of the Manufacturing Jewelers' Board of Trade, held at the rooms of the association in the Wilcox building, this city, Friday afternoon, there was a good attendance of the directors, with the President, Fred D. Carr, in the chair. One new member was elected.

The Republican party of Rhode Island is framing up a tentative ticket that looks good to the manufacturing jewelers. The present leaders for honors are Henry G. Thresher, of the Waite-Thresher Co., for Governor, and Harry Cutler, of the Cutler Jewelry Co., for Lieutenant-Governor. Incidentally Henry Fletcher, of the Fletcher-Burrows Co., will be the nominee for Mayor of this city.

Among the foreign importations received through the Providence Custom House during the past week were the following articles of interest to the manufacturing jewelry industry: From Hamburg, two packages of glass ware; from Havre, one package of brushes; from Liverpool, seven packages of manufactures of metal; from London, one package of jewelry; from Toronto, Ont., one package of jewelry.

The N. Barstow Co., manufacturing jewelers, 7 Beverly St., began moving last Monday to its new two-story brick building at the corner of Public and Temple Sts. This structure, after four months' work has been completed and provides for the firm with 15,000 square feet of floor space on each floor, the dimensions of the building being 160 feet in length and 60 in width. The work of removal will probably occupy about a week.

Among those who enjoyed the first annual outing of the members of the City Government on Thursday, at the Pomham Club, were Mayor Henry Fletcher, Alderman John Kelso, Councilmen Joseph Baker, Jr., William A. Schofield, Aldridge G. Pearce, E. Merle Bixby, Percy A. Harden and C. Walter Pabodie. The baseball game that was played was a furious one, and during its progress Mr. Schofield had his leg injured by a pitched ball and Mr. Baker had his right eye closed by a foul ball.

The fifth annual outing of the employes of the engraving and chasing departments of the Gorham Mfg. Co. was held last Saturday afternoon at the grounds of the Grover Club, and sports formed a principal feature. The baseball game between nines representing the two departments resulted in a victory for the chasers, the score being five to four, which victory allows the chasers to hold the A. R. Peck Challenge Cup. The employes went to the club grounds from the works by spe-

cial electric car, and had lunch at 1 o'clock and dinner at 4.

Lucian Sharpe, of the Browne & Sharpe Mfg. Co., is at present traveling in Spain.

George M Baker is having a two-story-and-a-half residence erected on Olney St.

C. C. Darling, this city, is among the latest arrivals at the Imperial Hotel at Narragansett Pier.

The Hanson Mfg. Co. is a new firm that has started in the manufacturing jewelry business at 40 Chapel St., this city.

The home of Frank H. Andrews, 181 Carpenter St., was entered one night last week and ransacked.

The remainder of the bankrupt stock of C. E. Dallman, 118 Main St., Woonsocket, unsold at the expiration of the lease of the store, has been removed to the store of the Woonsocket Loan Co., 88 Main St., where it will be sold at auction.

Fred B. Thurber, son of William H. Thurber, of the Tilden-Thurber Co., with which firm the young man is associated, arrived home Friday night, being the first of the three members of the crew of the 25-foot yawl *Sea Bird* to reach this city. Bronzed by the sun and in excellent health after his long voyage from this port to Rome, Mr. Thurber thanked his lucky stars that he had been fortunate enough to leave Liverpool on the last liner able to get away from that city before the worst of the industrial strike tied up the ocean-going steamers. "We had a fine trip," he said, after greeting his father and mother, who were at the station to meet him. "It was pretty hot in Rome and Naples, but the people treated us in fine style everywhere we went. I guess I've had enough wining and dining to last me a good while."

Canada Notes.

E. L. Park, Essex, Ont., has sold his business to J. F. Taylor.

Robert Hall, of Grand Falls, N. B., has assigned to James Tibbets.

B. W. Gerow, Halbrite, Sask., has added an assortment of groceries to his stock.

G. H. O. Thomas, a citizen of Bracebridge, Muskoka, where he has carried on a successful jewelry business for 20 years, was recently nominated by the Liberal party of Muskoka as a candidate for the Dominion Parliament.

Out-of-town jewelers calling on the Toronto trade last week included: A. Neilly, Bradford; W. F. McCarthy, Lindsay; A. B. Willson, Georgetown; C. W. Poslethewaite, Merrickville, and W. Busby, Oakville, all Toronto, and O. B. Knight, Winnipeg, and W. M. Campbell, Brandon, Man.

Burglars were very active in Fort William, Ont., on the night of Aug. 10, when several stores were entered and goods and money taken. An attempt was made to break into the jewelry store of McGimsie & Martin, and was frustrated by the vigilance of a bulldog, who speedily put the robbers to flight.

P. Furlong, 25 years of age, and William Reed, of about the same age, were sentenced on Friday last by the Montreal Court to two years in the penitentiary for robbing the store of William Walker, Peel St., Montreal, of 17 diamond rings valued at $400. The following day Furlong was found dead in his bed at the jail. It was thought he had poisoned himself, but an autopsy showed that death was due to rupture of the stomach.

Attleboro.

George Roberts left last week for the west.

Frank J. Ruggles has gone west for the W. E. Richards Co.

D. S. Spaulding passed several days last week at Oak Bluffs.

Louis Rotenberg made a short trip to New York last week in the interests of his concern.

F. R. Sweet won the mid-Summer shoot of the Attleboro Gun Club with the fine score of 130.

The W. N. Harrington Co. has moved from the Ingraham building on Union St. to County St.

The many friends of Charles O. Sweet are pleased to learn of his recovery from his recent illness.

The employes of Bates & Bacon held a field day at Rocky Point last Saturday. The firm acted as host.

The engraving and chasing shop of J. B. Ellis is now located at 44 Union St. Previously it was located at 72 Union St.

The employes of the C. M. Robbins Co. were the guests of the firm last week at Rocky Point. A very pleasant day was passed.

The factory of James E. Blake was visited Thursday by the Bristol County assessors, who held an annual meeting in Attleboro.

The J. R. Kilburn Glass Co. has sold out its interest and title in the Chapman Mfg. Co. to George Chapman and Mrs. Edith Townsend, who will in the future conduct the business, which will continue to be known as the Chapman Mfg. Co.

A box of jewelry was stolen Thursday night from the A. Bushee & Co. factory on County St. The box contained some pins and was located on a bench near a window. Somebody opened the window and lifted out the box. The theft was not reported to the police because the loss was not great.

North Attleboro.

Clifton Emerson has gone west for W. H. Bell & Co.

Edgar L. Hixon returned last week from a pleasure trip to Bald Mountain, Me.

Fred A. Howard was in New York last week in the interests of F. M. Whiting & Co.

Albert Totten, a retired jewelry manufacturer, has gone to Nova Scotia for a six weeks' health trip.

The bronze figure for the North Attleboro soldiers' monument will be cast by the Gorham Co., of Providence.

F. L. Shepardson & Co. have finished moving from the rear to the front part of the first floor in the Sommer building.

Robinson Bros. have now put into position in their new shop in Providence all their machinery. The concern is now located in the Waite, Thresher building.

The Webster Co. and the Geo. L. Paine Co. are tied for first place in the Jewelers' league. The season lasts two weeks longer.

George A. Chisholm was welcomed home last Tuesday by the citizens of North Attleboro from his trip abroad with the Harvard and Yale track team. Chisholm, who is the champion hurdler of the country, was given a royal reception. The church bells were sounded, whistles blew and the street was lighted with red fire. At the exercises held in the hall he was given a handsome diamond ring by his friends. Mr. Chisholm last week entered the employ of the Bugbee & Niles Co., and on Sunday left with his father, Alpin Chisholm, on a trip through the middle west.

Buffalo, N. Y.

Miss Hare, the bookkeeper at C. F. Chouffet's jewelry store, is at Angola, N. Y. Earl Newton, the assistant watchmaker at Chouffet's repair department, has returned from Georgian Bay.

The outing of the Buffalo Retail Jewelers' Association occurs to-day, Aug. 23, and will be largely attended. It is to be held at Grand Island. The program includes athletic games in the afternoon, a banquet at the Island Club house, and a ball in the evening.

The death of Walter I. Weed, the son of Hobart Weed, of the firm of Weed & Co., large hardware dealers, who also had one of the largest silverware departments in the city, died on Thursday, Aug. 17. His funeral was held from the family residence, 149 Windsor Ave., on Sunday afternoon. Mr. Weed was 34 years old, and one of the most prominent young business men in Buffalo.

Aaron Meyers, a Main St. jeweler against whom an involuntary petition in bankruptcy was recently filed, has left the city. In an affidavit of Attorney Edward Jellinek, which was filed Aug. 10, he states that on inquiries concerning Mr. Meyers, both at his place of business and his home, that Mr. Meyers had left home and his present whereabouts was unknown by his family, and that Mr. Meyers was a nervous wreck, never having recovered from the fire which he suffered in the Spring. James C. Fullerton was appointed a receiver, and is now in charge of the business.

On Saturday the long anticipated race of the Buffalo Yacht Club resulted in the winning of the beautiful $2,000 trophy by *Courier III*, owned by William J. Connors, editor and publisher of the Buffalo *Courier and Enquirer*. The trophy was the workmanship of William J. Bertling, by whom it was designed, and it was made at the Heinz Art Metal Works. It is valued at $2,000, and is declared to be one of the handsomest trophies ever awarded. The trophy is of solid hammered copper inlaid with hand-wrought coin silver, comprising a yachting design, wreaths and inscription. The diameter is 20 inches at the top, the width is 29 inches, and its height is 12 inches.

Fred Stogsdill has purchased the business formerly conducted by Lewis E. Pendleton, Dodge City, Kans.

Pittsburgh.

E. M. Ogden has gone on a tour of the Great Lakes.

M. Jacobs is spending a few weeks at Atlantic City.

Joseph Schultz has accepted a position with Heeren Bros. & Co.

Mowry Means lef last week on a western trip for the Marsh, Brown, Mather Co.

M. S. Nieman, McKeesport, Pa., and his family are spending a few weeks at Mt. Clemens

George Hutchinson, with William Pfaff, McKeesport, who was east on his vacation, is home again.

F. A. Keating, of the Grogan Co., is enjoying a vacation in Canada, where he is hunting and fishing.

Joseph Davis and Charles Thahlheim were among the Pittsburghers who left last week for Atlantic City.

Edward Meyers, formerly with the Crescen Jewelry Co., has accepted a road positio1 with L. Hahn & Co.

The Crown Jewelry Co., 104 Smithfield St., has remodeled the front of the store and installed new fixtures.

P. A. Ward, of the Hardy & Hayes Co., is at the seashore. H. B. Hayes and his family are s ill at Cape Cod.

F. F. Lang, accompanied by Mrs. Lang, leaves this week for a trip on the Great Lakes and a tour of Canada.

Campbell Douglass, who left Pittsburgh several years ago, is now associated with Brock & Feagans, Los Angeles, Cal.

Henry Terheyden has re'urned from a business trip to New York. B. Friedman, of he Terheyden house is at Ligonier.

W. J. Johnston, of the W. J. Johnston Co., has returned from a business trip to New York in the interest of his house

A. G. Garien, of Sol. Cerf & Co., is spending his vacation at Geneva, O., a popular place this summer with Pittsburghers.

R. G. Leitzell, formerly of Scottdale, but now associated with Joseph DeRoy & Sons, has opened a nickelodeon at Scottdale, Pa.

Henry A. Barrett, of the Geo. B. Barrett Co., who has been at Asbury Park since last Spring, is said to be in excel'ent condi ion and spirits.

S. J. Landaw, of Landaw Bros., and his family, who have been at Cambridge Springs for the last month, returned home last week.

P. C. Gillespie, of Gillespie Bros., and Mrs. Gillespie spent last week at Sandusky, O., visiting A. A. Gillespie and his wife, who have been Summering there.

Samuel Weinhaus returned last week from a buying trip to New York, and left last Saturday night for Cincinnati to visit a sister-in-law and her family for a few days.

Louis Schmidt, Braddock, and Mr. Isaacson, of Isaacson & Klein, also of Braddock, who have been spending a few weeks vacation at Cambridge Springs, have returned to their homes.

H. Green, who conducts a jewelry store at 704 8th St., Homestead, Pa., was recently sold out by his landlord. Green has been in business at this address since April, 1909, and conducted a very small business.

The trophy offered by Heeren Bros. & Co., and which is made of bronze, was won by Company B of the 14th Regiment in a rifle contest indulged in by the companies of that regiment. A number of men identified wi h the jewelry trade of Pittsburgh are members of this regiment.

David J. Perkins, Milwaukee, Wis., whose father, Thomas Perkins, was the first jeweler of Pittsburgh, and whose little shop was situated in Market St. in the early history of the city, was in Pittsburgh last week attending the reunion of the 102d Pennsylvania Volunteer Infantry, of which regiment Perkins was a veteran during the Civil War.

The John M. Roberts & Son Co. is remodeling part of the big store in Market St., and when the work is done the offices of the concern will be moved from the second to the third floor, where buying rooms and other rooms for the sale of stock are being fi ted in a neat manner. The second floor will be given over entirely to other departments of the big building.

Sam F. Sipe arrived in New York Saturday on the *Mauretania* and received some "write ups" in the Pit sburgh papers regarding his experiences abroad, especially as to how he had missed being in the great riots and strikes now raging in England and of the cholera which has broken out at some points. Mr. Sipe was accompanied by his wife. They enjoyed their trip immensely. Mr. Sipe went abroad five or six weeks ago to buy diamonds.

The members of the Jewelers' 24-Karat Club of Pittsburgh have decided to hold an old-fashioned outing and basket picnic in Pittsburgh on Labor Day. The place that will be chosen will be announced in next week's issue of THE JEWELERS' CIRCULAR-WEEKLY. The committee having the matter in charge was scheduled to meet last night in the office of the Chas. H. Holyland Co., in the Bessemer building. It is proposed to arrange for a ball game and for athletic events.

Mrs. Elizabeth Jane Graul, aged 47 years, the wife of A. C. Graul, Sharpsburg, and one of the best known jewelers in Pennsylvania and former president of the Pennsylvania Retail Jewelers' Association, died Aug. 13 at her home in Sharpsburg. Mrs. Graul had been ill for some time, kidney trouble being the direct cause of her death. She was a member of St. John's Lutheran Church, of Sharpsburg, where the funeral services were held last Wednesday afternoon at 1 o'clock. A number of Pittsburghers identified with the jewelry trade, as well as many surviving friends, attended the services.

Steele F. Roberts, president of the American National Retail Jewelers' Association, will attend the meeting called by the New York Jewelers Board of Trade for the purpose of devising ways and means for protecting the jeweler against the burglar and the thief. Mr. Roberts says that he will leave here Sept. 12 and hopes that all those who have been invited will be able to attend the conference, a meeting which he considers of vital importance to the entire trade and to all jewelers, whether they are members of the various organizations affording protection or not. Mrs. Roberts, who has been ill, is recovering her health slowly.

A fire which followed the explosion of two tanks filled with ammonia at the grocery store of S. B. Charters, Third Ave. and Grant St., last week, caused damage amounting to $250 to the store of the Reliable Loan Co., also situated at Third Ave. and Grant St. The total loss is almost $100,000. One man was killed and 15 persons were injured in the fire, which followed the explosion. The Reliable Loan Co.'s place was damaged principally by flying bricks breaking the windows of the store and smashing some of the goods in the show windows. Mayor Magee of Pittsburgh narrowly escaped being buried under the walls of the wrecked building while watching the fire. The stock of the Reliable Loan Co., at least everything of value, was hurried into a safe during the progress of the fire.

The attention of the local jewelers has been called to an ordinance which has been introduced in City Council, providing for the erection of electric signs in front of business houses and those already erected. In the future it will be necessary to take out a permit for the privilege, and if the ordinance becomes a law it also will be necessary for those having signs to file a bond of $5,000 to indemnify against accident by injury by reason of the presence of the signs. No horizontal sign may extend more than four feet from a building, and no vertical sign may be more than 2½ feet wide. All electric signs must be lighted before dark and kept lighted until 10 P. M. Violations of the law will be punishable by a fine of not exceeding $100 and 30 days to the workhouse in default of payment. The law mus. be complied with within 60 days after the passage of the ordinance.

Washington, D. C.

The annual meeting of the Maryland Retail Jewelers' Association will be held Sept. 12 at Pen Mar, Md., at which time the election of officers will take place. This date is Defenders' Day in Maryland and is an important holiday. It is expected that large delegations from Baltimore, Cumberland and Hagerstown will attend.

Creditors of the late Frank Warren Johnson, as well as beneficiaries and legatees of his estate, have been notified by Administrator John B. Daish that payment and distribution from the es ate under the court's direction and control will be made Tuesday, Sept. 5, at 11 A. M., at 604 Hibbs building, this city, at which time those interested are notified to attend in person or by attorney to present their claims duly verified.

The Washington, D. C., police are looking for four Italians who are alleged to have decamped with $2,000 worth of jewelry obtained from several local jewelers. By some means the men gained the confidence of the jewelers and obtained handsome diamond rings simply by giving small checks in partial payment. The checks, it is alleged, proved worthless. The Italians are believed to have gone to New York with their booty.

The Bennett Silver Co., of Taunton, Mass., recently suffered damage to the extent of $3,500 by a fire the origin of which is unknown.

The Wise Jeweler

appreciates the fact that

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is of benefit to him not only as a profitable article of merchandise, but also as an attractive article in its style and "make-up," when displayed in his show-case or on his shelves.

It is the king of silver polishes and its appearance in a jeweler's stock is an indication that he carries the best of everything.

It is now packed in three sizes—small, medium and large—which retail at 25c., 50c. and $1.00. The percentage of profit increases as the size of the package increases—the percentage of profit on the medium and large sizes being greater than the percentage of profit on the small size.

It is *the* silver polish of the world!

Satisfactory to the consumer and satisfactory to the jeweler, it in every way fills the requirements for the best silver polish.



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A Report on Precious Stones in 1910.

AN interesting monograph on the precious stone industry during 1910 was recently prepared by Dr. George Frederick Kunz, the well-known gem expert, for use in Volume No. 19 of the *Mineral Industry*, which was issued last week, and through the courtesy of the author we are able to reproduce the same in the columns of THE JEWELERS' CIRCULAR-WEEKLY, the first instalment appearing in this issue on pages 55, 57 and 59.

Dr. Kunz, who is the author of many works on precious stones, among others "Precious Stones of North America," and "The Book of the Pearl," is no novice at compiling reports of the kind which he has just completed, and for a long term of years he prepared the report on precious stones for the United States Geological Survey. His present report, which appears before the Government report on the same subject, contains much that will prove of distinct interest not only to those connected with the gem trade, but to retail jewelers generally. The report is brought right up to date and contains even an account of the minute diamonds of Canada, which came into public view a few months ago, as well as many interesting facts on the rose-colored beryl of Madagascar, which Dr. Kunz recently named Morganite in honor of J. Pierpont Morgan.

A Notorious Safe Breaker Captured.

IT was with a great deal of satisfaction that the members of the jewelry trade read in the last issue of THE JEWELERS' CIRCULAR-WEEKLY of the capture and extradition to this country of Harris Rothstein, alias "Kovak the Smith," the noted safe burglar, because this arrest will tend to prove to criminals at large that it is dangerous to operate upon the jewelry trade and that even though they may escape once or twice, the protective organizations in the trade and the police departments in the various States who co-operate with them will eventually run the criminals to earth. The case of Rothstein is particularly important, as he is believed to have been implicated in a number of robberies of jewelers' safes and to be the inventor of the tool known as the "can opener," which was used so effectively by the gang of safe-breakers in many cities of the country.

Rothstein's capture places within the arm of the police four of this gang and not only reflects great credit upon the ability of the Boston detectives, but testifies to the energy, enterprise and aggressive work which they have manifested practically from the time the store of Samuel Ullian, of that city, was robbed in Feb., 1910. As noted in the last issue of THE JEWELERS' CIRCULAR-WEEKLY, Rothstein was captured in Russia after a long chase. He, together with two others said to be implicated with him in the same robbery, Jacob and Joseph Goldberg, were once before in custody, having been captured in New York and held in bail. The detectives asked very heavy bail for the men when they were arraigned in the Magistrate's Court, but the bonds were put at $10,000 and later reduced to $5,000, each. The prisoners supplied sureties for this amount, and were released. Directly after their release the men skipped from New York and it was then discovered that the bail bonds were worthless. The reduction of bail of the men and their escape caused a great sensation which resulted in a special investigation of the actions of the magistrate who had reduced the bonds. However, he showed that he knew nothing about the desperate character of the men and was exonerated.

Notwithstanding the great disappointment at the loss of their quarry in New York, the Boston detectives traced them to Europe and located the three men in London about the time of the famous Hounsditch massacre, where several anarchists were killed after holding the police force of London at bay for some time. Reports at that time said that the men, or at least one or two of them, were among the anarchists killed, but the Boston detectives continued their work and finally located the two Goldbergs in prison at Kolymia, Austria, where they were under arrest. As the United States had no extradition treaty with Austria covering the case it was thought at first that little could be done, but when the authorities explained the desperate character of the men it was agreed by the Austrian officials that as soon as they served their terms the Goldbergs should be delivered to the American authorities on board a ship at Trieste.

After locating the Goldbergs the detectives continued their search for Rothstein and finally traced him to Vilna, Russia. From this city he fled to the mountains, where he was finally captured with the aid of the Russian police. He was taken to St. Petersburg and finally brought back to this country, arriving in New York Aug. 14, and was then brought right on to Boston. According to the arrangement made by the Boston police, the Goldbergs were to have been put on the steamer at Trieste on Saturday and will be here very shortly. A fourth member of the gang implicated in the Ullian robbery is now serving a term in jail in Boston.

Directly after the Goldbergs and Rothstein escaped from New York, the Jewel-

The reading matter is important, especially in a Journal like THE JEWELERS' CIRCULAR-WEEKLY, but I am willing to say without qualification that if there were not a page of reading matter in this paper, it would still be the best investment for the money that any jeweler could make—just on account of the advertising pages.

Frank Farrington, Author of the "Store Management Complete," etc., etc.



When Playtime Is Over.

VACATION DAYS should not be spoiled by talking business too loudly or too much. If you have been able to get away for a while, you will be all the better for it—and your business also will profit from your gained vigor. You know the saying about all work and no play. Enjoy yourself.

But of course some thinking and planning ahead has to be done. Another season is looming up in front of you and us and everybody, with its opportunities and responsibilities. So we are quietly getting ready for you, thinking of your Fall requirements and laying in such stocks and supplies as will appeal to your trade.

The more trouble we have gone to, the less it will be for you. The gleanings of a good many factories, the skill of a good many craftsmen scattered all over the country, if not the world, will be represented in the showings of this single establishment — which simplifies matters for you. Just remember that *when playtime is over.*

CROSS & BEGUELIN

Wholesale Distributors of Gems, Jewelry, Watches, and Jewelers' Supplies

23 Maiden Lane

NEW YORK

ers Security Alliance issued a pamphlet giving a description of the men and of the way they operated, together with a picture of the tool they used. This was sent broadcast to the police of all cities throughout the world, who have co-operated to hunt down these men. However, it is to the Boston detective bureau, particularly to the clever and arduous work of Inspector Lynch, that the location and capture of these desperate criminals is due. It is seldom that a police department has shown as active an interest in a case of this kind as was manifested by the Boston officials, and they are deserving of all the thanks that the jewelry trade can extend to them.

Lancaster, Pa.

E. P. Ledos, Newark, N. J., paid a visit to Lancaster on business last week.

Howard Hook, with I. D. Landis, Coatesville, Pa., visited this city last week.

Charles F. Miller, president of the Hamilton Watch Co., and family are at Ocean Grove.

Mr. Gray, with R. H. Conlin, Carlisle, Pa., spent a couple of days last week in Lancaster.

Arville McKenzie, Montreal, Can., is spending a couple of weeks with a married sister in Columbia.

Harry C. Schreiber, with C. B. Guth, Brookville, Pa., stopped over in Lancaster last week en route to Niagara Falls on a vacation trip.

G. William Reisner furnished the gold, silver and bronze medals that were the prizes at the recent field sports held at Rocky Springs Park by St. Mary's Catholic Church.

J. G. Barker, who has been located in Seattle for the past seven years, is visiting Lancaster relatives, accompanied by his bride of three weeks. They will visit New York before returning home.

Bishop Jacob N. Brubaker, who resides near Mount Joy, Pa., is the owner of a pewter communion cup and salt stand that were brought from Switzerland in 1750 by his great-great grandfather.

A. P. Heberling, Parkesburg, Pa., for a number of years proprietor of a well-known jewelry store, died last week of typhoid fever, aged 38 years. He was unmarried. The Knights Templar had charge of the funeral.

Among the jewelers who recently visited Lancaster were Archie May, of York; Cyrus Bolger, Pittsburg; Newton T. Carver, Baltimore, Md.; Jonas Mischlich, Philadelphia; W. J. Frazer, Lincoln; Fred Macy, Macy & Hiller, Reading, Pa.

Joseph Allison, Baltimore, Md., who learned the jewelers' trade in Harrisburg, afterward making his home in Lancaster for some time, is in Lancaster visiting friends. He intends settling in Galveston, Tex., where he will open a repair shop.

Meyer F. Lewis has succeeded to the Municipal Loan Office, Oakland, Cal., but will continue the business there without any change of style.

New York Notes.

George F. Heydt, of Tiffany & Co., left Aug. 10 on a vacation, which he is spending in Maine. He will return about Sept. 1.

Dr. George F. Kunz, the well known gem expert, left New York last week on a three weeks' recreation trip. The first stop was Loon Lake.

H. B. Mundheim, of the Chopard Frères Co., Fifth Ave. and 21st S., has just returned from his vacation, spent in the White Mountains, N. H.

Abe Goldstein, a member of the firm of N. Goldstein & Son, Dallas, Tex., was in New York for over two weeks and made his headquarters with Max Schweiger.

Ben Jaffe, of A. Jaffe & Son, 17 Maiden Lane, left last week on his Fall trip and will make a tour through New York State and the Middle West with a Fall line of loose and mounted diamonds.

Under the style of Walter & Co., a new store was opened on Monday at 182 Broadway. The firm, which will handle a line of diamonds and high grade jewelry, is backed by a diamond importing house in Maiden Lane.

The Jewelers' Board of Trade received word last week that Joseph Frank, Amsterdam, N. Y., was offering to settle with creditors on the basis of 33⅓ cents on the dollar. Mr. Frank has been in Amsterdam since 1908.

Two new directors were elected last week by the stockholders of the Fidelity Trust Co., Chambers St. and West Broadway. They are James G. Cannon, chairman of the executive committee of the Chamber of Commerce and president of the Fourth National Bank, and Vincent S. Mulford, of the Jewelers' Circular Publishing Co., who was also recently elected a director of the Thompson-Starrett Co.

Clarence F. Bayer, of the Bayer & Pretzfelder Co., sailed for Europe Saturday on the *George Washington*, to be gone about four months. He will visit all the European markets and all of the firm's branches in Europe. Albert Pretzfelder is at present in the city giving his attention to the numerous out-of-town buyers, while Eugent Pretzfelder is busily engaged visiting the firm's customers among the southern trade. Louis Heineman is visiting New York State and Pennsylvania. Louis C. Rose is visiting the trade in Wisconsin and Iowa in the interests of the firm.

In speaking of the retirement of A. Frankfield, head of the firm of Frankfield & Co., retail jewelers, 38 W. 34th St., the item in the last issue of THE JEWELERS' CIRCULAR-WEEKLY erroneously stated that the business would be continued by Mr. Frankfield's two sons, who had been associated with him in the firm. At a matter of fact, his retirement is absolute and the business, together with the lease and premises and the stock, will be sold. James Klaber, 136 W. 34th St., is acting as trustee to liquidate the business for Messrs. A. Frankfield, Emil Frankfield and Hugo Frankfield, and if he does not dispose of it as a going concern, will sell the stock at retail.

Changes and improvements which have been going on at the premises of the Maiden Lane Safe Deposit Co. for the past 10 weeks are now practically completed and the office of the company, in the basement of 170 Broadway, now presents a most attractive appearance and affords much better facilities to the patrons of the deposit company and of the Maiden Lane Savings Bank than ever before. Many changes have been made in the premises of the Maiden Lane Savings Bank, whose quarters have been enlarged and improved in many ways and present a most attractive appearance. Changes have also been made in the Jewelers' Exchange Department of the Safe Deposit Co.

The National Employment Exchange has notified the employers throughout the city that it will provide in its building, 56-58 Cooper Sq., an entire floor where skilled workmen of all kinds can congregate mornings for the purpose of being interviewed by prospective employers. Another floor is provided for unskilled workmen. Employers are requested to send their representatives to this address to select men who are needed. No fee is charged the employe seeking work until he actually secures employment. Manufacturers and others are urged to take advantage of the opportunities afforded by the exchange.

The yacht *Sea Bird*, the 25-foot auxiliary yawl, in which Fred B. Thurber, the son of a well-known jeweler of Providence, R. I., accompanied by two others, made the trip from Pawtucket to Rome, Italy, arrived in New York last week. The yawl, which was brought back on board the *Koenig Albert*, which arrived on Thursday, was the subject of great interest not only to yachtsmen but to the public generally, inasmuch as the trip in it had been made without accident and in the time of the fastest sailing ship. As told in THE JEWELERS' CIRCULAR-WEEKLY at the time, she started from Rhode Island June 10, arriving at Flores 18 days later and at Flayal two days later. She went from there to Gibralter, then to Rome. Mr. Thurber did not arrive with the boat, but decided to travel to England and returned last week on the *Mauretania*.

Among the women passengers arriving from Europe last week who came under the investigation of the Customs inspectons was Mrs. William Hamilton, who arrived on the *Kronprinzessin Cecile*. Mrs. Hamilton had declared a small amount of purchases, but an investigation showed the declaration did not include a gold mesh bag, a gold cigarette case, a lace waist, some costly china and some other articles valued in all at $565. Accompanied by her husband, she called at the Custom House and explained that she had intended to put these on her declaration, but forgot to do so in the rush of getting ready to disembark and was ignorant of such matters, having never before attended to them herself. The trunks were sent to the public stores and the articles in question seized, to be held for further action. Mrs. Hamilton may recover the articles by paying their foreign value plus the duty. It was not stated whether any other proceedings will be started.

The officers of the Maiden Lane Historical Society received word last week to the effect that the beautiful tablet giving the history of Maiden Lane, which is to be erected on the Silversmiths' building under the auspices of the society, has been completed. This tablet, which will be presented by Edward Holbrook, president of the Gorham Mfg. Co., to the Maiden Lane Historical Society, was made at the works of Mr. Holbrook's concern in Providence, and is one of the handsomest bronze tablets that has ever been turned out for such a purpose. It has three panels, one giving an ideal picture of Maiden Lane in Dutch times; one with the shield of old New York and one containing the early history of the jewelry thoroughfare and its names at various periods. The tablet will be unveiled and dedicated some time in the Fall when it is expected that members of the trade as well as members of the Maiden Lane Historical Society, of the New York Historical Society and of the Historic and Scenic Preservation Society will participate in the exercises. No date for the dedication has been set, nor will it be until Mr. Holbrook returns from Europe, where he is now traveling.

Despite the many clues run down by the New York police last week, no arrests have been made in the case of the murderers of Adolph Stern by the robbers who visited the store of Jacob Jacoby on July 22, nor have the police any further clues to the robbers who shot at David Silverman, 1572 Madison Ave. Inquiry at the police headquarters, however, disclosed the fact that the police were working very hard on the case running down every clue possible. An official at headquarters stated that in the history of the police department no case in this or any other trade has been given so much conscientious work as has the Stern murder case. The entire force of detectives being "on their metal" to discover the perpetrators of the act. It was intimated that no definite information would be given out until the murderer was actually in custody. The report from Philadelphia that the police of that city had a suspect there in the person of Norris Birne did not seem to be seriously considered by the New York police, although they are looking up Birne's record in this city. Birne was accused by a woman companion of being connected with the Jacoby robbery and Stern murder, but after his arrest by the Philadelphia police, the woman went back on her statement and said that there was no truth in it. Another suspect, who gave his name as Reid, was picked up in this city last week and was held on the charge of carrying concealed weapons. The police would not say that the arrest was connected with the Stern murder case, though it seemed to be the impression around headquarters.

The Board of United States General Appraisers has decided that sapphires cut but not set, suitable for use in the manufacture of jewelry, are dutiable under the provisions of Par. 449, which provides for gems "cut but not set." Collector Loeb

(*New York Notes continued on page 83.*)

THE
LIBERTY
NATIONAL BANK
OF NEW YORK

OFFICERS

Fred'k B. Schenck, President.
Daniel G. Reid, Vice-President.
Zoheth S. Freeman, Vice-President.
Charles W. Riecks, Vice-Pres. and Cashier.
Fred'k P. McGlynn, Assistant Cashier.
Henry S. Bartow, Assistant Cashier.

Henry P. Davison, Chairman Exec. Com.

DIRECTORS

Edmund C. Converse
George B. Case
Henry P. Davison
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Thomas A. Gillespie
Francis L. Hine
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Howard W. Maxwell
Charles A. Moore
Ambrose Monell
Daniel G. Reid
Charles W. Riecks
Fred'k B. Schenck
Charles H. Stout
Henry C. Tinker
Charles H. Warren

CAPITAL, SURPLUS AND UNDIVIDED PROFITS

$3,700,000.00

FIDELITY TRUST COMPANY

Notable Events of the Year

Elected to membership in the NEW YORK CLEARING HOUSE ASSOCIATION, making checks on this company, in payment for drafts, etc., acceptable by all banks and trust companies, members of the Clearing House, and checks certified by us acceptable by the U. S. Collector of Customs in payment of duties on imports.

Designated a Depository for the General Funds of the State of New York, in addition to those of the City of New York.

Paid 2% extra as a Christmas Dividend, in addition to the regular dividends for the year, which amounted to 6%.

Increase in Capital & Surplus from $1,500,000.00 to $2,000,000.00, enabling the company to broaden its business.

Increase in Resources to over $10,000,000.00.

President - Samuel S. Conover
Vice-President Wm. H. Barnard
Vice-President - John W. Nix
Secretary Andrew H. Mars
Asst. Sec'y - Stephen L. Viele
Trust Officer Arthur W. Mellen

FIDELITY Trust Company
Chambers St. and West Broadway, New York

1850 The Jeweler's Bank for half a century in the same location 1911

The Chatham and Phenix National Bank
of New York
Broadway and John Street, New York

ACCOUNTS INVITED

GEORGE M. HARD, Chairman of the Board
FRANK J. HEANEY, Vice-President
WM. H. STRAWN, Vice-President
ALFRED M. BULL, Vice-President
LOUIS G. KAUFMAN, President
BERT L. HASKINS, Cashier
HENRY L. CADMUS, Ass't Cashier
NORBORNE P. GATLING, Ass't Cashier
WALTER B. BOICE, Ass't Cashier
HENRY C. HOOLEY, Ass't Cashier

The Market and Fulton National Bank of New York

ORGANIZED 1852

81-83 FULTON STREET

CAPITAL, $1,000,000 SURPLUS, $1,700,000

PROGRESSIVE—CONSERVATIVE—SUCCESSFUL

ALEXANDER GILBERT, - President
R. A. PARKER, - - Vice-President
T. J. STEVENS, - - - - Cashier
JOHN H. CARR, - - - Asst. Cashier
W. M. ROSENDALE - Asst. Cashier

Invites the Accounts of Jewelers

Will extend every facility that good banking will justify

SAFE DEPOSIT VAULTS

THE NATIONAL NASSAU BANK OF NEW YORK

Established 1852 Nationalized 1911

Charter Member New York Clearing House

Foreign Exchange Department

Checks and Cable Transfers upon our own correspondents throughout the world

Resources

Over Fourteen Million Dollars

New York Notes.

(*Continued from page 81.*)

returned the merchandise for duty at the rate of 50 per cent. as "jewelry." Other importers involved with the express company in the litigation included the Eastern Specialty Co. and Dingelstedt & Co.

Erle R. Sheppard has taken an interest in Gebhard & Co., manufacturers, Newark.

Sam Zimmern, of Henry Zimmern & Co., is at present working the Pacific Coast trade.

Lieut. Michael Sommers, in charge of the Maiden Lane detectives, is on a two weeks' vacation.

Howard Sisson, with M. Strauss, Brooklyn, returned last week after a six weeks' trip in Maine.

Charles L. Dwenger, china importer, 11 Barclay St., returned from Europe last week on the *Olympic*.

Everett Ward, buyer for N. H. White & Co., is spending a three weeks' vacation at Squirrel Island, Me.

S. J. Son, Chicago, Ill., arrived last week on the *Mauretania* from a visit to the European diamond markets.

A hearing on the petition of Fishel, Nessler & Co. for a discharge from bankruptcy will be held Wednesday, Sept. 6.

Louis I. Windt, of Max Astor & Co., 87 Nassau St., left last Wednesday for his annual Fall trip with a complete holiday line.

A. Espositer, of the A. & S. Espositer Co., lapidaries, 47 John St., returned from a European trip on the *Pennsylvania*, which arrived on Friday.

Meyer Goodfriend, of Goodfriend Bros., 13 Maiden Lane, returned on the *Lusitania* recently after a three months' trip to the European diamond markets.

Frank H. Bliss, of A. H. Bliss & Co., North Attleboro; Foster Clark, of W. G. Clark & Co., and Charles Barrows, of the Bay State Optical Co., were in town last week.

Friends of Arthur Reichman, of Reichman Bros., diamond importers, 65 Nassau St., are congratulating him upon his engagement to Miss Florence Gittelson, Minneapolis, Minn.

Comrie & Brokaw, jewelry auctioneers, are making a reduction sale for J. A. Lewis, Pittston, Pa. Mr. Lewis' building is being torn down and a new store will take its place, and this is the reason for the sale.

The A. L. Tuska & Sons Co., importers of Japanese and Oriental goods, is now located in new show rooms in E. 16th St., between Fourth Ave., and Irving Pl., where the firm has greater facilities than ever before.

The firm of Thompson & See, 546 Fifth Ave., has been dissolved by mutual consent. The firm began business May 1. H. S. See will continue the business at the same address, under the style of H. S. See & Co.

Robert W. Ingersoll is spending some time in the White Mountains and in the Adirondacks. R. A. Givaudan, auditor of Robert. H. Ingersoll & Bros., 315 Fourth Ave., is now on a two weeks' vacation in Maine.

The Neuburger Jewelry Co., Ann St. and Park Row, is the first jewelry firm to comply with an order that all encroachments on Ann St. be removed before Fall. The alterations have cost several feet of valuable window space.

The business of Morris Schiff, manufacturing jeweler, 82-84 Nassau St., will hereafter be run under the style of Morris Schiff & Co., Louis Switzer, son-in-law of Mr. Schiff, having been admitted to the firm under the above style.

Charles J. Dieges, of Dieges & Clust, acted as "village constable" at the first annual outing of the village boosters held last week at Smithtown, L. I. Mr. Dieges was also in charge of the athletic games, which were a feature of the day.

Henry B. Rohs, of the Ben Schneider Jewelry Co., Cincinnati, O., was a visitor to the office of THE JEWELERS' CIRCULAR-WEEKLY offices last week. William Shire, of Shire & Fithian, Paris, Ky., who was in this city last week, was also among the callers at this office.

Among the members of the jewelry trade which arrived in this city on the *Mauretania* last week were Samuel F. Sipe, of Pittsburgh, Pa., accompanied by his wife, David Atlas, Philadelphia, Pa.; S. J. Son, Chicago; Chas. S. Crossman, New York, and Fred B. Thurber, Providence.

The Jewelers Board of Trade recently published a small circular containing instructions to its attorneys and what is required of them in order to safeguard the interests of members. In this circular the practice of some attorneys representing both creditor and debtor is condemned.

In pursuance of an order of Surrogate Fowler, a notice is given to all persons having claims against the late Alfred Krower to present the same, with vouchers, at the office of Felix H. Levy, 37 Liberty St., on or before Feb. 20, 1912. Harry Z. Oppenheimer, Louis Krower and Leonard Krower are the executors of the estate.

The Spandorfer & Katzin Co., of the Borough of Manhattan, has been incorporated under the New York laws with a capital of $5,000. The incorporators are Wm. Katzin, 174 E. 117th St., Manhattan; Adolph Spandorfer, 89 Powell St., Brooklyn, N. Y., and Solomon Lieberman, 1505 St. Mark's Ave., Brooklyn. The attorneys for the corporation are Hillquist & Levine, New York.

The following were among the out-of-town jewelers in this city last week: Benjamin Harless, Houston, Tex.; Benjamin Schneider, Cleveland, O.; Mr. Maier, of Maier & Berkel, Atlanta, Ga.; Edward Sickles, of M. Sickles & Sons, Philadelphia, Pa.; J. R. Mercer, of the J. R. Mercer Jewelry Co., Kansas City, Mo.; Wm. C. Ludwig, St. Louis, Mo.; Mrs. C. H. Ankeny, Lafayette, Ind., and Mr. Elliott, of the Elliott Jewelry Co., St. Louis, Mo.

During the past week applications for membership in the Jewelers Board of Trade have been received from the following concerns, which will be acted upon at the next meeting of the directors, together with five others already noted: Essex County National Bank, Newark, N. J.; the Newark Jewelry Novelty Mfg. Co., Newark, N. J.; the Fishel-Nessler Co., New York; H. Kohlbusch, Sr., New York; Charles H. Conant, New York; Herman Levy & Co., New York; J. Sandusky & Co., New York.

Isadore Rothstein, 32 Suffolk St., was recently approached by a stranger who offered him jewelry which he said was worth $3,000, as security for a loan with which to get to Chicago. Rothstein says he gave $200 to the man, and took the jewelry later to an appraiser, and found that it was not worth more than $6. He gave the police a description of the man who swindled him, remarking upon a finger of unusual shape, stained with nicotine, upon one of the crook's hands. As a result the police arrested a man who said he was Samuel Klein, of the Bronx, whom Rothstein later identified. In the Essex Police Court the prisoner was held in $3,000 bail for examination on a charge of larceny.

The annual National Household Show, which opened last Saturday night at Madison Square Garden, offers many handsome exhibits in cut glass and pottery lines which should be of great interest to jewelers. Practically all the prominent dealers and importers in art goods were represented, and the different displays were arranged in a striking and artistic manner. Notable among the exhibitors was the Fulper Pottery Co., Flemington, N. J., which displayed many handsome specimens of its line called "Vase-Kraft" ware, including vases, lamps and clocks, etc. L. Straus & Son, 42 Warren St., had a fine collection of cut glass and china on display, showing many of the latest patterns. Emil F. Kupfer, 65 W. Broadway, and Steward & Crocker, Inc., were also exhibitors of fine cut glass, and both displayed extensive and handsome lines. Among the other firms who had cut glass and china displays in addition to those whose names were published last week were the Imperial Art Glass & Lamp Works, A. L. Tuska & Sons Co., O. F. Battaglia and the Utopian Silver Deposit & Novelty Co.

Word was received in New York last week to the effect that Isaac Marcussen, a former jewelry dealer of this city, had died at Lima, Peru, a few weeks ago. Marcussen, it will be remembered, came into the public eye in June, 1910, when he was arrested on a charge of smuggling, made by Lee Reichman, of Reichman Bros. Marcussen, who then lived at 521 W. 182d St., New York, had purchased a package of diamonds from Max Tom, of Antwerp, but did not meet the payments due and the latter sent word to Reichman to get the goods from Marcussen and refund him the duty. When Mr. Reichman looked into the matter, he had reason to believe that Marcussen had smuggled the diamonds and he caused his arrest. Marcussen pleaded guilty and surrendered the diamonds together with a lot of other precious stones to the Government officials. He was fined $500 and Mr. Tom's diamonds were seized, but later returned to him. The last heard of Marcussen was when he went to South America in company with a young man named Tolkowski, the son of a European diamond dealer, for the purpose of starting in business there. Mr. Tolowski reported Marcussen's death

(*New York Notes continued on page 84.*)

New York Notes.

(*Continued from page* 83.)

when he passed through this city on his way to Europe last week.

Lotthair Rich has opened a jewelry store at 243 Broadway.

A. L. Martin, 45 E. 17th St., returned last week on the *Olympic* from a short business trip in Europe.

N. Wolff, of N. Wolff & Co., 6 Maiden Lane, left Sunday for a short business trip through the middle west.

W. Lewy, of H. Lewy & Co., 6 Maiden Lane, returned Tuesday on the *Finland* from the European diamond markets.

Chas. N. Gray, assistant secretary of the Jewelers' Board of Trade, returned to his desk Monday after an enjoyable vacation in the Adirondacks.

Among the retailers who made their headquarters with the Jewelers' Co-operative Syndicate, 68 Nassau St., last week, were A. Press, of I. Press & Sons, Philadelphia, Pa.; Maurice Greenwood, of Greenwoods, Inc., Norfolk, Va., and J. P. Mullally, Indianapolis.

Out-of-town jewelers visiting this city last week included C. Peterson, Honesdale, Pa.; Mr. Shire, of Shire & Fithiam, Paris, Ky.; J. T. Ogden, Woodstown, N. J., and Mr. Bergeda, of A. Bergeda & Bro., Nashville, Tenn., and Miss B. Linderstruth, of Pensacola, Fla.

The New York *Mail* on Saturday last published a long article and half-tone illustration upon the new building for Black, Starr & Frost, which is to be erected at the southwest corner of Fifth Ave and 48th St., formerly the site of Chas. T. Cook's residence. The building as now planned will be of white marble, eight stories high, and will cover a plot 45.5 x 125 feet.

Add. W. Hoyt has resigned his position as city salesman for L. Heller & Son to engage with the Lassner Co., 6 Maiden Lane, importers of precious and semi-precious stones. Mr. Hoyt's territory will include Providence, Buffalo, Philadelphia, Newark and New York. He will make weekly eastern trips, beginning Monday, Aug. 28.

John O'Shaughnessy, the thief who struck Emil Fiess, a jeweler at 213 Washington St., Hoboken, N. J., on the head with a hammer, during an attempt to rob the jeweler's store, has been sent to Trenton State Prison to serve seven years. As previously told in THE JEWELERS' CIRCULAR-WEEKLY, Mr. Fiess, the jeweler, was rendered insane as a result of the blow and died recently at the Morris Plains Asylum, where he had been confined.

Schedules of Jacob Green, 170 Brown St., Bronx, who was formerly in the jewelry business, were filed in the bankruptcy court Aug. 19, and show liabilities of $1,754 and no assets available. He has $1,200 in insurance and household furniture, for which full exemption is claimed. Among the principal creditors are: S. & B. Lederer Co., $357; Providence Stock Co., $220; Albert Lorsch & Co., $249; Henry Lederer & Bro., $185; G. A. Veeck, Inc., $96; H. F. Barrows Co., $329; L. Heller & Son, $111, and the Elm Mfg. Co., $127.

Newark.

Mr. and Mrs. Henry Herpers are stopping at the North End Hotel, Ocean Grove, N. J.

Mr. and Mrs. Edmund F. Allsopp have gone to Manchester, Vt., for the remainder of the Summer.

F. K. Plate has started on his trip covering the smaller points of the Pacific Coast in the interests of Kohn & Co.

H. Abraham has been engaged to represent Frederick B. Weiss, Inc., 473 Washington St., on the Pacific Coast and in adjacent territory.

Curtis R. Burnett, of the American Oil and Supply Co., was on Thursday appointed a trustee by the creditors of the James N. Arbuckle Co., which recently went into bankruptcy.

William T. Loud, who returned the first of the month from his first trip as a representative of Allsopp & Long, 473 Washington St., has just started on his first regular trip through the middle west. He will go as far as Kansas City.

Maurice Hagerstrom, of the Hagerstrom & Chapman Co., jewelry manufacturers at 85 Columbia St., is building a fine residence at 845 13th St. It is expected that this will be completed about Sept. 1 and ready for occupancy when Mr. Hagerstrom's family returns from their Summer home.

Arthur H. Moore, of Moore & Sons, Inc., 22 Green St., is making week-end visits to the Summer home of his family at Belmar. During the Summer Mr. Moore has entertained at his Summer home socially a number of the members of the trade and customers of his firm.

Frank Holt & Co. have renewed the lease on their present quarters at 739 Broad St. This company is erecting a fine six-story building at Broad and Cedar Sts., but has decided not to occupy the first floor as a jewelry store at present, as was the original intention. The entire building will be leased when completed in the Fall.

Louis P. H. Peal, of Gaven Spence, Inc., 895-897 Broad St., and his brother, Albert H. Peal, of J. Wiss & Sons, 665 Broad St., left Saturday for an automobile trip through New York State. They will visit Saranac Lake, Lake Placid, the Thousand Islands, Watkins Glen and the Catskill Mountains, and will be away 15 days.

Fred Felger, Sr., of F. & F. Felger, 42 Marshall St., who is an ardent salt-water fisherman, goes every Wednesday to Waterwitch, N. J., where his family is spending the Summer. During the present season he has caught an unusually large number of bluefish, which he takes with hook and line. Mr. Felger attributes the increase in the number of the bluefish to the fact that a couple of years ago the United States Government, largely through his efforts, ordered fishing nets in Sandy Hook Bay to be removed. Mr. Felger was president of the Essex Fish and Game Protection Association for several years. He fought for 11 years to get the Sandy Hook nets removed, on the ground that thousands of tons of edible fish were captured yearly and ground up for oil.

Ernest J. Vatier was sentenced last week to one year in the penitentiary by Judge Thomas A. Davis in the Court of Special Sessions. Vatier was a gold caster who, until after his arrest, had a factory in the rear of 30 Franklin St. Last May, as recently told, he was arrested on the charge of Frederick A. Frisch, of Frisch Bros., manufacturing jewelers, 50 Columbia St., who gave him gold valued at $69 to cast, for which Vatier never accounted. A second charge was preferred against him by the Wordley, Allsopp & Bliss Co., though the amount of its bill was much smaller. Abig & Wagner, another manufacturing jewelry firm, also had losses, but did not make complaint against Vatier. The stock and fixtures of Vatier's factory were recently sold to satisfy a bill for eight months' rent.

Charles Eysoldt, 22 years old, of 72 Court St., and Frederick Hatfield, 23 years old, of 68 13th Ave., were arrested on last Friday evening by detectives from the Newark police force and locked up at police headquarters on suspicion of being the ones who recently robbed the home of Edgar Percy Ward, 417 Centre St., South Orange, of a quantity of silverware, a gold watch and a pair of opera glasses. The young men are said to have admitted the theft after an examination. They were taken to South Orange Monday for arraignment. Hatfield was trailed by the detectives for two hours after he had purchased soda ash to melt silverware which it was alleged he had stolen. After he had been locked up, Eysoldt was found in the rear of the Hatfield yard and arrested. On the kitchen table in the Hatfield home was found a quantity of silverware. A ticket was found in Eysoldt's pocket which showed that he had pawned a dozen silver knives for $5 in the store of John Simpson, New York, under the name of "Mr. Weymouth." Hatfield is said to have told the detectives that they took 200 pieces of silverware from the house, of which 119 were broken up to be melted, the other pieces having been pawned. Hatfield admitted that he has served two years in Sing Sing for burglary and was released 10 months ago. He also served time at Jamesburg, N. J. Eysoldt was committed to the Rahway Reformatory several years ago and was arrested by detectives in November 1909, for larceny.

Jewelers' Gold Bars Withdrawn and Exchanged at New York.

Week ended Aug. 5, 1911.

The U. S. Assay Office reports:

Gold bars exchanged for gold coin	$469,350.55
Gold bars paid depositors	71,074.57
Total	$540,425.12

Of this the gold bars exchanged for gold coin are reported as follows:

Aug. 14	$72,460.39
" 15	106,529.78
" 16	121,073.77
" 17	71,360.16
" 18	67,446.92
" 19	30,479.53
Total	$469,350.55

Geo. Bedell, Gallatin, Mo., has moved to Caruthersville.

Boston.

Charles Wilson, of Wilson Bros., has returned from his Summer home in Maine.

Justin A. Margot, salesman for Harwood Bros., is enjoying camp life at Alton Bay, N. H.

Frederick E. Harwood, of Harwood Bros., is at Rockland, Me., for a two weeks' outing.

Charles May, of Charles May & Son, is at North Woodstock on his annual Summer outing.

Nathan Hercules has offered a settlement with his creditors on the basis of 50 cents on the dollar.

Nathan Orkin, of Orkin Bros., 167 Tremont St., is to be married Sept 12 to Miss R. Barron, of Roxbury.

Nathan Goldsmith, traveler for David Neuser, is on a trip through western Massachusetts and Connecticut.

H. C. Cofman, Fitchburg, has been in town the past week buying stock for a special sale he is conducting.

Charles H. Ramsdell, Jr., of the wholesale department of the Smith Patterson Co., is at Lake Sunapee, N. H.

Maj. William P. Shreve, of the Shreve, Crump & Son Co., is taking an outing at Sudbury, Vt., for a part of August.

Herbert H. Hilton, salesman with D. C. Percival & Co., has gone to Peak's Island, Casco Bay, Me., on his vacation trip.

Charles S. Patten, salesman for the Shreve, Crump & Son Co., is at Smith Cove, N. S., for the month of August.

Henry W. Patterson, of the Smith Patterson Co., goes next week on his annual visit to his native town in Nova Scotia.

M. Myers started Saturday on his transcontinental trip with Fall lines for the new house of the E. A. Cowan-M. Myers Co.

William J. Orkin is taking a two weeks' vacation at Stoughton, Mass. He is accompanied by B. Kuhn, of 284 Tremont St.

M. J. Atherton has gone to Vineyard Haven, Mass., where he is the guest of Dr. Cannon, of the United States Marine Service.

Walter B. Snow is at Portland, Me., on business, and will enjoy a week's recreation also a Chebeague Island, in Casco Bay.

Harry Packard, of the wholesale department of the Smith-Patterson Co., has gone to Brockton, Mass., his old home, for a vacation trip.

W. E. Taylor, formerly with one of the Cowan brothers in this city, but now of New Orleans, was one of the trade visitors in town last week.

Norman Hayes, formerly with D. C. Percival & Co., but now with the C. G. Braxmar Co., New York, was in town last week calling on old friends in the trade.

Joseph C. Batchelder, of the Smith Patterson Co., has been on a buying trip to New York and Meriden, Conn., new Fall lines in silverware being inspected by him.

Sidney Cook, of A. S. Lowell & Co., shared the honors of the fishing jaunt to Wellfleet early in August with W. N. Cobb, of the Bigelow, Kennard Co.'s Boylston St. branch.

Lawrence F. Percival last week added two silver cups to his large collection of prizes won in yacht races, the *Gee Whiz IV.* having been successful in contests under the auspices of the Corinthian and Lynn yacht clubs.

Among the buyers here during the week was Reginald Eley, manager of the Berlin Jewelry Co., Berlin, N. H. E. J. Hodgson, of Haverhill, Mass., was also a visitor to the trade.

McAuliffe & Hadley, Newbury St., furnished the solid silver fruit dish, tray and ladle presented last week by Japanese merchants of Boston to Admiral Togo during his visit to this city.

S. Bernstein, who has a retail jewelry establishment at 551 Congress St., Portland, Me., has made arrangements to open a store in Boston also, opposite the Old South Church on Washington St.

Henry R. Arnold, of D. C. Percival & Co., and D. W. Pentz, of the firm's diamond department, made a fine cod-catching record on a recent week-end trip together to Casco Bay, where they were members of a party on the sloop *Rob Roy*, bringing home a couple of 10-pounders as trophies of their good luck.

The New England Wholesale Opticians is the name of a new corporation now at 21 Bromfield St., which was recently incorporated with a capital of $50,000. The officers are: President, Kenneth Campbell; secretary, Thos. W. Spencer; treasurer and manager, H. H. Stebbins. The officers, with G. Blagge Caldwell and Ara G. Besse, constitute the directors.

Wilson Bros. have taken a new lease of the store on Court St. occupied by them, and will make a number of improvements, including changes in the window frontage and in the upper floors of their establishment. They have increased their watch-repair department facilities, and now have 16 benches. Felix E. Couture and Arthur Garmony have entered their employ in the optical department.

Recent installations by the E. Howard Clock Co. include 10 interior clocks for the United States Envelope Co., of Springfield, Mass; a regulator master clock for the Commonwealth Edison Co., of Chicago; a special electric clock for the New York Clearing House; a police patrol timing system for Rutland, Vt.; six interior clocks at the Powell River Paper Co.'s plant in British Columbia, and a master and secondary clock system in the high school at Wilkes-Barre, Pa.

Windsor N. Cobb, who has been managing the Boylston St. branch store of Bigelow, Kennard & Co. since its opening, is to leave Boston Sept. 1 for San Francisco, where he will take charge of the silver department of Treat & Eacret, whose new store is to open about Nov. 1. Mr. Cobb entered the employ of Bigelow, Kennard & Co. in 1889 and has been with them ever since, except for two years and a half, which he spent in California, during the greater part of which he was with Shreve & Co., of San Francisco.

The Bent & Bush Co., dealers in emblems, military goods and similar lines, is offering creditors a settlement on the basis of 20 per cent. The concern is a corporation of which Smith B. Harrington is president, Edwin W. Fowler the treasurer and Daniel J. Carney, the clerk. The officers, under a partnership, succeeded to the business in May, 1899, and formed the present company in 1908, with a capital stock of $12,000. The business is a very old one, having been founded in 1823.

F. B. Phinney, of the Washington building, had a curious experience recently which he thinks is worthy of narration for the benefit of others in the trade. An electric fan was inadvertently placed on top of his safe, and later he discovered that all the watches in the safe were magnetized. He also found that the safe itself was so completely magnetized that he could not keep his watches in it, even after the fan had been removed and the watches demagnetized. The Edison Co., of this city, has volunteered to demagnetize the safe if it is sent to its laboratory.

A real key made of nickel was formally presented to the American Press Humorists, together with the freedom of the city, while they were here for their convention last week. It was made by J. C. Graves, Salem, and is uniquely emblematical of the city. The tip of the key is shaped like a bean-pot, and the end that is inserted in the lock is shaped exactly like Boston Common, with "49½ acres" stamped on it, and on the reverse side "American Press Humorists Convention, Aug. 12, 1911." In the center of the handle is a hub, with 15 spokes, representing 15 cities and towns comprising greater Boston.

C. M. Ward & Co., manufacturing jewelers, who are now at 410 Washington St., are to remove shortly to light and convenient quarters at 5 Bromfield St., corner of Washington St., their present place being in one of the buildings taken for the new Filene establishment. Mr. Ward, who has been well known to the Boston trade for 40 years, started in business at 409 Washington St. 29 years ago, after being 11 years with Guild & Delano. He remained at 409 for a score of years and has been at 410 about nine years. His new location is in the heart of the jewelry district.

Trade Gossip.

Swartchild & Co., Heyworth building, Chicago, are offering to the trade a new "bifocal" tweezer, called the Wagner. The average jeweler has more or less trouble in holding a lens while cementing the bifocal, and it is claimed that this particular tweezer has won great favor, being made especially for this purpose. The tweezer has two slots to hold a lens of any size, and a spring wire in the center to hold segment of bifocal until the cement sets. Another use it can be put to is for holding of dials while soldering on feet.

The American Fountain Pen Co., makers of Moore's non-leakable fountain pen, Boston, and Adams, Cushing & Foster, of the same city, selling agents for this pen, report an exceedingly large growth in the business in the last five years. More dealers have put on this line of fountain pens recently than at any time in the history of the concern. Moore's pen is made in five sizes, running down to the "Midget," which is only 3½ inches long and made specially for ladies. Proof that the pen is non-leakable is to be shown in the fact that every one is shipped from the factory filled with ink.

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Vol. LXIII. CHICAGO, WEDNESDAY, AUGUST 23, 1911. No. 4.

Chicago Notes.

J. Ziegler is visiting the trade in Illinois.

John S. Braude has returned from a western trip.

A. L. Haman, St. Paul, Minn., was in this city last week.

L. A. Eppenstein left last Saturday for a trip to the Pacific Coast.

Geo. W. Cureton, of the Newall Mfg. Co., is on a trip to Denver.

Chas. P. Crane, with the Bliss Bros. Co., has returned from the northwest.

I. M. Bach has removed from the Schiller building to 167 W. Washington St.

Gus Weinfeld, with H. F. Hahn & Co., is on a business trip through Wisconsin.

E. Roth, general manager of the Western Clock Mfg. Co., was here last week.

S. J. Son returned on the *Mauretania*, last week, after a two months' trip to Europe.

Albert L. Kahn, "Cy" Price and Irv. Levis, were the diamond men here last week.

Mr. Moore, representing Wm. Dixon, Inc., New York, visited the trade here last week.

Cloyd C. Dickinson, manager for H. W. Allen & Co., is taking a vacation at Bourbon, Ind.

Tyler & Gregory, jewelry auctioneers, have returned from a successful sale in Michigan.

A. E. Heberlein has removed from Bangor, Wis., to Fennimore, Wis. He was here last week.

Robert Slade, of Slade, Tenney & Weadley, has returned from a fishing trip in Wisconsin.

Edward F. Merkel, retail jeweler at 3438 S. State St., has sold his business to Joseph Kantor.

E. A. Burger was here last week, buying the opening stock for his new store at Saginaw, Mich.

Mr. Harrison, head watchmaker for the Mt. Vernon Jewelry Co., Mt. Vernon, Ill., was here last week.

T. G. Frothingham, son of the late manufacturing jeweler of that name, visited the trade here last week.

Miss Clarissa Z. Dawson, with Spott & Jefferson, Little Rock, Ark., was here last week visiting friends.

R. Newman, retail jeweler at 4825 S. Ashland Ave., is spending the Summer with his family at Carlsbad.

Leo Freeman, formerly jewelry buyer for the John M. Smyth Co., has severed his connection with that concern.

C. I. Josephson, Moline, Ill., passed through here last week in his automobile, accompanied by his wife and son, on a trip northwest.

Isaac Dornberg, Spokane, Wash., has sold out to the Anderson Mitchell Jewelry Co. Mrs. Mitchell was here last week on her way home from the east.

A. W. Gumbiner, son of M. M. Gumbiner, who recently failed at S. Halsted and 63d Sts., has opened a jewelry store at 43d St. and Vincennes Ave.

P. L. Young, general manager for the Moisant International Aviation Co., was arrested here last week, charged with embezzling $124 from the National Clock & Mfg. Co.

Champlin A. Kettle is assisting his father, R. A. Kettle, during the Summer, in the Chicago office of the Waltham Watch Co. Mr. Kettle Jr., is a student at Cornell University.

May & Malone have removed from room 1205 to room 1606, Heyworth building, where they have much larger quarters than before, which permit them to take better care of their growing business.

R. F. Prochnow and Carl T. Weibezahn, respectively president and vice-president of the Ft. Dearborn Watch & Clock Co., are on a fishing trip to Lake Como, Wis., accompanied by a party of friends.

Geo. A. Ackersville, formerly with the Chicago office of the Star Watch Case Co., has returned to Ludington, Mich., where he will become associated with his father, who is in the hardware business there.

Henry S. Peck, a sash and blind manufacturer, Waterbury, Conn., who died on Saturday last, was for many years an agent for the Waterbury Clock Co. in this city. He was widely known to the jewelry trade, and was at one time president of the Jewelers' Association. He was succeeded as agent here by the late C. J. Dodgshun.

Meyer Joseph, of Meyer Joseph & Co., wholesale jeweler at 7. W. Madison St., was married on Aug. 23 to Miss Blanche Barnard at the residence of Dr. Tobias Schonfarber. Mr. and Mrs. Joseph will spend their honeymoon in Michigan, and will be at home after Oct. 1 at 370 E. 58th St.

Mrs. Margaret A. Breuning, wife of Geo. D. Breuning, retail jeweler at 1348 E. 55th St., placed her diamonds in a pillow, last week, for safe keeping. The maid, who didn't know the diamonds were there, hung the pillow out to air and someone stole it. The diamonds were valued at $1,700.

Robinson & Rideout have bought out the retail jewelry business of M. A. Gaskill at Rochester, Minn. Mr. Rideout is the practical man of the concern, and will manage the business. S. W. Robinson, the other partner, is a traveler for Otto Young & Co., and has been with that concern since 1902. For 10 years prior, and that year, he was traveling for Norris, Alister & Co. He has been a successful salesman and has many friends.

Among the out-of-town jewelers here last week were: Thos. D. Reagan, of the Daniels & Fisher Stores Co., Denver, Colo.; Geo. H. Alfs, Burlington, Ia.; Daniel Doering, Wakarusa, Ia.; Herman Anderson, Taylorville, Ill.; W. R. Miller, Grinnell, Ia.; Mr. Emerick, Freeport, Ill.; J. F. Breitenstein, Antigo, Wis.; E. J. Jensen, Milwaukee, Wis.; E. Vail, Wichita, Kan.; J. H. Linn, Dennison, Tex.; Frank Herschede, Cincinnati, O.; E. J. Booth, Walworth, Wis.; A. J. Baerman, Lime Springs, Ia.; Frank Smith and F. J. Butler, Pontiac, Ill.; W. R. Mullins, Grinnell, Ia.; C. F. Miller, Cairo, Ill.; Bert Force, Sac City, Ia.; Frank Hyde, Sioux Falls, S. Dak.; A. J. Crawford, Marseilles, Ill.; E. A. Heberlein, Fennimore, Wis.; Miss Spencer, of John Spencer & Daughter, Edgerton, Wis.; J. Raubert, Ligonier, Ind.; Siegel & Belkin, Grand Rapids, Mich.; Mr. Fisher, of L. S. Donaldson Co., Minneapolis, Minn.; Harry Hanson, Princeton, Ill.; E. L. Thayer, Rockford, Ill.; Oscar C. Watterich, Oconto, Wis.; Miss Catherine Becks, Michigan City, Ind.; Dan S. Jones, Independence, Ia.; C. I. Josephson, Moline, Ill.; R. J. Jenkins, Amboy, Ill.; Charles L. Miller, Bloomington, Ill.; C. L. Clement, Hartford, Wis.; Edward Rapp, Burlington, Ia.; F. C. Berta, Coal City, Ia.



The Next Chapter

of this interesting romance will appear shortly. It *should* appear in *your* store. If it doesn't, it may be because you are not alive to the wisdom of aggressive efforts for business at this time, or, perhaps, you are not availing yourself of the many advantages offered you by



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Los Angeles.

G. W. Birnbaum, New York, is spending a short time here with his wife.

D. Petty, Las Vegas, Nev., recently made his first visit to Los Angeles.

Louis Nordlinger has returned from an outing with his family at Coronado Beach.

Jas. P. Tait, head salesman with E. Gerson, 545 S. Broadway, is taking his annual vacation.

Willis Sweet, engraver with the Whitley Jewelry Co., is taking a vacation in Bear Valley, Cal.

A new manufacturing business has been started by K. A. Borgesson, in room 309, 622 S. Broadway.

W. H. Wilson & Co., Ocean Park, have been installing new fixtures and making general improvements in their store.

Joseph Leudan, of A. R. Katz & Leudan Co., diamond merchants, New York, is making his semi-annual visit to Los Angeles.

Melville Nordlinger left here for New York and the east. He goes on a business trip, and expects to be gone about three weeks.

Mr. and Mrs. Barks, the former watchmaker with H. E. Rader, Monrovia, were in this city a few days ago en route to Catalina Island.

George F. Blakeslee Co., 235 S. Spring St., has secured the services of William C. Nicholson, an expert watchmaker, formerly with Luckenbach & Co.

C. C. Abel, of the Adams & Abel Co., has just returned from a tour of the beach towns. E. W. Heck, of this company, spent Sunday at Catalina Island.

S. Meyer and J. G. Talbott, of Meyer, Cahn & Talbott, are home again after a pleasant automobile trip to San Bernardino, Redlands, Riverside and Pomona.

Matthew Howell, salesman for the Pacific Gem Co., who covers Arizona and New Mexico, is in this city at present, but expects to start out on another trip soon.

W. S. Metcalf, representing the Plainville Stock Co., and F. R. Sheridan, representing a number of eastern lines on this coast, have been calling on the trade here.

E. O. Fleek, of the cut-glass department of Brock & Feagans, and M. P. Campbell, in charge of the repair department of the same firm, are now away on their vacations.

H. Hartman and his son Otto, formerly of Wapakoneta, O., who, as announced last week, recently arrived here, have taken positions with the Geneva Watch & Optical Co.

B. M. Porter, a jeweler in Venice, has been making alterations and improvements in his store. He reports that he is doing better business this year than ever before at this season.

L. V. Brown, of S. Nordlinger & Sons' silver department, is away from the store for two weeks. He joined the crew of the *Mischief I.* on the annual yacht cruise to Santa Barbara.

Fred Brookhouser, of the gold department of S. Nordlinger & Sons, is taking a vacation at Balboa. Mr. Powell, of the silver department of the same firm is also taking a vacation.

A. Lyons has taken a position with the J. C. Fleming Co., 531 S. Broadway, as engraver and watchmaker. This company is making alterations and increasing the space in its wall cases.

A. F. Sprague, formerly of Seattle, has taken a position as city salesman for the E. W. Reynolds Co. Mr. Sprague has had a number of years of experience as a traveling salesman on the Pacific Coast.

H. B. Crouch Co. has already opened its new store, 217 W. 6th St. It is, however, conducting an auction sale of a portion of the stock in the old store at 555 S. Broadway. J. Rose is acting as its auctioneer.

A. D. Phelps, salesman for the Pacific Gem Co., has just returned from a trip to Catalina, Long Beach, Redondo Beach, Venice and other nearby coast towns. He reports that he found business very good.

H. C. Lybye is taking the place of George G. Koeberle, head watchmaker for the Donavan & Seamans Co., during the absence of Mr. Koeberle, who is taking a vacation with his family on Coronado Beach.

S. B. Bailey is opening for business in his new store, 541 S. Broadway. Although the alterations are not yet completed, enough has been done to show that Mr. Bailey is going to have a very handsome store. The location is an excellent one, in the center of the S. Broadway business district.

Carl Entermann Jewelry Co. and its force are just now undergoing the tribulations incident to the extended alterations and enlargement of its floor space. This company's shop force is engaged in making eight handsome enameled gold badges for past officers of the Masonic Council of Royal and Select Masters who have served in California councils.

Luckenbach & Co.'s lease of the store at 445 S. Spring St., is for a term of 15 years. The building is an old two-story structure, with 20-foot frontage and a depth of 150 feet. Luckenbach & Co. will remodel the building completely, and, it is said, open a fine jewelry establishment. Luckenbach has been in business on Spring St. for about 15 years. The new store is much more centrally located than the one which he has been occupying. He will take possession about Oct. 1.

Philip Klein, who is retiring from the location he has occupied for the last year or two, 445 S. Spring St., will maintain a wholesale business in the Broadway Central building, 424 S. Broadway. He will establish a factory at 290 E. Colorado St., Pasadena. This is a central and desirable location in that city, only 10 miles from Los Angeles. The factory will occupy the rear of the building, while in the front part Mr. Klein will have a salesroom and make a specialty of fine antique jewelry.

The factory, shipping and engraving forces of the Whitley Jewelry Co., turned out en masse last Saturday afternoon and Sunday and nearly completed a new house which Percy West, head engraver for this company, had just begun building to take the place of the one which had been destroyed by fire. Mr. West had no insurance on the house which was burned, and his associates took this very practical way of expressing their sympathy. Many of the men returned to their work on Monday sunburned and with blisters and stains on their hands. Mrs. West furnished refreshments for the workers.

Omaha.

Carl Ady, of the Meyer Jewelry Co., Kansas City, is visiting friends in Omaha.

Palmquest & Crosset have opened a new store at Hartley, Ia. Mr. Crosset was formerly in business in Benson, Nebr.

Jos. P. Frenzer has gone to Lake Cora, Mich., to visit with his family, and from there goes to Winter, Wis., to fish for "Muskies."

Fred Brodegaard let the contract last week for 14 modern cottages to be built in the Brodegaard addition, northwestern part of Omaha.

C. D. Morse, Osceola, Nebr.; Mr. Anderson, New Castle, Nebr.; R. G. Hitchcock, Sturgis, S. Dak.; D. H. Kunkel, Osceola, Nebr., and C. H. Robinson, Broken Bow, Nebr., were Omaha callers last week.

As noted last week, the trunk, containing $8,000 worth of jewelry owned by the A. F. Smith Co., shipped to Nebraska City July 31, and which disappeared, was found Aug. 14 in the grounds of the New Nebraska City High School by electricians working on the building. The trunk was laying in the open and had been seen every day by the workmen, who believed it to be the property of some of them. The discovery of a baggage check attached to it led to its true identification. Mr. Wallace, the baggageman, says the trunk was checked in the regular way at the Omaha station July 31. In the same car there were several trunks belonging to members of a party of bridge builders and electric linemen going to Nebraska City to do some work. In some way it got into the pile with other trunks, and when Nebraska City was reached was thrown off with these pieces of baggage. Later in the day, when all the trunks were standing on the depot platform, a drayman came along, loaded up the trunks and carted them away. It so happened that both the bridge builders and linemen were working in the same vicinity, and the trunks were all dumped in one pile. When it came to picking out their trunks neither the bridgemen nor the linemen claimed the old trunk containing the jewelry. For several days it was kicked about. Finally the linemen moved up to the high school grounds, and the trunk full of jewelry went along, though it was not claimed. Then the linemen had occasion to make another move, and as they did not care to pay charges on a trunk that was not their own they told the drayman to leave the treasure behind in the high grass on the grounds, where it was found. Monday Fred Brooks, one of the linemen, in talking with the Nebraska City agent of the Missouri Pacific, happened to mention the old trunk and spoke of the travels that it had made from camp to camp. He immediately made an investigation and, discovering that the check bore the same numbers as the A. F. Smith Co., took it to the depot and sent it back to Omaha at once. Baggageman Wallace states that there was never any suspicion that the trunk was stolen, but instead became a maverick and simply was carted about by bridge and linemen, none of them laying any claim to it nor having any knowledge of its contents.

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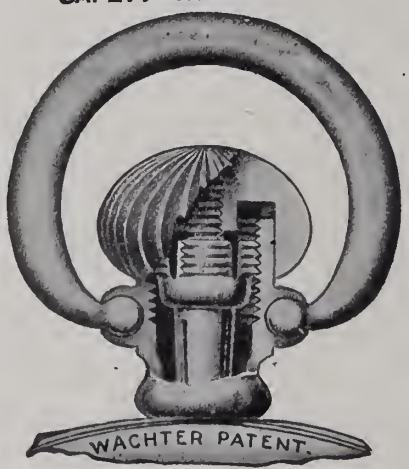
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Cincinnati.

Sol. Fox, of Fox Bros., is spending several weeks in Michigan.

Gus Peck, of Peck, Selmeier & Peck, starts this week on his eastern trip.

H. M. Chaffee, of Albert Bros., came in from Indiana Friday and left Monday to go through Ohio.

W. W. Turner, of Cedartown, Ga., came into Cincinnati last week to buy new fixtures for his store.

Victor Gebhardt, of Gebhardt Bros., returned last week from a vacation spent at Clark's Lake, Mich.

J. W. David, manager of the Crown Jewelry Co., is back after spending several weeks at Mt. Clemens.

Sig Strauss, of Lindenberg, Strauss & Co., will return this week from an extended trip through the east and north.

G. M. Graham, of A. & J. Plaut, came in from his southern trip last week. Lou May returned from his vacation in Indiana on Saturday.

Herman Duhme and Al Granducci, of "Duhme's," Covington, Ky., are back from a splendid motor-boat trip down the Kentucky River.

Joseph W. Smith, of the Geneva Optical Co., is stopping at the "Breakers" at Cedar Point until the convention of optical men opens this week.

F. M. Klein, of Klein Bros., came in Friday from Indiana and left Monday for Ohio. Eugene Frommeyer left Sunday to go through Ohio.

Charles E. Levi, Jr., son of Charles F. Levi, a pawnbroker at 512 Central Ave., died last week at his home of typhoid fever. He was 20 years old.

E. L. White, Guthrie, Okla., came into Cincinnati last week to visit friends in the jewelry trade, spending most of his time with Clarence Loeb, of Herman & Loeb.

Carl Thoma and Mr. Augustine, of the Thoma Bros. Co., left the first of the week together for a trip through Ohio. Fred G. Thoma is in Indiana and Jerome Thoma in the south.

The factory of Theodore Neuhaus & Co. opened Monday after a shut-down of several weeks. Mr. Neuhaus and Charles Theye, partners in the firm, enjoyed vacations on the lakes.

The Frank Herschede Co. last week secured a 10-year renewal of the lease on its quarters on Fourth Ave. East at a monthly rental of $1,000. The rental for the extension will amount to $120,000.

J. B. Bingaman, manufacturing optician, Kansas City, returned Monday to his home after a very pleasant vacation with his relatives of Bingaman & Co. J. K. Bingaman returned Sunday from a week at West Baden.

A. G. Schwab, of A. G. Schwab & Sons, is expected back about Sept. 1 from Atlantic City, where he has been spending August with Mrs. Schwab and his daughter, Mrs. Louis Lange. Julian Schwab is taking his vacation in Michigan.

Arthur Jacobs, of the D. Jacobs' Sons Co., left last week to join his mother, Mrs. D. Jacobs, at Atlantic City. Eddie B. Jacobs is back from a three weeks' tour of the south. Julius D. Jacobs returned Friday from Ohio and left for Indiana on Monday.

Milford G. Fox, of the Gustave Fox Co., left Sunday for a 10 weeks' tour of the west. He has arranged his trip to fit that of Bert Ganz, now with Herbert W. Allen & Co., who was formerly employed by the Gustave Fox Co. Wm. G. Courtney is in Pittsburgh.

Among out-of-town buyers noted in Cincinnati last week were: E. E. Nelson, Williamsburg, W. Va.; L. Pollock, Williamson, W. Va.; George G. Helms, College Corner, O.; J. B. Laromore, Washington, Ga.; W. M. Campbell, Hazard, Ky., and Frank B. Cary, Lebanon, O.

A good-sized delegation of optometrists set out for Cedar Point Sunday night and Monday to attend the State optical meeting. Among the Cincinnatians were Jacques Zangers, president of the local optical club; Harry Winston, its secretary, and Emil Klein, of the firm of his name.

Gus Schneider, of the E. & J. Swigart Co., is taking his vacation this week and next at home. Walter Brown is confined to his home by an attack of typhoid fever. John S. Francis returned Friday from his southern trip and went out again the first of the week. H. P. Neher left for Indiana. M. A. Seymour is also in Indiana at present, and Charles Davidson has started on his southern trip.

Edward Mittendorf, former manager for the E. & J. Swigart Co., has opened a law office in Bluefield, W. Va. For some time he was connected with the jewelry house of C. H. Randolph, of Williamson and Bluefield. Albert Wallenstein, of Wallenstein, Mayer & Co., is traveling through the Carolinas this week. Herman Poppendick is going through Michigan and Gilbert Wallenstein is in Indiana and Kentucky.

A handsome new store at 26 E. Fifth Ave. was opened last week by M. J. Greenwald, who formerly managed a jewelry store at 28 E. Fifth Ave. The interior was remodeled to suit him and new fixtures have been installed. During the interim while the change were being made, Mr. Greenwald was located in the Glenn building, and from there entered into the wholesale business. He is now using the second floor of his present quarters as a storeroom, but intends to resume the jobbing business there if trade warrants it.

Frank Herschede, of the Frank Herschede Co., returned last week with Mrs. Herschede and three daughters from a very pleasant trip to the Canadian Rockies. One of his first duties on his return was participation in the closing up of the affairs of the Ohio Valley Exposition, of which he was a director. If the opera written for the exposition does not sell well, the exposition company is threatened with a loss of $15,000. C. W. Lucius, of Mr. Herschede's company, is spending his vacation at Old Point Comfort, and L. B. Herschede is resting on his farm at Camp Denison, O. Anthony Westhoff and C. W. Mudge are back from their vacations.

Plans drawn for the new building of the Oskamp-Nolting Co., at 26-30 W. 7th St., by Architect Henry Ruechert, of Cincinnati, show the structure to be a six-story concrete block, 68 feet front by 97 feet. The first floor will be rented out; the jewelry company will occupy the rest of the building, with showrooms on the second floor, as at their present quarters on Elm St. The front will be of pressed brick with terra-cotta finishings. The block will be fireproof throughout. The building is being built by the Hauck Estate according to the wishes of the Oskamp-Nolting Co., but what the terms are has not been disclosed. Wrecking has already started on the structures on the site, but the building will not be ready for occupancy until next July.

Minneapolis and St. Paul.

A. E. Madsen, Minneapolis, was called to Chicago recently by the death of his partner, Mr. Rettig, in the firm of Rettig, Hess & Madsen.

The Standard Engraving & Cut Glass Co., of Minneapolis, has filed articles of incorporation, with a capital stock of $250,000. The incorporators are A. R. Olson, D. D. Rider and Charles Merrill, all of Minneapolis. Mr. Olson is of the Olson Cut Glass Co.

Ed. S. Habstad, Adams, N. Dak., and wife, were in the Twin Cities last week. Their store at Adams was burned out a short time ago, and they are seeking a new location. Other recent visitors included Mr. Unseth, with M. D. Lonergan, Grantsburg, Wis., and J. O. Westby, Renville, Minn.

Peter Juhl, the convict who was sent to the State prison for a term of years for the robbery of the store of H. A. Lunda, 119 Central Ave., Minneapolis, is again in public attention. With a partner, McCarthy, he escaped from the penitentiary some weeks ago. McCarthy was killed in a battle with a policeman a month ago in Minneapolis. This week a St. Paul policeman arrested Juhl on a street car, and Juhl shot him in making the arrest. The officer pluckily clung to his prisoner until he was taken in custody, although he was fatally wounded, and died a couple of days later. Juhl has now been returned to the State prison to await his trial for murder of the officer.

Trans-Atlantic Voyagers.

TO EUROPE.

Clarence F. Bayer, of the Bayer & Pretzfelder Co., sailed on Saturday on the *George Washintgon.*

FROM EUROPE.

A. L. Martin, New York, returned last week on the *Olympic* from Europe.

Charles Dwenger, New York, returned from Europe last week on the *Olympic.*

A. Espositer, of the A. & S. Espositer Co., New York, arrived on the *Pennsylvania* from Europe last Friday.

James McDonald, Providence, R. I., Benjamin Wyman, Providence, R. I., returned from abroad on the *George Washington* last week.

Among those arriving in this city on the *Mauretania* last week were Samuel F. Sipe, Pittsburgh, Pa., and his wife; David Atlas, Philadelphia, Pa.; S. J. Son, Chicago, and Charles S. Crossman, New York.

L. S. Smith, Beverly, Mass., has enlarged his establishment. He occupied formerly one-half the store, but now has added the other portion.

Milwaukee.

George Durner, Jr., jeweler and optician, 745 3d St., is enjoying an extended trip along the Pacific coast.

William Schroeder, jeweler and optician, is opening a new store and optical parlors at 1409 Fond du Lac Ave.

Mr. Jappe, of Jappe & Johnson, Racine, Wis., and Mr. Hall, of Hall & Sayles, Janesville, Wis., recently called upon the Milwaukee trade.

Mrs. Ferdinand Bowsky, wife of a Milwaukee optician, is in a serious condition at one of the Milwaukee hospitals, following an operation.

W. C. Stecher, of the August H. Stecher Co., 276 3d St., is spending a two weeks' vacation at Minneapolis, St. Paul and other points in Minnesota.

A. J. Stoessel, 1097 3d St., a director of the Wisconsin Retail Jewelers' Association, has secured a permit to erect a $200 street clock in front of his store.

Joseph H. Schaefer, recently elected president of the Wisconsin Association of Optometrists, has remodeled and enlarged his optical parlors at 1105 Vliet St.

Milwaukee wholesale jewelers have received news that Gilbertson & Andersen, Madison, Wis., are erecting a new store front and making other improvements, which will entail an expenditure of about $1,000.

Wisconsin jewelers are well pleased over the news that A. W. Anderson, Neenah, Wis., secretary of the Wisconsin Retail Jewelers' Association, was elected a member of the executive board of the national association. Mr. Anderson had also been elected a member of the Wisconsin Association of Optometrists.

News has reached Milwaukee that burglars recently broke into the store and bank of W. H. Gates at Milton Junction, Wis., securing $40 in cash, five gold watches and other articles of jewelry, entailing a total loss of $200. The bank was the depository of the post office and $400 in stamps was secured. The robbery was not discovered until the following morning, but investigation showed that women were seen near the jewelry store between midnight and 1 o'clock in the morning, probably standing guard for the men. The work showed that the burglars were not amateurs.

Charles D. Waugh, secretary of the Wisconsin Association of Optometrists, was elected president of the Milwaukee Optical Club at the annual meeting held at J. H. Schaefer's parlors, Aug. 10 Other officers elected included: Secretary, Charles W. Nebel; treasurer, T. O. F. Randolph; trustee for three years, George F. Ransom. Ferdinand Bowsky, A. R. Bachmann and William Kah, Jr., were appointed members of an entertainment committee to complete arrangements for a picnic which the club will hold probably on the last Sunday in August at Donges Grove. George Imig, Sheboygan, Wis., a member of the examining board of the Wisconsin Association of Optometrists, was a guest of the club at the meeting.

Besides the W. H. Gates jewelry store at Milton Junction, two other Wisconsin jewelry establishments were robbed recently. The store of J. Ball at Prairie du Chien was robbed of two diamond rings, a gold watch and other jewelry, when the front window was smashed. Mr. Ball, who was sleeping in the rear of the store, was awakened by the crash, but the burglar or burglars had made their escape. Mr. Ball estimates his loss at $350. Burglars entered the store of J. C. Outhwaite, Broadway and James St., De Pere, and stole a few gold watches, several plated chains, spectacle mountings and a number of repaired articles. The cash drawer had been torn from its fastenings and a small amount of cash taken.

Pacific Coast Notes.

B. H. Hancock, Lemoore, Cal., has moved into a new store in the Mooney building.

J. H. Padgham & Son, Santa Ana, Cal., are to move shortly, having disposed of their lease on the old store.

William Hogg, a watchmaker and jeweler of Bakersfield, Cal., died recently at that place at the age of 46 years.

Jacob Zemansky, Sacramento, has opened a store at 8th and J Sts., this being the third one to be operated in that city.

Edward Thomas, a jeweler in the employ of Wm. A. Manson, San Bernardino, Cal., passed away in that city recently.

John Olsen, Jr., has purchased an interest in the N. Neilson store at Salinas, Cal. The new firm will be known as Neilson & Olsen.

Beecher Fream has opened a new store at Escondido, Cal., the jewelry department being under the management of his son, Dalton Fream.

R. Van Buren, of Ontario, Cal., has commenced the work of remodeling his store at 127 N. Euclid Ave., and will shortly have a fine large safe installed.

E. I. Camm, Petaluma, Cal., who for years has been located in the McNear building, has decided to move, and will shortly be occupying quarters in the Riley building, on Main St.

A. R. Kaufmann, of Santa Paula, Cal., is remodeling his jewelry store, and will finish the interior in Mission style. Additional space has been secured and a much larger stock will be carried in the future.

P. H. Shuey, Red Bluff, Cal., has asked to be declared a bankrupt, stating that while he has assets valued at $11,000, with debts of but $9,052, much of his property was in the hands of the sheriff under writs of attachment.

It was reported last week that Ralph Marx, a jeweler, 60 N. 6th St., Portland, Ore., had disappeared. Mr. Marx has been a resident of Portland since 1905 and was formerly connected with Joseph Marx. He went into business for himself early this year.

Arthur E. O'Connor, proprietor of the cut-glass factory at Goshen, N. Y., died recently at that place after a long illness. Mr. O'Connor, who was the son of J. S. O'Connor, was a prominent member of the Middletown Lodge of the B. P. O. E., and other organizations. He was ranked as one of the leading business men of Goshen.

Detroit.

Waldo F. Moore, with the Charles A. Berkey Co., is spending his vacation at Grand Pointe.

W. R. Grainger is now able to be out, having recovered from an illness which kept him in bed for several days.

Mrs. M. Graves, head of the Graves Jewelry Co., in Bax Axe, visited Detroit last week, and replenished her stock in the local markets.

George Haller, of the Luths, Dorweld, Haller Co., has left for a vacation of two weeks. Harry Dorweld, of the same firm, has started on his Fall trip.

James F. Ehemann, for several years in the manufacturing department of Wright, Kay & Co., has taken a position in the sales department of Noack & Gorenflo.

Paul Sinz, for seven years with Hugh Connelly and one of the best known salesmen in the city, has leased the store in the Bowles building on Grand River Ave. now occupied by the White Sewing Machine Co., and will go into business for himself early in September.

The stock of the Detroit Jewelry Credit Co., which filed a trust mortgage two weeks ago for the benefit of creditors who hold accounts running over $5,000, was sold at auction Thursday. One of the trustees reports that the creditors will receive from 30 to 40 cents on the dollar.

Walter H. Morton, salesman with Noack & Gorenflo, was one of the men chosen as observer during the Scripps' Endurance Cruise. About a dozen power yachts participated in the cruise, which lasted for almost a week, and included a visit to all the larger cities on Lake St. Clair and Lake Erie.

The following out-of-town jewelers called on the local wholesalers last week: J. S. O'Rourke, Richmond; Charles B. Martin, Brooklyn; F. Laming, Everett; E. J. Peters, Tecumseh; L. H. Cooper, Oxford; David Crorey, Ubly; W. C. Vivian, Carsonville; L. L. Johnson, Tawas City, and E. C. Avery, of Montpelier, O.

Carpenters are now engaged in making alterations to Hugh Connelly's store, which will greatly add to its convenience and attractiveness. A new office will be erected, new counters put in and a shipping room constructed. R. T. Connelly, a son of Hugh Connelly, will take charge of the clerical department in the reconstructed place of business.

On Sunday afternoon while crowds were passing along Portage St., Kalamazoo, Lloyd Bergendorf and Carl Ayker made a daring attempt to rob Mr. Salisbury's jewelry store. One of the boys stood guard in front of the store while the other broke open the rear door. The one entering the store had succeeded in getting together a large pile of jewelry, some of which he took from the show window, in full sight of dozens of people. Mr. Salisbury happened along at this time and saw the boy through the window. He entered the store and the boy fled. He was caught after a chase of six blocks. The other boy was arrested the following day.

Arthur F. Hawkins, Elmore, Minn., has moved to Blue Earth.

Denver.

I. O. Glazier, Greeley, came to Denver yesterday.

J. W. Crowder, of Payne & Crowder, Boulder, is calling on the Denver trade.

Lloyd E. Gardner, Longmont, is visiting the local trade, having come all the way in his steam car.

H. Berry, of the Raymond Jewelry Co., has left for a trip to New York. He will stay there until late in the Fall.

Edward Lehman, of the Edward Lehman Jewelry Co., is making a business trip through Colorado and Utah. C. A. Beghtol, of the same firm, is visiting the trade in Nebraska.

Geo. Reinhardt for the past two weeks has been traveling throughout the northwestern part of Colorado in his big new touring car, seeing the wonders with which nature has endowed this beautiful State.

Mr. Maiman, of the Crown Mfg. Co., is at present on an extended trip through the northwest. He will be gone for at least two months, and will cover the States of Wyoming, Nebraska, S. Dak., Iowa and Kansas.

The establishment of Charles H. Clark & Co., 1536 Champa St., was entered and robbed on Friday night. The thieves forced open a door and escaped with a number of new articles from the stock, as well as a gilt clock from the repairing department, which must be replaced. The loss is about $50. There is no clue to the robbers.

A number of representatives visited the Denver trade during the week. Among them were: Rudolf Bruening, Western Watch Case Mfg. Co.; J. C. Hanni, Sussfeld, Lorsch & Co.; G. E. Connor, Robert H. Ingersoll & Bro.; John S. Adler, Pacific Coast agent for a number of firms in Providence, Attleboro, North Attleboro and New York; Benj. C. Crandall, representing several lines; G. H. Howard, Mason, Howard & Co.; R. C. Read, H. F. Barrows Co.

The Rocky Mountain Gem Co., 1017 16th St., suffered considerable loss from fire on Friday evening. The blaze, which, it is thought, originated from defective electric wiring, was discovered a few minutes after the establishment had been closed for the night. The damage was confined to the curio and leather department, none of the jewelry stock being injured. J. G. Raine, manager, estimates the loss at between $3,000 and $5,000. Business is being carried on as usual.

The legatees of the late Mrs. Amelia Eddy Smith will have to pay $37,000 in duties on jewelry left to them before they can obtain possession of the valuables. The recent trip of James D. Benedict, attorney for J. W. Hudson, administrator of the estate, to London to adjust the British inheritance tax, resulted in his securing a release on $53,000 worth of jewelry which Mrs. Smith left to her friends. Most of this jewelry was willed to Colorado women. This jewelry is now in the keeping of Brown, Shipley & Co., and Mr. Benedict holds a receipt for it. The question arose as to whether the estate should pay for bringing the jewelry into this country.

By the confession of Henry McCord, who was arrested recently and is now in jail, the mystery of a series of small robberies last June has been dispelled. The jewelry stores of Harry Hellerstein, 915 15th St., and his brother, Meyer Hellerstein, 811 15th St., were robbed of about $125 worth of small articles, in spite of the fact that they both employed a private watchman to guard their premises. This watchman was McCord, who, at the time of the thefts, expressed amazement at their possibility. He at first denied his guilt, but when searched some of the stolen articles were found in his possession and identified by Harry Hellerstein. McCord then broke down and confessed.

San Francisco.

Chas. Wright, Eureka, Cal., is in town on a buying trip.

A. L. Schaefer, Pendleton, Ore., is here with his wife, making selections of stock.

Burr W. Freer, of the Burr W. Freer Co., is out of town enjoying a short vacation.

William Ryan, a prominent designer and jeweler of Los Angeles, is here making a short visit.

C. E. Penington and wife, Riverside, Cal., are spending a few days in this city enjoying San Francisco's delightful Summer climate.

Elston Bros. have made an assignment in favor of their creditors, and Julius A. Wise is now in charge of the business, acting for the latter.

J. C. Wakefield, Healdsburg, Cal., was here last week buying stock, and announced that a number of improvements were being made in his store.

H. Davis, head watchmaker for Wm. H. Warren, at Sacramento, Cal., was here visiting the wholesale trade, making selections of stock and supplies.

Ernest J. Pollack, formerly of Pollack Bros., Riverside, Cal., was here recently, and stated that he was looking for a suitable location for a store in this section of the State.

C. J. Noack, Sacramento, was in town recently and states that preparations are being made for quite a rush of business there during the State fair that is to be held shortly.

Percy Greer, of this city, is now in Aberdeen, Wash., where he is holding an auction sale for T. J. Thomas. He writes that this will soon be brought to a close and that he will shortly return home.

V. Garcia, who operates a small store at 1329-B Powell St., in the North Beach section, has reported to the police that his place of business was entered recently by burglars and considerable stock taken.

J. R. Bell has opened his exclusive cutlery and silverware store at 29 Stockton St., and has a unique establishment. The location is considered an excellent one, being but a few doors from Market St.

The stock of jewelry formerly owned by G. D. Saunders, of Fort Bragg, Cal., who failed in business at that place, is being offered for sale here in a temporary store opened on Kearny St., near Pine, by Louis M. Dick.

A meeting was held a short time ago for the purpose of arranging for the consolidation of the four commercial bodies of San Francisco, and this important matter has been definitely decided upon. These will be succeeded by the San Francisco Board of Commerce, officers for which have already been selected. Horace H. Allen, secretary of the Morgan & Allen Co., has been elected second vice-president of the newly-organized body.

Arthur F. Wall, vice-president of H. F. Wichman & Co., Honolulu, H. I., is spending some time visiting local wholesalers and enjoying a vacation on the mainland. For two years Mr. Wall has been director general of the floral festival held in that city during the week of Feb. 22, and is doing some work here in the interests of the celebration. Last week Mr. Wall was a guest of some of the local wholesalers at the jinks given at the Bohemian Grove by the Bohemian Club of this city.

Kansas City.

Ed. Fluhrer, manager of the credit department of the Edwards & Sloane Jewelry Co., is away on a two weeks' recreation trip.

J. V. Robinson, manager of the material department of the C. B. Norton Jewelry Co., and family, left Monday for Park Rapids, Minn. They will join Mr Norton and family and will return with them about Sept. 1.

The following were among the retail jewelers doing business in Kansas City territory who were in town during the week: J. O. Scott, Paola, Kan.; Frank Barton, Conendia, Kan.; L. E. Delanty, Parkville, Mo.; J. H. Whiteside, and W. W. Whiteside, Liberty, Mo., and L. Yauslin, Baldwin, Kan.

Sam Bloom and Cal Filholm, traveling representatives for the Meyer Jewelry Co., returned to their regular routes early in the week. The Meyer Jewelry Co. is in receipt of a number of letters praising the work of the company in helping to get the American National Retail Jewelers' Association convention for next year.

Ward M. Lewis, secretary of the C. B. Norton Jewelry Co., returned from his vacation trip to Park Rapids, Minn., Aug. 25. His family will remain until Sept. 1, when they will return with C. B. Norton and family. Mr. Lewis comes home loaded down with photographs of the fish he caught, and a fund of fish stories that will last until the holidays.

The recent trial of Frank Garnier on the charge brought against him by the Woodstock-Hoefer Watch & Jewelry Co., of receiving goods stolen by an employe, will come up again in the Common Pleas Court in Kansas City, Kan., early in September. The case was postponed several times last Winter and Spring on account Mr. Garnier's illness. In the case brought by Nevin Bros., Garnier was convicted and sentenced to the penitentiary. An appeal was taken to the Supreme Court of the State, and this appeal is still pending. In the meantime Garnier is out on bail

Atlantic City, N. J.

B. Brisgol, Philadelphia, has opened a store at 2027 Boardwalk.

The Hampson Engraving Co. has opened a booth at the Exposition.

J. Louery has moved his store from Virginia Ave. to 501 Boardwalk.

Samuel Sissin, watchmaker, has moved from 126 to 131 S. Kentucky Ave.

Joseph A. Ball, 2217 Boardwalk, has opened a new store at 2217 Boardwalk.

M. Kunelhor, New York, has opened a wire jewelry store at 2137 Boardwalk.

S. Schneider, 1812 Atlantic Ave., has opened a new store at 2435 Boardwalk.

Edwin W. Druig, with Theodore W. Foster & Bro. Co., Providence, was here recently.

U. Nemirowsky, retail jeweler, has moved his store from 126 to 131 S. Kentucky Ave.

Mrs. E. M. Khoury, manager for Mrs. J. Azeez's jewelry store, has returned from a European trip.

Aaron J. Kahn, who was one of the members of the Aajaka Co., has opened a store at 2403 Boardwalk.

The I. F. Meyers Co., which went into bankruptcy last year, has again opened for business at 1303 Boardwalk.

The Dutch Shop, of Philadelphia, has located a booth at the Exposition, handling fine china and Dutch novelties.

Joseph Stine, Baltimore, has bought the jewelry store of T. D. Dunn, on South Carolina Ave., near the Boardwalk.

L. R. Douglas, the wire jewelry maker, has moved from 547 to 615 Boardwalk, and has greatly enlarged the jewelry lines.

T. D. Dunn has moved from S. Carolina Ave. to 731 Boardwalk. He only handles pure gold, silver and platinum lines now.

Mrs. I. L. Resnick has opened a jewelry and leather goods store at 1109 Arctic Ave. Her husband is located at 1303 Boardwalk.

H. Kazaka, 601 Boardwalk, in September will give up his jewelry store here and open one at 616 Market St., San Francisco, Cal.

Victor Freisinger, who closed his jewelry and art goods store last year, has reopened his place again at the Boardwalk and St. James Pl.

The Philadelphia Antique Exchange, 109 S. 15th St., Philadelphia, has opened a store at 2707 Boardwalk, handling old-fashioned and Oriental jewelry.

S. H. Solomon, New York, representing the F. P. Bhumgara Co., Bombay, India, has opened a store here called the East India Art Shop, at 929 Boardwalk, handling the finest Indian hammered brass goods as well as Swiss hand-carved, high-grade novelties.

The jewelry store on the Boardwalk, known as "Ask Mr. Foster," has a new manager here in C. L. Parker. A new store will be opened in Chicago at 3 E. Congress St., in charge of Miss E. Hill. J. C. Parker, of the Washington store, has general charge of all these retail stores throughout the country.

The retail store here for years, known as "A la Villa de Naples," has been sold out to M. de Dilictis & Co., importers and manufacturers of coral, cameos and tortoise shell, at 1027 Boardwalk, who have a factory at Torre del Greco, Italy, and branches in New York, Paris and London. G. Petrucci is the local manager.

Philadelphia.

H. Magenheim, a local jeweler, is spending some time at Atlantic City.

A. S. Smith, with L. P. White, has gone to Washington on business for the firm.

J. S. Wilson, Trenton, N. J., was a recent visitor, accompanied by Mrs. Wilson.

Charles Oelschlager, engraver, 706 Chestnut St., has started on a fishing trip up the Perkiomen.

William Hoppis, watchmaker for Walter Engle, 4233 Lancaster Ave., will spend his vacation at Atlantic City.

William Yardley, manufacturing jeweler, 727 Sansom St., will be assisted in the business by his young son, William, Jr.

The Hyman Jewelry Co., formerly of 6th and Market Sts., expects shortly to open a jewelry store at 21 S. 8th St.

The many friends of Rev. Field in Philadelphia will regret to learn of his sudden death, which occurred Tuesday, Aug. 15.

S. K. Hanley, Reading, was a visitor during the week, and reports alterations and improvements in his store property this Fall.

F. F. Meade, Binghamton, N. J., was a caller during the week. Mrs. Meade, who has been indisposed, is very much improved.

Mrs. William Beck, Vineland, N. J., was a recent visitor to this city on business. Mr. Beck expects to get into his new store Sept. 1.

William H. Otto, an old Philadelphia jeweler, has moved to Bethlehem, Pa., where he has opened a jewelry store at 138 E. Broad St.

A. F. Bennett has sold his interest and retired as president and director of the Bennett Jewelry Co., Inc., 1611 N. 10th St., Philadelphia, Pa.

J. B. Bechtel & Co., will close their store, Aug. 25 and 26, on account of moving. The new store, 729 Sansom St., will be open for business Monday, Aug. 28.

E. J. Fleury and A. B. Gaylord, representatives of H. O. Hurlburt & Sons, will spend their vacations together at Pike County, Pa., where they will indulge their hobby for automobiling and fishing.

J. J. Shellberg, Jr., son of J. J. Shellberg, retail jeweler, 1822 Susquehanna Ave., started for Austin, Tex., Wednesday, where he has gone to fill a position as watchmaker and engraver for Carl Mayer.

The following jewelers were visitors to this city during the week: E. K. Bean, Lonsdale, Pa.; Henry Bolte, Atlantic City, N. J.; D. Krause, North Wales, Pa.; J. A. James, Swedesboro, Pa., and John Lanning, Bridgeton, Pa.

The trade will be sorry to hear of the death of H. Gerlach, which occurred last week at his Summer home in Ocean City. Mr. Gerlach has been retired from active business for some years. He was well known in the trade, being one of the oldest jewelers in this city.

Frank A. Heywood, traveling man for the Jewelers Security Alliance started on his regular Fall tour for that organization Aug. 15. In the afternoon he sustained a compound fracture of the left leg, in this city, so he will remain at the Hahnemann Hospital here for the next three months

The funeral of Congressman Henry C. Loudenslager, of the First Congressional District of New Jersey, was held Wednesday afternoon from his late residence in Paulsboro, Gloucester County. Among the many prominent men who attended the obsequies were representatives of the Philadelphia Jewelers' Club, of which Mr. Loudenslager was a popular member.

The jewelers' club of this city has sent out announcements that arrangements have been completed for the club's annual clam bake, which will be held on the grounds of the Mohegan Club, at Morris Junction on the Delaware River, Aug. 30. Trains leave Market St. Ferry for Morris Junction at 12.40, 1.15, 2 and 3.20; returning, 7.23, 9.52, 10.53 and 12.21. Trolleys leave Federal St., Camden, every half hour The members of the club are requested to mail the list of their guests on or before Aug. 25.

Joseph Campione, 15 years of age, and John Campbell, 18 years old, both of this city, were arrested Thursday evening while sleeping on the doorsteps of a store at 6114 Vine St. After searching the boys the police found several articles of jewelry and silverware in their possession They have been sent to the House of Detention, 61st and Thompson Sts., where they will be kept until their record in this city and Newark is looked up. Both lads are suspected of being implicated in several robberies in Newark. The loot found on them is supposed to have been stolen from Newark stores.

Following the arrest of Morris Birne, on suspicion, in this city last Sunday, one week ago, the detectives are still determined to learn more about Birne insomuch as he is suspected of having information which would solve the identity of the taxi-cab highwaymen who, on July 22, killed Adolph Stern, a jeweler's clerk employed in Jacoby's jewelry store at 6th Ave. and 13th St., New York. Birne was held principally on statements made by a woman companion who was with him at the time of his arrest and who has since his arrest become alarmed and has tried to retract and deny that she has made damaging statements. Capt. Souder, this city, went to New York Friday, and it is supposed that his trip was in connection with the Birne case. The New York detectives are of the opinion that Birne is not the man in the case, and admit that after investigation they have been unable to connect him with the crime.

The Johnson Jewelry Co. has succeeded J. A. Johnson at Independence, Kans.

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Special Notices.

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Rates, 75c. per insertion for notices not exceeding 25 words; additional words, 2c. each.

SITUATIONS WANTED, 1c. a word each insertion; minimum charge, 25c.

Heavy type, 5c. a word; minimum charge, $1.25.

Display cards, $2.00 per inch.

In all cases, if answers are to be forwarded, 10c. extra to cover postage must be enclosed.

All answers to advertisements addressed care The Jewelers' Circular-Weekly, should be sent to the New York Office, unless the Chicago Office is specifically mentioned.

Situations Wanted.

WANTED, position as foreman on fine platinum work; experienced. Address "F., 4870," care Jewelers' Circular-Weekly.

WANTED, a position as assistant watchmaker, clock and jewelry repairer. Address "C., 5191," care Jewelers' Circular-Weekly.

BIG HUSTLER desires position with wholesale house; first-class experience and trade. Address "G., 5233," care Jewelers' Circular-Weekly.

FIRST CLASS REPAIRER on new work desires position; can furnish good references. Address L. Dolgov, 367 Vermont St., Brooklyn, N. Y.

A GENERAL ENGRAVER, 12 years' experience; also can assist salesman in jewelry store. Address "F., 5180," care Jewelers' Circular-Weekly.

WATCH AND CLOCKMAKER, 25, worked for best firms in New York, has good tools; wishes steady position. L. Boldizsar, 501 E. 78th St., New York.

FIRST CLASS WATCHMAKER and jewelry repairer, 14 years with good firms; best of reference. Address "Box 5218," care Jewelers' Circular-Weekly.

ENGRAVER, can assist watchmaker, clock and jewelry repairer, wants a congenial position south. Address "E. W. J., 4542," care Jewelers' Circular-Weekly.

YOUNG MAN, 20, three years' experience in a wholesale jewelry house, wishes position; best of references. Address "M., 5250," care Jewelers' Circular-Weekly.

WANTED, steady position by Oct. 1, for engraver, repair some jewelry, too; age 27, single; sample and references at request. Achille, Box 323, Macon, Ga.

FIRST CLASS WATCHMAKER, 28 years, 14 years at the bench, would like position by middle of August or before; salary, $20. R. T. Drumtra, Altenburg, Mo.

YOUNG LADY desires permanent position as engraver; experienced in jewelry trade; can assist with bookkeeping; best of references. Address 277 Prairie du Sac, Wis.

FIRST CLASS WATCHMAKER, well acquainted with complicated watches, fitting new parts, etc., seeks situation. Address L. Rohrer, 85 Winthrop St., Newark, N. J.

RAILROAD WATCHMAKER, plain engraver and jeweler, age 27, temperate, own all up-to-date tools; good references. Address "B., 5190," care Jewelers' Circular-Weekly.

DESIGNER on platinum mountings, desires position with reliable firm; can make attractive sketches; good colorist. Address "D., 4445," care Jewelers' Circular-Weekly.

GOOD clock and plain watchmaker, with experience of all kinds of clock work; has his own tools and good reference. Address "Box 5217," care Jewelers' Circular-Weekly.

YOUNG MAN, 22, desires position as salesman with manufacturer, for New York and vicinity; aggressive and hustler. Address "K., 5227," care Jewelers' Circular-Weekly.

WATCHMAKER, jeweler and salesman, young man, wants position in California about Oct. 1; can give references. Address John F. Bankard, 130 Milner St., Alliance, Ohio.

WANTED by young man, position as second watchmaker, clock and jewelry repairer and A1 salesman; can furnish A1 reference. Address Ross L. Carter, Elsie, Mich.

UP-TO-DATE ENGRAVER and saleslady, desires steady position by Sept. 1; will send samples of engraving to reliable parties. Address "E., 5170," care Jewelers' Circular-Weekly.

DIAMOND SALESMAN, thoroughly experienced selling loose and mounted goods to retail trade, desires to change his position. Address "E., 5247," care Jewelers' Circular-Weekly.

ENGRAVER, first class on monograms, inscriptions, etc., desires steady position; salary, $30 per week; samples and references. Address "A., 5181," care Jewelers' Circular-Weekly.

A YOUNG LADY desires a position as saleslady in a jewelry store; Pittsburgh preferred; experience and reference, if desired. Address "A., 5244," care Jewelers' Circular-Weekly.

YOUNG MAN, 24, has 10 years' thorough experience with a leading manufacturer in jewelry novelties, desires position; best references. Address "I., 5232," care Jewelers' Circular-Weekly.

YOUNG MAN thoroughly familiar in the jewelry business, wishes position with a first class retail jeweler; furnish best of references. "S. S., 5063," care Jewelers' Circular-Weekly.

COMPETENT JEWELER and repairer wants steady job in first class store; can also do all kinds of coloring; best of references. R. F., Room 109, 529 California St., Los Angeles, Cal.

TRAVELING SALESMAN, thoroughly acquainted with best trade south and middle west, desires position with manufacturer of high class line. Address "Y., 5016," care Jewelers' Circular-Weekly.

THOROUGHLY experienced retail and wholesale jewelry salesman would like to connect with reliable firm; best of reference furnished. Address "Box 5178," care Jewelers' Circular-Weekly.

YOUNG MAN, 23 years of age, single, wishes position as watch repairer by Sept. 15; have own tools; west or northwest, Wisconsin, preferred. Address "C., 5161," care Jewelers' Circular-Weekly.

SALESMAN desires position after Sept. 1 in a large retail store; accustomed to selling fine trade; references the best; 16 years' experience. Address "R. S., 5204," care Jewelers' Circular-Weekly.

SALESMAN, acquainted with the wholesale and retail jewelers, Philadelphia and vicinity, open for manufacturer's line on commission basis. Address "Hustler, 5198," care Jewelers' Circular-Weekly.

WATCHMAKER AND ENGRAVER wants position in Cleveland or northeastern Ohio; has tools; can do hard soldering and wait on trade. Address "D., 5192," care Jewelers' Circular-Weekly.

POSITION WANTED by young man who can repair jewelry; small town around northwest Iowa preferred; state salary, etc.; willing to work. Address "G., 5174," care Jewelers' Circular-Weekly.

WATCHMAKER of 25 years' experience wants position in store as manager of watch department; A1 references; state salary in first letter. Address "R. E. X., 4860," care Jewelers' Circular-Weekly.

HIGH CLASS traveling salesman, 10 years traveling south and lower half middle west, desires to connect with manufacturers' lines on commission. Address "I., 4943," care Jewelers' Circular-Weekly.

POSITION by first class jewelry salesman and optician; 17 years' experience, 36 years of age, good address, and can furnish best of references. Address "O., 5002," care Jewelers' Circular-Weekly.

YOUNG MAN, 20, with knowledge of jewelry manufacturing business, desires position with wholesale or retail firm; can furnish A1 references. Address "X., 5143," care Jewelers' Circular-Weekly.

COMPETENT WATCHMAKER and jeweler, age 33, single, good appearance, can take charge of repair department; own tools and good references. Address C. C. Hurst, 32 North St., Logansport, Ind.

ENGRAVER, young man, wants permanent position about Sept. 15; can do clock and jewelry repairing; samples of engraving on request; Chicago or vicinity. Address "F., 5171," care Jewelers' Circular-Weekly.

FIRST-CLASS SALESMAN and advertising man, good engraver and designer on special jewelry, can trim unique windows, wants position with A1 firm. Address "Capable, 5245," care Jewelers' Circular-Weekly.

SALESMAN, 25, am thoroughly experienced and acquainted with jewelry novelties, desires position; has good traveling experience; eastern territory preferred. Address "H., 5231," care Jewelers' Circular-Weekly.

A STRICTLY high-grade watchmaker and stone setter wants position by Sept. 18; best of references, no bad habits; salary, $25 per week; Boston preferred. Address "E., 5194," care Jewelers' Circular-Weekly.

YOUNG MAN, 19 years of age, with three years' experience in retail jewelry line, would like to make change to wholesale business; best references can be furnished. Address "G., 4945," care Jewelers' Circular-Weekly.

YOUNG MAN desires position with a jewelry firm; speak, read and write Italian; a good appraiser of coral; would like to hear from some good firm; references A1. Address "Box 5251," care Jewelers' Circular-Weekly.

A THOROUGHLY experienced salesman, hustler, wishes to communicate with manufacturer or jobber; city and out-of-town trade; salary, or salary and commission. Address "F., 5237," care Jewelers' Circular-Weekly.

WATCHMAKER, engraver, graduate optician and manufacturing jeweler; a first class man, with complete set of tools for all branches, now open for position; salary, $25 per week. Address 627 N. 4th St., Steubenville, O.

THOROUGHLY COMPETENT repairing watchmaker of great ability, can take charge of the entire watch work; the best references offered and state salary; staff; jeweler. Address "A., 5246," care Jewelers' Circular-Weekly.

WATCHMAKER, middle age, thoroughly conversant with the repairing of all common and complicated work, desires position; distance no object; not less than $25 per week. "Watchmaker," care 336 W. 22d St., New York.

NOV. 1; 21 years' experienced pawnbroker capable of taking full charge of business, A1 salesman, wants steady position either in a new to be establishment, or old-established store. Address "W., 5203," care Jewelers' Circular-Weekly.

SALESMAN who thoroughly understands jewelry and kindred lines, wants position on the road, preferably South, or to represent reliable manufacturing concern in the city. Address "O., 5150," care Jewelers' Circular-Weekly.

SOUTHERN traveler of 20 years' experience with large trade among jewelers, desires connection with first class concern; also knows watches and diamonds; record open and clear. Address "X. X. X., 4789," care Jewelers' Circular-Weekly.

WANTED, position by a young man with 10 years' experience in the retail jewelry business; one who has had practical repair work and the very best retail trade; unquestionable reference. Address "B., 5154," care Jewelers' Circular-Weekly.

THOROUGH, practical refractionist, 18 years' experience, up on muscular and all complicated conditions, can assist as salesman and watchmaker if necessary; expert on retinoscopy. Address "M., 5087," care Jewelers' Circular-Weekly.

SALESMAN wants a traveling position with a first class jewelry house; I know the trade over Missouri, Oklahoma and Kansas; am now employed; don't answer unless you have the goods. Address "H., 5206," care Jewelers' Circular-Weekly.

YOUNG MAN, 22, selling ability, nine years' experience in jewelry business, understands it thoroughly, also knowledge of clocks and silverware, desires position with reliable house; good reference. Address "Box 4725," care Jewelers' Circular-Weekly.

EXPERT WATCHMAKER, accustomed to adjusted and complicated watches; thoroughly understands adjusting and close rating, desires to make a change; best of references; Central states or the southwest preferred; American, single, 29 years of age. Address "American, 4809," care Jewelers' Circular-Weekly.

SITUATIONS WANTED—Continued.

WANTED, by first or middle of November, a situation as watchmaker by young married man of 26; just finishing course in Bradley Institute, Peoria, Ill.; Illinois or eastern Iowa or Missouri preferred. Address "Horology, 5207," care Jewelers' Circular-Weekly.

WATCHMAKER, competent of repairing high-grade and complicated watches, used to railroad watch inspection, with knowledge of optics and general store experience, desires to leave New York City. Address "H. S., 5152," care Jewelers' Circular Weekly.

GOOD WATCHMAKER, plain engraver and salesman, desires permanent position at once in western State; age 28, married, no drinker; references and photo on application. Address "4998," care Jewelers' Circular-Weekly, *Heyworth Bldg., Chicago, Ill.*

WOULD LIKE to get position with wholesale concern to be put on road in about a year; am 20 years old, with five years' experience in retail business; at present employed and can furnish the very best reference. Address "A., 5151," care Jewelers' Circular-Weekly.

WATCHMAKER-JEWELER would like position in a good live western town by Oct 1, or before; salary $18 per week with good reliable firm; will send references and photograph upon request; have five years' experience. Address O. A. Kuderman, St. Paul, Minn.

GOOD ALL-AROUND MAN wants to connect with good retail jeweler; have 10 years' experience in wholesale and retail; excellent salesman; estimate on repairs of every description; can take entire charge if necessary. Address "L., 5225," care Jewelers' Circular-Weekly.

SALESMAN wants position; have covered the New England and southern States for well known manufacturer; 21 years with the one house and change in management reason for being no longer its representative. Address "C. F. B., 5043," care Jewelers' Circular-Weekly.

DESIGNER AND MODELER for sterling or plated hollow ware; first class man, original, up-to-date and quick; fully competent in executing the most particular work artistically and practically; ready for change Oct. 1 or Jan. 1; age 32. Address "A., 5146," care Jewelers' Circular-Weekly.

SALESMAN, age 28, wishes position January, 1912, with established house; five years' experience with best jobbing and retail trade in Pennsylvania, New York State Baltimore and Washington; prefer to canvass city or nearby trade. Address "C. H., 5220," care Jewelers' Circular-Weekly.

COMPETENT YOUNG MAN 23, desires position with large retail or wholesale house or manufacturer; knowledge of high grade watches and jewelry; three years' successful selling experience on road and inside; will accept out-of-town position. Address "B., 5219," care Jewelers' Circular-Weekly.

EXPERIENCED WATCHMAKER, engraver and optician, good salesman, etc., wants a position to take charge of the watch repairing or the optical department; can take full charge of store, if wanted to; A1 references furnished as to honesty and ability. Address "O. F. E., 5238," care Jewelers' Circular-Weekly.

WANTED, watch, jewelry, silverware, ring, leather goods, glass, china or some kindred line to sell on Pacific Coast by hustler of good address and appearance; no booze, no foolishness, just business; will travel on commission or salary, or both; years' experience in such lines; could go at once or would consider Jan. 1 contract. Address E. A. Douglas, Guthrie, Okla.

Side Lines.

WANTED, salesman to handle line of cut glass as side line or exclusively. "Box 4970," care Jewelers' Circular-Weekly.

SALESMEN WANTED, west, middle west, south and east, to carry a side line of plated jewelry for department store trade; commission basis; references required. Address "Box 5222," care Jewelers' Circular-Weekly.

WANTED, salesmen, to handle manufacturer's line of Parisian jewelry novelties, for the jobbing and department store trade, as side line for the west, middle west, south and east territory; references required. Address Leon Weil, 64 Prince St., New York.

WANTED, a first class man to handle a high grade line on commission for the retail trade, preferably one who has other lines; references required; in replying state full particulars regarding territory, lines handled, experience, etc. Address "4962," care Jewelers' Circular-Weekly.

HIGH CLASS SALESMAN, with office and show room on Maiden Lane, desires to make change for coming year, on commission basis; have established trade among jobbers, department stores and largest retail trade, New York, Boston and as far west as Pittsburgh and Buffalo; none but A1 line considered. Address "Hustler, 5136," care Jewelers' Circular-Weekly.

Help Wanted.

ENGRAVER, clock and jewelry repairer; references; state wages. W. M. Reed, Montpelier, Vt.

WANTED, experienced refractionist and jewelry salesman. Address E. J. Faust, 728 Hamilton St., Allentown, Pa.

SALESMAN wanted for New York City and the south; lockets, pins and bracelets. Address Box 549, Providence, R. I.

WANTED, an experienced clerk in wholesale jewelry line. Apply Fred Kaufman & Co., 565 Broadway, New York.

WANTED, first class jeweler and engraver; good salary; permanent position. Address D. H. Keene, Fort Worth, Tex.

WANTED, manufacturing jeweler and stone setter; good wages, steady job; state salary. Apply F. J. Bahni & Co., Peoria, Ill.

WANTED, Sept. 1, good jeweler and engraver; steady position; state salary and reference. Address M. E. La Vake, Princeton, N. J.

WANTED, young man, experienced clock repairer; fine opportunity to become first-class jeweler. W. J. Lukens Co., Wheeling, W. Va.

WANTED, an experienced salesman for our diamond jewelry counter. Apply to Hartdegen & Co., Broad and West Park Sts., Newark, N. J.

WANTED, experienced watchmaker; must have references; state salary expected, experience, etc., in first reply. Address F. J. Pratte, Festus, Mo.

WANTED, good clock and jewelry repairer; chance to advance under first class watchmaker. Address "A., 5103," care Jewelers' Circular-Weekly.

WANTED, watchmaker, one who can engrave, also help wait on trade; good salary and permanent position. Leo Krauss, Indianapolis, Ind.

WANTED, first class engraver and jewelry repairer; send sample of engraving with application and state salary. Address John Leith, Bay City, Mich.

WANTED, at once, whitestone man; must be good, reliable and honest; send reference and state salary. Address "G., 5201," care Jewelers' Circular-Weekly.

A GOOD POSITION for a watchmaker and plain engraver; must have good reference and state salary in first letter. Address Rombach Bros., Canton, Miss.

HIGH GRADE traveling man wanted for Middle States to sell general jewelry line; good salary to the right man. Address "C. J., 4448," care Jewelers' Circular-Weekly.

WANTED, buyer for jewelry department; address, with full particulars as to experience, with reference, stating salary wanted, in first letter, The Bennett Co., Omaha, Nebr.

WANTED, at once, expert watchmaker and engraver; permanent position; send sample of engraving; references required. Address W. F. Sellers & Co., Altoona, Pa.

GOOD WATCHMAKER and plain engraver; southern New York; hours 8 to 6; state wages and all particulars. Address "Experience, 5236," care Jewelers' Circular-Weekly.

WANTED, first class jeweler and engraver; permanent position; send sample of engraving; references required. Address "S., 5077," care Jewelers' Circular-Weekly.

ASSISTANT WATCHMAKER and plain engraver; would prefer one who has some knowledge of jewelry and clock repairing. Address W. H. Potts, Mason City, Ia.

WANTED, fine monogram engraver to go to Atlanta, Ga.; position good until Feb. 1, 1912; good salary to right man. Address "Atlanta, 5147," care Jewelers' Circular-Weekly.

AT ONCE, first-class watchmaker, who can do jewelry repairing; good salary and steady position; send references and state salary in first letter. T. Price, Baton Rouge, La.

WANTED, for the middle states, salesman for general jewelry line; watch material salesman, with experience will answer. Address "Box 5165," care Jewelers' Circular-Weekly.

WANTED, experienced all-around man, must be fine watchmaker; state age, wages, experience and references. Address A. Winterhalter, 1285 Southern Boulevard, Bronx, New York City.

WANTED, sober, steady engraver, watchmaker and jeweler; permanent position to right man; state references, experience and salary in first letter. Address Herman & Mussina, Williamsport, Pa.

WANTED, watchmaker and engraver, or engraver and jeweler; first-class man, first-class wages; permanent position; sample of engraving in first letter. C. A. Schnack Jewelry Co., Alexandria, La.

WANTED, a good watchmaker and engraver; steady position all the year around; $25 per week; must be well recommended; married man preferred. Davidson Jewelry Co., Montgomery, Ala.

FIRST-CLASS jewelry repairer, salesman and window-trimmer for permanent position; state salary, ability and reference in first letter. Herman S. Hewitt & Co., 119 Main St., Brockton, Mass.

WANTED, first class engraver and watchmaker; permanent position to the right man; send sample of engraving and reference, also state salary wanted. Address The Heserodt Bros. Co., Elyria, Ohio.

JEWELER wanted on jobbing, who can do engraving and stone setting; permanent, good wages; a splendid opportunity for a good man. Address I. Wartell, 489 Tremont Ave., Bronx, New York.

WANTED, a young man who is good on jewelry repairing and can assist in waiting on the store; must come well recommended; steady work all the year. Address B. U. Tapken, New Brunswick, N. J.

AT ONCE, want a good jeweler who can do any and all kinds of jewelry repair work; send reference with first letter; a good job for the right man. Address Meyer & Schamber Jewelry Co., Meridian, Miss.

WANTED, a man who is acquainted with the manufacturing jewelry trade throughout Connecticut, to sell patent Hub jewelry brushes on commission. Address "J., 5157," care Jewelers' Circular-Weekly.

A GOOD SALARY and a permanent position for young lady as head stock clerk for an importing jewelry house, must have experience and good references. Address "T., 5253," care Jewelers' Circular-Weekly.

ENERGETIC YOUNG MAN, with some experience in jewelry and clock repairing to work in tool and material department of wholesale supply house in Chicago. Address "K., 5211," care Jewelers' Circular-Weekly.

AT ONCE, first class watchmaker; one who can also do engraving; must have thorough knowledge of watch repairing and fast; state wages wanted and full particulars in first letter. R. J. Atwell, Middletown, Conn.

WANTED, second watchmaker, clock repairer and engraver; one who understands optics preferred; permanent position; send references and state salary. G. W. Meyer Jewelry Co., 822 Market St., Chattanooga, Tenn.

A FIRST-CLASS WATCHMAKER to take charge of watch department and one who can take in watch work in Broadway store, New York; wages no object to the right man. Address "D., 5234," care Jewelers' Circular-Weekly.

WANTED, at once, A1 experienced clock and jewelry repairer; salary according to ability; must have reference; state salary expected experience, etc., in first reply. Address A. Krautheim, 93 W. Western Ave., Muskegon, Mich.

(*Special Notices continued on page* 106.)

Special Notices.

(*Continued from page* 105.)

HELP WANTED—Continued.

WATCHMAKER, bright young man to learn filling of watch material orders in watch material department of large wholesale supply house in Chicago; splendid opportunity. Address "J., 5210," care Jewelers' Circular-Weekly.

WATCHMAKER, one who can do engraving and jewelry repairing; good salary; permanent position; for one of the leading jewelers in State of Pennsylvania; call or write at once. L. W Rubenstein, 54 Maiden Lane, New York.

WATCHMAKER WANTED, familiar with casing of foreign and American movements, and who is thoroughly capable of high-class repair work. Address, giving experience and wages desired, "Capable, 5228," care Jewelers' Circular-Weekly.

WANTED, first-class clock and jewelry repairer, and to assist watchmaker; also do plain engraving; best references for character and ability required; permanent position to right man. Address "B., 5243," care Jewelers' Circular-Weekly.

WATCHMAKER, jeweler, engraver and salesman, or watchmaker, engraver and salesman; young man preferred, and of no bad habits; good pay to the right party. Apply at once to Steinberg's Jewelry Store, Phoenix Building, La Porte, Ind.

FIRST CLASS jewelry repairer and engraver; permanent position and good salary to all around man. Address F. L. Wilson Co., Danbury, Conn.

WANTED by Chicago wholesale jewelry house, a stock girl, thoroughly experienced in carding and marking jewelry, figuring discounts and prices; apply in handwriting, stating salary and references L. H. Schafer & Co., 11 N. State St., Chicago, Ill.

FIRST CLASS WATCHMAKER on medium and high grade American and foreign watches, who can turn staffs and set jewels; $25 per week; permanent position; fine climate; give references and age. Address "D., 5111," care Jewelers' Circular-Weekly.

THE FACTORY of Billon & Fils, 49 Rue Bersot, Besancon, France, wishes to engage a traveler on commission, who visits wholesalers and dealers in findings and furnishings; good references are demanded. Address "Box 5130," care Jewelers' Circular-Weekly.

YOUNG MAN, with a couple of years' experience, to finish the trade under expert workman in large city in eastern New York State; kindly give qualifications, references and state salary in first letter. Address "C., 5242," care Jewelers' Circular-Weekly.

WANTED, A SALESMAN in a first-class jewelry store; must understand diamonds, the mounting and re-mounting of same and be thoroughly familiar with the latest designs and capable to give estimates. Address "Ability, 5249," care Jewelers' Circular-Weekly.

WANTED, manufacturing jeweler, diamond setter and engraver; a finished workman who can execute the work required in a high class jewelry store; send references and samples of engraving with application. Albert Pfeifer & Bro., Little Rock, Ark.

WANTED, first class salesman calling on the best trade only, who can control large business in high grade platinum mountings; to one who can make good would consider partnership. Address, "Manufacturer, 5060," care Jewelers' Circular-Weekly.

YOUNG WATCHMAKER is offered rare opportunity to finish in escapement work, train work, jeweling, etc., under THE JEWELERS' CIRCULAR writer and expert, T. J. Wilkinson; applicant must be steady and reliable. Address 2258 N. Front St., Philadelphia, Pa.

ASSISTANT WATCHMAKER and plain engraver; would prefer one who had some knowledge of jewelry and clock repairing; fine chance for young man to finish trade under a fine Swiss workman; write at once with references and state salary. Theodore Shaffer, Cordele, Ga.

JEWELRY SALESMAN, for first class retail store; competent and willing to assist generally; experienced, with full knowledge of stock and at least some in optics; absolutely best reference required as to character and honesty as well as ability; permanent position with good wages and future prospects to deserving man. Call or address A. Bloedel, Milwaukee, Wis.

DIAMOND IMPORTERS want salesman with established trade for middle west; we want a good man and will pay well. "Hustlers, 4951," care Jewelers' Circular-Weekly.

WANTED, a traveling man who can command a good trade in the middle and southern States to carry a fine line of diamonds, watches and jewelry; a good opportunity for a large salary. Address "E. H., 5166," care Jewelers' Circular-Weekly.

WANTED, manufacturing jeweler and diamond setter who can make anything in gold or platinum; must be qualified to succeed head jeweler in large retail store who has held position 21 years and was capable of handling any class of repairing or manufacturing which comes into a large retail jewelry house; state qualifications, references and wages; would like jeweler who has some ability as a designer; other qualifications, such as watch and clock making, engraving, etc., not necessary; position will be permanent to a man capable of holding it. J. H. Leyson Co., 236 S. Main St., Salt Lake City, Utah.

Business Opportunities.

FOR SALE, fine jewelry fixtures with small stock; live city of 18,000, best location, long lease, fine opening. Marion Dargan, Spartanburg, S. C.

CASH PAID for surplus stocks of watches, diamonds and jewelry; money sent by return mail; best of references. Address Emil Noel, 541 E 46th Pl., Chicago, Ill.

COMPLETE diamond cutting plant, including 15 benches and 12 double saws; all in first class shape, for sale cheap. Address "E., 4925," care Jewelers' Circular-Weekly.

IS IT CASH you must have quick? $200,000 ready cash always on hand will buy your business at once. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

JEWELRY STORE, old established, with good reputation in city of 15,000; best town in State; the only manufacturing plant in State. Arnold E. Brendler, P. O. Box 635, Cheyenne, Wyo.

FOR SALE, manufacturing jewelry business; everything absolutely first-class, new line; best of credit; big opportunity for two men with small capital. Address "Box 549," Providence, R. I.

DO YOU WISH TO RETIRE? We pay the most cash for entire or surplus stocks of jewelry; communications confidential. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

A $20,000 stock, fine condition, up-to-date fixtures; the best location and business in the best town in the west; big returns on investment; part cash and approved paper. Address "C., 5177," care Jewelers' Circular-Weekly.

DO YOU WISH TO SELL part of your entire stock of diamonds, watches, jewelry, etc.? We purchase quick and pay spot cash, no matter how large the quantity may be. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

FOR SALE, at big cash discount, old and established jewelry store in one of the best cities in northwestern Ohio; big traction center, fine business; poor health only reason for selling; stock inventory about $6,000. Address "S. E., 4975," care Jewelers' Circular-Weekly.

FOR SALE, old established jewelry store in Atlantic City; will sell stock and building or stock alone and rent building; repairs alone will pay all expenses; reason for selling, present owner is going into another business. Address "W. G., 4826," care Jewelers' Circular-Weekly.

AN EXCELLENT OPPORTUNITY for man with small capital, who wants money making business with no competition; fine town, fine people; reason for selling, poor health; will take $1,500 cash, balance terms; invoice about $2,000. Address E. D. Marshall, Golden City, Mo.

DO YOU WISH TO RETIRE? we pay highest cash value for entire stock, or part of jewelry, diamonds and fixtures; communicate with us, it will be to your advantage; rating and references of the highest order. Van Praag & Co., 11 Lispenard St., New York, established 1889.

SALESMAN, with small capital to take partnership in company handling several good patented articles. Address "Box 5179," care Jewelers' Circular-Weekly.

I PAY CASH for your surplus stock of diamonds, watches and jewelry; business confidential; National Bank references. H. Schwartz, 903 Heyworth Bldg., Chicago, Ill.

I PAY 20% MORE for your surplus stock of watches, diamonds and jewelry than any other cash buyer; national bank references. Emil Noel, 541 E. 46th Place, Chicago, Ill.

FOR SALE, well established jewelry business; best store in live manufacturing town of 25000 within 50 miles of Chicago; makes a profit now and increasing fast, keeps two men busy; owner has other interests and must sell; about $6,000 needed. Address "Box 5183," care Jewelers' Circular-Weekly.

OWING to retirement of partner, an opportunity for a man with $10,000 to $15,000 to actively engage in well established manufacturing business; this is a paying business and will stand fullest investigation; man with office experience preferred. Address "D., 5164," care Jewelers' Circular-Weekly.

COLONEL J. D. LEWIS, jewelers auctioneer, 538 S. Dearborn St., Chicago, Ill.; stock sold at a profit; have cash clients to purchase stock; what have you for sale; terms, date and references on application.

DIAMONDS at great bargains, $45 per carat and up; mounted rings and other diamond jewelry bought from private people sold at half the regular price; sent on memo. bill to rated dealers; sold for cash only. Dan I. Murray, 3 Maiden Lane, New York.

FOR SALE, fine jewelry business in fast growing town of 2 000 in finest fruit section in Oregon; climate fine all year around; big crops this year and record prices; town growing fast, also country; fine new five-story hotel just finished, stock and fixtures about $3,000; store established five years; no old stock; fixtures the best; have other business interests; get in now and get the fall business, which will be big. Address C. C Payne, Ontario, Ore.

THE CHANCE of a lifetime to step into the best paying jewelry and optical business in a hustling prosperous city of 18,000 population located 150 miles from Denver; largest stock and best stand in the city; last year's sales over $22,000, this year's business showing an increase over last year; reason for selling, I wish to retire; stock invoices $15,000, will require $8,000 cash, balance terms to suit with good security. "B., 5067," care Jewelers' Circular Weekly.

$10,000; do you want to make $10,000 in 60 days? If you have a large stock in a large city, I can make it for you; I made almost $12,000 profit in 59 days for a house in Cincinnati; they are more prosperous now than ever before; write me in confidence for particulars. Address Dan I. Murray, 3 Maiden Lane, New York.

For Sale.

FOR SALE, first-class set of jewelry store fixtures in excellent condition. W. J. Lukens Co., Wheeling, W. Va.

No 2 WHITCOMB LATHE; tail stock and chucks; new, only used six months; write for list and price. Address "Whitcomb," care J. H Young, Fort Wayne, Ind.

FOR SALE CHEAP, two floor cases, 4½ x 12 x 4½ feet high, not including bases, sliding doors; write for description and price. The Gorham Co., Silversmiths Bldg., Chicago, Ill.

To Let.

SHOP SPACE TO LET with six seats; fine north light. Address I. Michelson, 102 Fulton St., Brooklyn, N. Y.

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DIAMOND SCALE in glass case of modern make; must be true, bring same at once. Address A. Slater, 353 Fifth Ave., New York.

DIES WANTED for cash, of signet rings, cuff buttons, belt buckles, etc.; must be in good condition and cheap. Address "Cash, 5185," care Jewelers' Circular-Weekly.

WANTED, jeweler's wall case, 16 feet in length; also jeweler's safe; state condition of wood of case and size of safe, inside and outside measurement. Address "I., 5208," care Jewelers' Circular-Weekly.

Lost.

STOLEN, WALTHAM OPEN FACE, 12 size, 21 jewel, bridge movement, No. 9,503,772, Crescent case; if offered for sale or repair notify "R. H., 3149," care Jewelers' Circular-Weekly.

LOST, 12 size, open face, Vacheron & Constantin movement, No. 349,781, in 18K. sun ray case, National Watch Case Co., No. 73,101; liberal reward. "C. V., 3385," care Jewelers' Circular-Weekly.

Miscellaneous.

PORTRAIT MINIATURES copied from any photo on watches, dials, brooches and lockets. Goldstein Engraving Co., 45 Maiden Lane, New York.

EXPERT ORNAMENTAL ENGRAVER on gold and silver, would like to take out work in private; will submit samples of my work if wanted. Work done at very liberal prices. B. Naddle, 55 E. 118th St., New York City.

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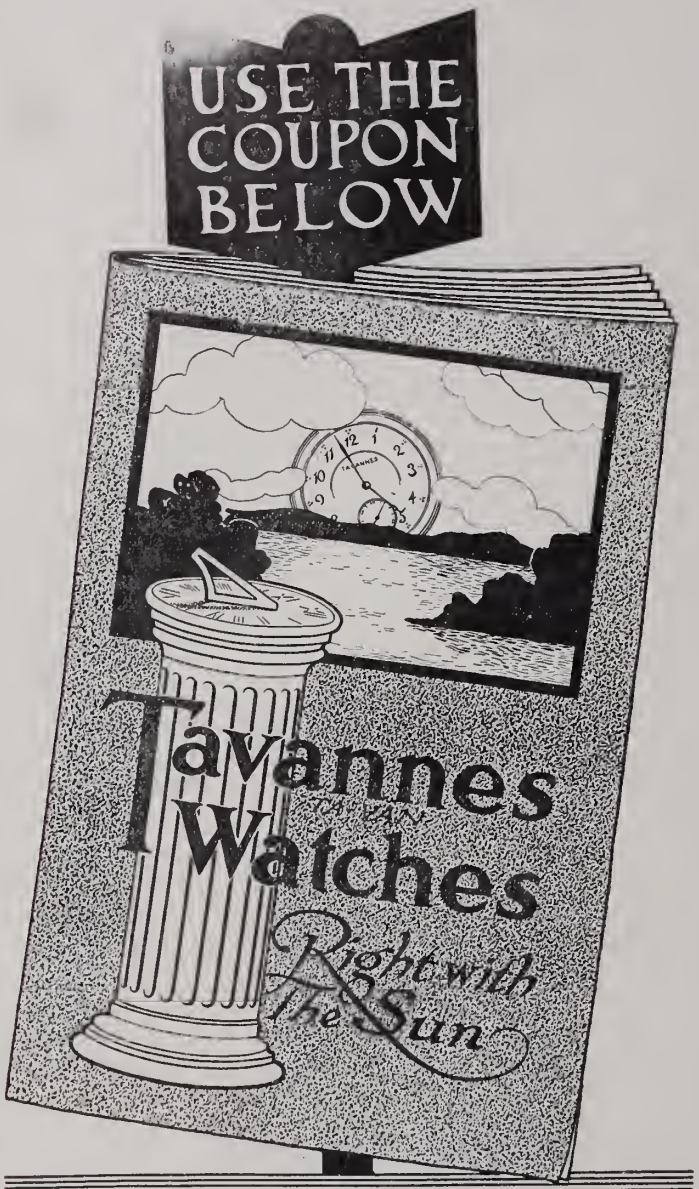
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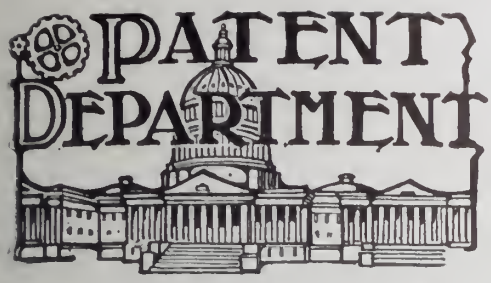
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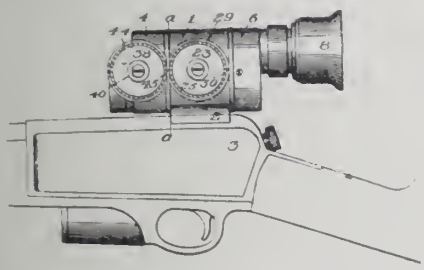
[IN WHICH IS CONTAINED A LIST OF THE LATEST PATENTS GRANTED BY THE UNITED STATES AND GREAT BRITAIN, THE UNITED STATES PATENTS THAT HAVE EXPIRED AND THE REGISTERED TRADE-MARKS.]

UNITED STATES PATENTS.

ISSUE OF AUG. 15, 1911.

1,000,607. SIGHTING TELESCOPE FOR GUNS. Gustav A. Hermann, Kellner, Rochester, N. Y., assignor to the Bausch & Lomb Optical Co., Rochester, N. Y. Filed Dec 13, 1909. Serial 532,806.

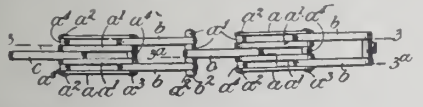
In a sighting telescope for guns, the combination with an objective and cross hairs, of reflecting means optically arranged between the objective and the cross hairs, having means for deflecting



the pencil of light rays passing through the objective to change the position of the image laterally with relation to the cross hairs.

1,000,804. BRACELET Harry Harris, Clerkinwell, London, England. Filed Jan. 13, 1911. Serial 602,464.

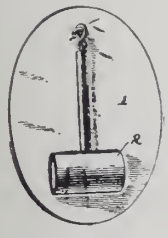
In an expanding link bracelet, the combination of stationary link members and movable fork-shaped link members guided on said stationary members, each stationary member having side spaces receiving the forked end of the movable



member and a central space receiving the single end of the following movable member, and means for normally holding the movable members in the stationary members

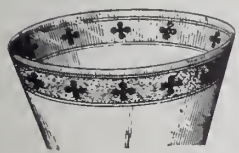
Designs.

41,676. EMBLEM. Martha Ellen Moore, Los Angeles, Cal Filed June 7, 1909. Serial



500,790. Term of patent 3½ years.

41,677. GLASS GOBLET OR SIMILAR



ARTICLE. Charles O Northwood, White Mills, Pa., assignor to C. Dorflinger & Sons, Incorporated, White Mills, Pa., Filed May 20, 1911 Serial 628,561. Term of patent 7 years.

41,678. GLASS GOBLET OR SIMILAR ARTICLE. Charles O. Northwood, White Mills, Pa., assignor to C. Dorflinger & Sons,



Incorporated, White Mills, Pa., Filed May 20, 1911. Serial 628,562. Term of patent 7 years.

UNITED STATES TRADE-MARKS.

[The following trade-marks have been adjudged entitled to registration under the Act of Feb. 20, 1905, and are published in compliance with Section 6 of said act.]

TRADE-MARKS PUBLISHED AUG. 15, 1911.

Ser. **57,078.** (CLASS 27. HOROLOGICAL INSTRUMENTS.) Waltham Watch Co., Waltham, Mass. Filed June 15, 1911. Under 10-year proviso.

Riverside

Particular description of goods.—Watch-Movements, Watches, and Parts Thereof.
Claims use since Oct., 1876.

Ser. **57,372.** (CLASS 27. HOROLOGICAL INSTRUMENT.) The Western Clock Mfg. Co., Peru, Ill. Filed June 29, 1911.

baby Ben

Particular description of goods.—Clocks and Watches.
Claims use since June 2, 1910.

UNITED STATES PATENTS THAT HAVE EXPIRED.

[Reported for The Jewelers' Circular-Weekly by W. H. Swenarton (ex-Examiner U. S. Patent Office), Counsel in Patent and Trade-Mark Causes, New York.]

Design patent granted Aug. 9, 1904, for 7 years.

37,070. HANDLE FOR SPOONS, FORKS OR SIMILAR ARTICLES. J. S. Straker, Jr., Attleboro, Mass.

Design patents granted Dec. 10, 1907, for 3½ years.

38,935. SIGNET. C. E. Hansen, Providence, R. I.

38,936. SIGNET. C. E. Hansen, Providence, R. I.

Design patents granted Aug. 16, 1904, for 7 years.

37,088. HANDLE FOR SPOONS, FORKS, OR SIMILAR ARTICLES. E. Goetze, Wallingford, Conn

37,091. STAND FOR ELECTRIC ALARM CLOCK. A. Y. Darche, Chicago, Ill.

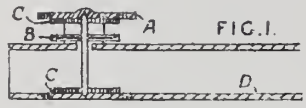
BRITISH PATENTS.

(Abridgments of Specifications, 1910, from *The Illustrated Official Journal.*)

ISSUE OF AUG. 2, 1911.

8,497. WATCHES. R. H. Ridout, London. April 8. (Class 139.)

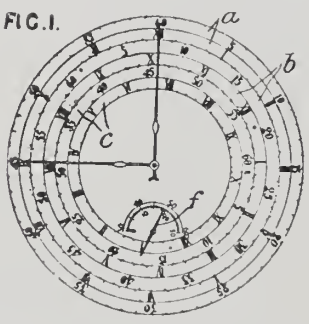
Hair-springs and regulators.—Two hair-springs C coiled in opposite directions are provided for the balance B, each being carried by a ring which can be turned for adjustment in an annular groove in the plate or cock D or A The ring is pierced by



a number of holes, and the groove by the same number plus or minus one for the insertion of an adjusting-tool or securing-pin.

8,624. WATCHES, ETC. A. Srosloff, Gouvernement Ufa, Russia. April 9. (Class 139.)

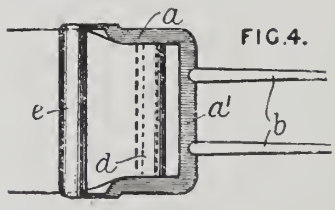
Dials.—Relates to time-pieces for indicating local times at various places, of the kind in which there is an ordinary time-scale and other concentric scales displaced relatively to each other through angles corresponding to the differences in the local times. The invention consists in providing the dial with a semi-circular seconds scale having two sets of numerals (0 . . . 30 and 30 . . . 60), the seconds being successively indicated by the shorter



and longer arm of a hand *f*. With this arrangement the dial may be applied to an ordinary time-piece. The supplementary time-scales may be arranged on rings *b*, *c*, independently adjustable or permanently fixed within the fixed scale *a*, or all the scales may be marked on one dial. With twenty-four hour scales, the time from 10 P. M. to 4 A. M. may be distinguished by black lines between the corresponding numerals.

8,796. BUCKLES. D. B. Harris & Son and D. T. Harris, Birmingham. April 12 (Class 43.)

A buckle of the type having fixed prongs *b* carried by the end bar a^1 of the buckle frame *a* to engage with eycleted holes in the free end of the strap is providd with a cross-bar e forming an



open loop, through which the end of the belt is passed. The other end of the belt is attached by means of a center-bar *d*.

9,026. WORKMEN'S TIME-RECORDERS H. O. Cooper, Liverpool. April 14. *Period for granting patent not yet expired.* [Classes 100 (ii), 106 (i), and 106 (iv).]

In an autographic apparatus the record strip is led around the free edge of a hinged or rocking plate 50, Fig. 2, which is mounted above the type-wheels 3, 15 and is actuated by the operating-handle 55, Fig. 1, to direct and press the strips against the type. The minute type-wheel shaft 4 is driven from a clock through a flexible connexion. The shaft 10 of the hour type-wheel 15 carries a detent wheel 18 normally held by a pawl 19. The hour type-wheel is moved once at each revolution of the type-wheel 3 by means of

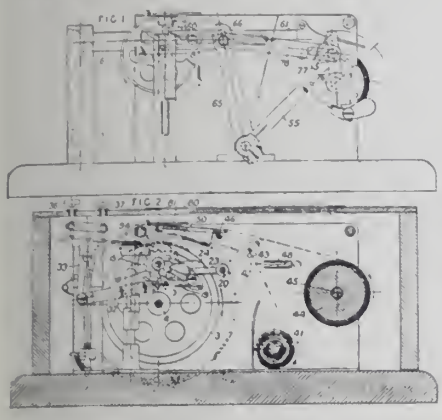
Hamilton Watch Company

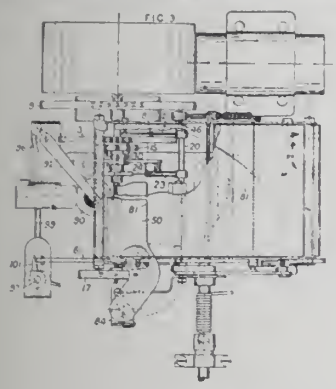
Where absolute precision of time is required, the HAMILTON WATCH is preferred.

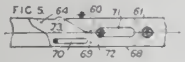
Hamilton Watch Co.

Lancaster, Pa.

a stud 8, Fig. 3, on the wheel 3, which raises an arm 21 on a shaft 20. Another arm 23 on the shaft 20 carries a spring-pressed pawl 24. When the stud 8 slips past the arm 21, the pawl 24 falls and, striking the detent wheel 18, moves it a distance of one tooth. The spindles of the type-wheels also carry disks 9, 17 having printed characters which enable the time to be read off. On the shaft 10 is mounted a sector 30 having characters to represent "in" and "out." The sector is operated through levers 32, 33, Fig. 2 by keys 36, 37. The paper strip passes from a roller 41, over a bar 43, around the free edge of the plate 50, to another roller 44, and the plate is fixed to a spindle 46, which at one end carries an arm 47 connected by a spring 48 to a fixed standard. The underside 51 of the plate forms a hammer head to press the strip on to the type-wheels, but it is normally held off the type-wheels by a







finger 60, Figs. 1 and 5, which rests upon two sliding bars 61, 68. The bar 61 has a recess 64 and is moved longitudinally by means of a crank 65 on the shaft of the operating-handle 55. The other bar 68 has a recess 69 and slots 70, 71, and the slots are engaged by studs 72 upon which the bar 68 is carried. This bar also has a hump 73. When the handle 55 is depressed and the parts are in the position shown, the bar 61 is moved until the finger 60 falls into the recess 64 whereupon the plate 50 is forced on to the type-wheels by the spring 48; further movement of the handle 55 raises the finger 60, which rides up the inclined side of the recesses, and the plate 50, and, on the return stroke of the handle, the bars return together until the hump 73 engages the finger 60. The bar 68 then moves relatively to the bar 61 until the parts are again in the position shown. The take-up roller 44 is rotated by means of a pawl 77 on a lever 76, which is connected by a rod 78 to a stud 66 on the crank 65. The rod 78 is slotted so that the rod is idle during the first part of the movement of the handle 55, the paper thus being printed before it is moved forward below the aperture 80. The aperture 80 is normally closed by a shutter 81, which is hinged vertically to a standard 84, Fig. 3, the hinge spindle being connected to the crank 66 by means of a slotted rod 87, Fig. 1. The shutter is thus not moved until he paper strip has been printed and advanced. The inking-device consists of a pad 90, Fig. 3, and a brush 94, Fig. 2, is carried by an arm 92 on a vertical spindle which is operated through an arm 99 by a spindle 97. The spindle 97 has an arm 101 which is engaged by the bar 61, whereby the brush is moved from the pad to the type before printing and is returned by a spring 96 when the handle 55 is released.

Reference has been directed by the Comptroller to Specifications 21,083/91, 10,148/98, *and* 17,673/07.

Applications for British patents, July 27-29

17,205. LADIES' HAT-PIN THAT HAS NO VISIBLE POINT. George Gray.

17,267. GUARD FOR HAT-PINS. Max Kreutzer.

17,277. SUGAR-TONGS. G. D. Baker and E. G. Rice.

17,329. LADIES' HAT-FASTENER. J. Rees, J. H. Lewis and D. Davies.

17,353. MATCH-STANDS AND LIKE ARTICLES. A. E. Cave and T. J. Wilson.

Complete specifications accepted.

1911.

7,822. DIAMOND SET TOOLS. Corvilian & Michel.

9,343. LADIES' HAT-PINS. Wals & Weir.

Queries By Our Readers

Note.—Questions under this department will be answered as promptly as possible. Some queries require careful investigation before a satisfactory answer can be given; hence such answers are often seemingly delayed. The Circular-Weekly desires every jeweler to take advantage of this department

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Editor of the Jewelers' Circular-Weekly:

Is it compulsory for us to stamp our trade mark on all articles we make, even on the very small ones in order to protect our rights to the mark? We were told we must do this but find that some articles are so small that it is impossible to put the mark on them. Will it not do to put the mark on the card to which they are attached? How must we act to comply with the law?

Manufacturer.

North Attleboro, Mass.

Answer:—There is nothing in the Trade-Mark laws, either of the State or the United States that makes it compulsory for a manufacturer to stamp his trade-mark upon any or all articles he makes. The trade-mark may be stamped upon the article, upon the card on which it appears, the wrapper over it or the box in which it comes, and still be a valid trade-mark, whenever and wherever it is used. Trade-mark rights in this respect are not like patent rights, because the owner of the patent must use the word "Patented" and the date upon every article he manufactures in order to protect his rights and put the public on notice that the same is his exclusive invention, form or design. The question of stamping your mark upon articles is one, not so much of law as of expediency, as there is a strong movement in the jewelry trade in favor of the lines which bear the manufacturers' trade-mark. Many of the large State associations have already endorsed this principle in their resolutions and the American National Retail Jewelers' Association at its last convention passed a resolution requesting manufacturers to use their trade-marks on all goods sold to retail jewelers. However, while it is advantageous to a manufacturer to stamp his mark upon all his lines there is no law which compels him to do so.

Editor of the Jewelers' Circular-Weekly:

Will you give me the name of a treatise on diamonds and other precious stones considered in the rough or natural state, especially the diamond, as we want a work with half tone illustrations taken from actual photographs and which describe their formation and characteristics very minutely.

C. E. B.

Oregon, Mo.

Answer:—One of the best works on precious stones generally is that of Dr. Max Bauer, of the University of Marburg. This has been translated into English under the title, "Precious Stones," and can be had through J. B. Lippincott & Co., Philadelphia, or Griffin & Co., London. There is a new edition out in German, but as far as we understand, the second edition has not been translated into English. This work devotes nearly 150 large pages to the diamond alone and is copiously illustrated. A very important and instructive work on the diamond, but applied more particularly to the diamonds of South Africa is that of Gardner F. Williams, formerly general manager of the De Beers Consolidated Mines. Mr. Williams' book is published under the title of "Diamond Mines of South Africa," by MacMillan & Co., New York and London. A fairly good work from the gem cutter's point of view, although it does not apply to the diamond particularly but to precious stones, is the "Gem Cutters' Craft," by Leopold Claremont, published by George Bell & Son, London. Then there is the work entitled "The Diamond," by W. R. Cattelle, which has just been issued by John Lane, New York. This work costs $2 and goes into the subject of the diamond very deeply and contains much original information. Of course, there are many similar works which treat of the diamond incidentally and of cutting slightly, such as "Gems and Gem Minerals," by O. C. Farrington, published by A. W. Mumford, Chicago; "Precious Stones and Gems," by E. W. Streeter, published by George Bell & Son, York St., London, and also W. R. Cattelle's work on "Precious Stones," published by Lippincott & Co., Philadelphia.

The American optical goods stand high in foreign markets; in fact, so high that large quantities of them are manufactured in foreign countries in imitation of American models and are sold as of American origin, is stated in a pamphlet just issued by the Bureau of Manufactures, Department of Commerce and Labor. This bulletin contains reports on the optical trade from American consular officers all over the world. Regarding spectacles and eyeglass mountings, Consul General Frank H. Mason, of Paris, in his report states: "The dominant fact that pervades the whole subject is that while French and German makers of optical glass and lenses are unsurpassed, if equaled, by those of any other country, the Americans are far superior as mechanics in skilful construction, shaping and adjustment of the springs, studs, guards and frames with which they are equipped." Much information of interest and value to American manufacturers and exporters is given in the pamphlet, which can be procured by application to the Bureau of Manufactures.



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The Service Bureau

Also renders a general service — a service of interest to all watch repairers everywhere.

THE Service Bureau publishes and distributes bulletins on watchmaking subjects of general interest. The personal correspondence of the Service Bureau has shown that there is a great demand for definite information on certain subjects—that inquiries about these subjects outnumber all others by a great majority. It was the preponderance of these inquiries that led to the publication of the bulletin.

The work of the Service Bureau is therefore two-fold in its character—it gives personal help and general help—we want you to use the Service Bureau in both of its branches, as often as you have occasion. Perhaps you have no reason for writing personally at present, but the occasion might arise soon, so send the enrollment coupon in now.

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.....1911

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ELGIN NATIONAL WATCH CO.
ELGIN, ILLINOIS

THE HOROLOGICAL REVIEW

A Watch Which Is Wound Automatically.

Written expressly for The Jewelers' Circular-Weekly by H. Chaponniere.

MAN is naturally idle and forgetful. A statement that the watchmaker is unfortunately often called upon to confirm, when he receives a visit from customers who complain vociferously that their watch does not go; for very often, after an examination, he perceives that they have omitted to wind it up. This really stupid cause, often admitted with difficulty, has caused innumerable disagreements.

To remedy this negligence, the investigators of chronometry have devised, while awaiting the discovery of perpetual motion, sundry arrangements insuring automatic winding. The best known of these important systems, is certainly the adaptation of the pedometer to the watch, which effects this operation by the intermediation of

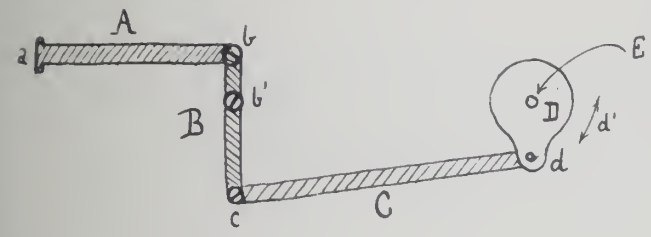


FIG. 1.

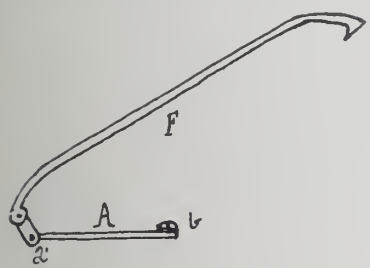


FIG. 2.

walking. The owner of a watch equipped with this arrangement has but to make a few steps during the day to cause the winding of the main spring.

The mechanism which we desire to describe to-day possesses even greater originality, for it suffices with it to look at the time a few times a day to provide the daily power. This idea of winding a watch by looking at it, may seem to some like a fable, a simple joke to many, but we hasten to state that it is not a visionary power that effects this operation; we are not presenting a suggestion of spiritualism, but a simple combination of mechanical parts. Briefly, the watch is a hunting case timepiece, commonly known as one with a double lid, and in closing the case, thanks to an arrangement of levers, clicks and ratchets, the winding is unconsciously effected. It is, therefore, really on looking at the time, or actually after having looked at the time, that the main spring is wound, so that we are really compelled to operate the case lid, to accomplish this result.

The lever A (Fig. 1) is attached at *a* to a holding hook carried by the case lid, as shown in Fig. 2 at *a'*, the lid being F. The lever A (Fig. 1) is joined at its other end to the lever B, pivoted at *b'*. This lever is connected at *c* to a new lever *C*, operating the plate *D*, with the aid of its jointed connection *d*. The plate *D* is pivoted freely around the end E of the barrel arbor and can be shifted by the action of the play of the levers in accordance with the movement of the case lid, following a predetermined arc *d'*.

Under the plate *D* (Fig. 3; outline) is attached a ratchet G, engaging with a click that is not shown on our sketch, but carried by the plate H, of one piece with the barrel arbor. Under this plate H we see the finger I of the stop work, engaging with its wheel J, adjusted in the usual manner on the cover of the barrel K.

All these organs are placed under the dial. This disposition of these parts will enable us to understand easily how the cover of the case performs its function of effecting the winding, but when the spring is fully wound up how can we close the case lid? We can open it because, as we know, the ratchet releases in this direction; but to close it would be no longer practicable, for the reason that the ratchet drags along the click and the latter is held by the completely wound spring. Two arrangements may be employed to avoid this inconvenience. The simplest is to have a free mainspring, that is to say one that we could wind indefinitely, but this is suitable only for a current construction or where no stopwork is used. The other combination, which is more reliable, is the pin L (Fig. 4) attached to the stop wheel (which is not shown on this sketch), and which, when the spring is wound, acts on the little pivoted piece *M* in the form of a *V*. The back of this piece then comes to rest

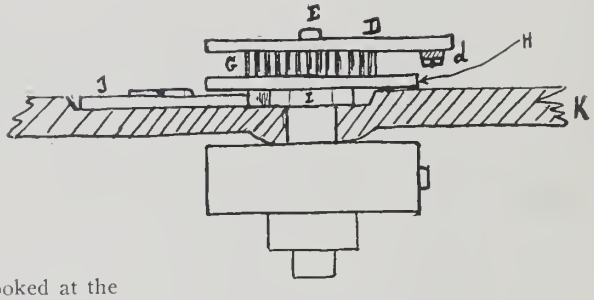


FIG. 3.

against the spring *N*, operates the click O, and compels this to rise; that is to say, on the isolation of the ratchet G, which we have noted in our preceding sketch. The

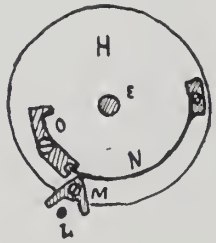


FIG. 4.

V-shaped piece, the click and its spring, are carried by the plate H, which, as we have seen above, is firmly attached to the barrel arbor.

According to the extent to which the motive force is developed, the stop wheel falls back and the pin it carries acts on the second arm of the V-shaped piece. This releases the spring of the click, which is then free to act with its ratchet.

The delicate point in this mechanism is

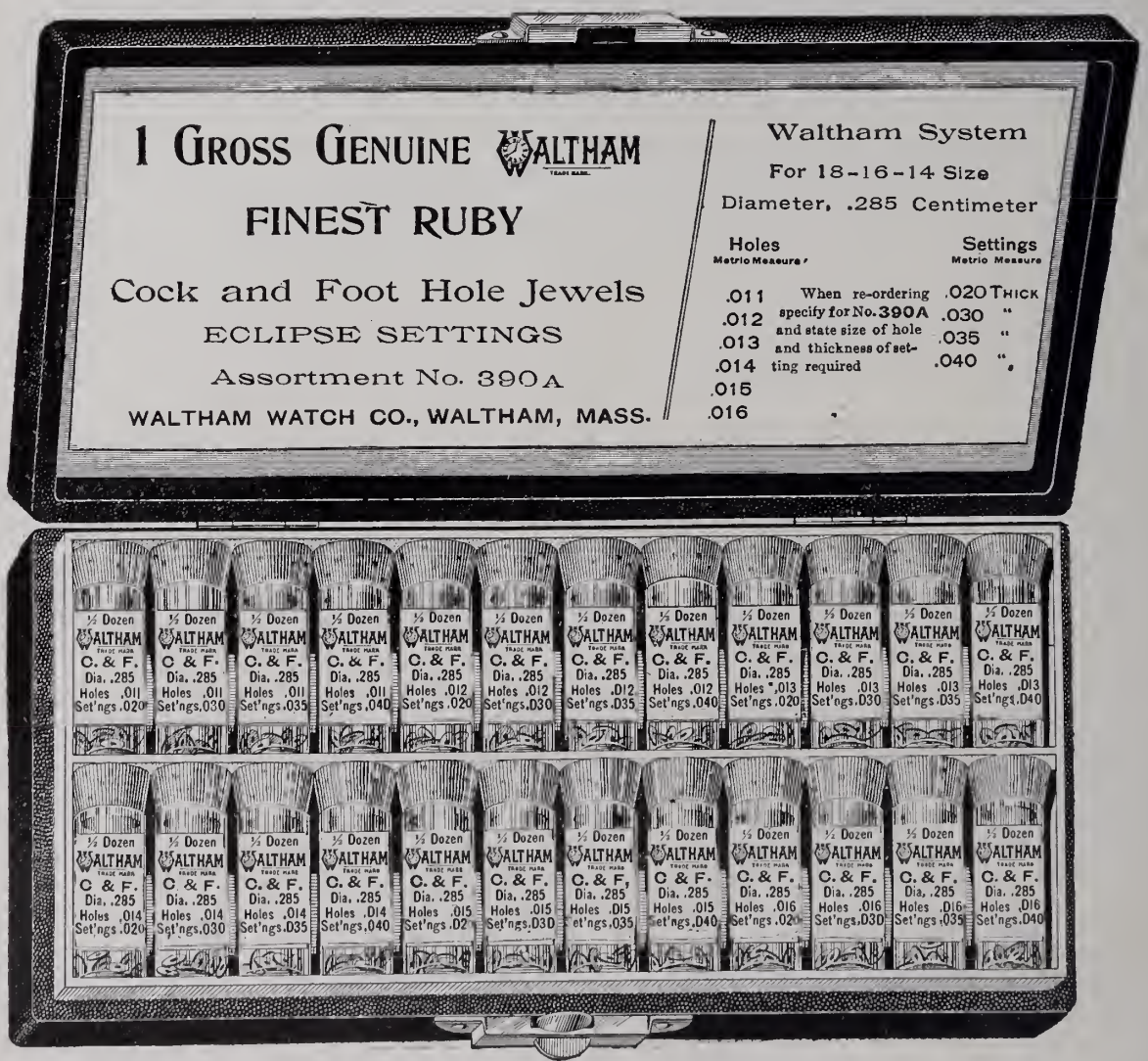
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WALTHAM WATCH COMPANY, WALTHAM, MASS.

evidently the working with precision of this pin. The least accident causes the stopping of the watch or makes it impossible to make the lid of the case work.

The idea of effecting winding by looking at the time (that is by closing the case) is exceedingly ingenious and meets a want, since its object is the remedying of a possible oversight on the part of the proprietor of the watch. It is nevertheless a complication introduced into the movement, and may entail derangements which the inexperienced repairer could not easily remedy. Besides this, the mainspring is wound up irregularly. It is kept almost continually under tension during the day, while at night its development is more normal. The two differences in the tension of the spring, which we regard as a drawback may be approved by other persons, since really, during the day, the watch is subject to exterior influences due to its transportation, and which are revealed in jerks, even in shocks, compelling the watch to require a higher motive force, so that the regulating organs may not be affected; on the other hand, at night, in a state of rest, its motive power may be weaker. This shows us plainly and forcibly the reason for adopting the habit of winding the watch completely every morning; but partial, frequent and irregular winding results in rapid wear of the spring itself and of all the organs.

We regard this innovation as a curiosity rather than a practical arrangement, for while there is not available in retail a watch that will rewind itself automatically and at a certain time, we need not replace it by a complicated watch of delicate construction and which might give an imperfect result and, although intended as a remedy, prevent a satisfactory performance. The customer is a big baby, and it is the duty of the watchmaker to educate him and make him understand that the object he has in his hands is delicate and requires some care. If he wishes his watch to go to his entire satisfaction he must attend to it for a short period regularly every morning and supply the power that it uses during the day.

The man who forgets to fulfil this small duty must not be surprised if in revenge his watch forgets to inform him of the flight of time.

Alexander Molien, a jeweler in Lackawanna, N. Y., recently reported to the police that a large clock which hung in front of his store for advertising purposes had been stolen. The clock was valued at about $1,500 and bore the name of the dealer. After investigation the police found the missing clock abandoned in a field and it was returned to the jeweler.

H. L. Gleason, Newtonville, Mass., expert tower-clock repairer, recently repaired the clock of the Auburndale Congregational Church, also the timepiece of the Roman Catholic Church at Newton Upper Falls. He also does all the work for the Newton Gas Co., as all the street lights are now started by clock work, 1,200 in number. In addition he carries on a repairing business, which brings him in touch with many leading schools and colleges.

A Clock With Novel Winding Mechanism.

THE invention of Frederick Phinney, New York, patented in Germany, July 28, 1910, under No. 230,813, relates to a clock which is wound by means of a bezel located externally on the case. Whereas in the familiar clocks of this character the winding is effected by a gearwork, the clock to which the invention relates is wound directly by means of an axial staff attached to the spring, which can be caused to revolve without turning the outer case or the works of the clock.

Fig. 1 is a cross-section through the clock, and Fig. 2 a cross-section on the line 2-3 in Fig. 1.

The case of the clock shown in the illustration is particularly adapted for use on automobiles, inasmuch as it can be attached to the dashboard. For this reason the cup-shaped outer case 6 of the clock is made with an oblique base, so that the dial is at an angle with the dashboard.

Of course the case 6 may also be made with a straight base bottom, and be secured

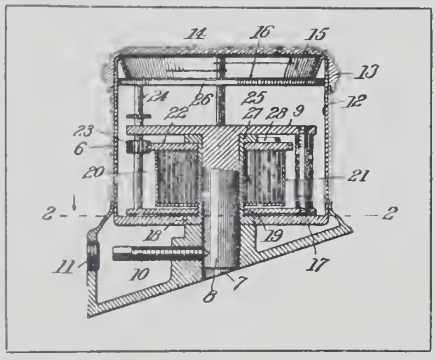


FIG. 1.

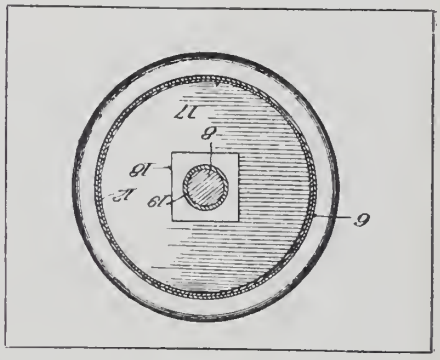


FIG. 2.

to its support in a suitable manner. In the example selected for illustration, the case is made with a recess 7 for the reception of a pivot 8, which is attached to the works frame-plate 9 and fastened by a screw 10. The latter is accessible through an aperture in the case, which is usually closed by a plug 11. Where a case with a straight bottom is employed, the attachment of the pivot 8 occurs in some other convenient manner.

Into the case 6 an inner case 12 is fitted to the front edge, of which the moulded winding bezel 13 is screwed. This serves at the same time to carry the crystal 14 and the ring 15, which rest on the dial.

Through a square, or otherwise shaped but not circular, hole 18 in the bottom 17 of the inner case, the suitably formed (in the first instance square) hole of a box 19, that turns on the pivot 8, is fitted. In consequence of this arrangement the box participates in the revolution of the inner case 12. One end of the spring 20 is attached to the box 19, whereas the other end is attached to the toothed spring barrel. The rim of the wheel 22 engages a pinion 23, which, on the staff 24, with bearings in the front and back plates of the movement, is connected with the clock works. The works, not shown in the illustration are disposed in a convenient manner in the space 25 between the plate 9 and the front plate 26. The box 19 is equipped in front with a ratchet 27, which is checked by means of a pawl located on the rim of the wheel 28.

The winding of the clock is effected by turning the ring 13. This rotary movement is communicated by the inner case 12 and the box 19 to the spring. The clock works itself, and the outer case meanwhile remains stationary.

So much for the rescription in the patent specification. According to this the improvement appears to be quite practical. "But," says the *Leipziger Uhrmacher Zeitung*, "trouble will come if the case of the clock is dented, for then the winding mechanism will be jammed immovably fast and the clock is useless; and who will guarantee that in an automobile the clock will never be exposed to a concussion?"

The Swiss Watch Industry.

IN a report to the Bureau of Manufactures regarding Swiss commerce and industry, Consul General Robert E. Mansfield, at Zurich, says the Swiss watch industry has passed through varying vicissitudes in recent years. The period of greatest activity was attained in 1906, when the export values reached the record figure of $29,027,485. Following the financial crisis of 1907 the industry suffered a serious depression, the export values for 1908 falling to $24,954,240, a decrease of $4,073,255, as compared with 1906. There was a further decrease of over $600,000 in 1909, as compared with the previous year.

The unfavorable showing in the export figures for 1909 was due, however, to the very low low prices obtained for the cheaper grades of watches, large stocks of which had been accumulated during the depression. The peculiar feature of the business in 1910 is that while the export values showed an increase the market value of each piece exported, including watches, cases and movements, was eight per cent. less than in 1909

Practically all the Swiss factories were well occupied, most of them to their full capacity, and although following a period of depression the industry passed through the year without financial difficulty, notwithstanding the fact that many of the large importers in Germany, Austria and Russia, which furnish the best markets for Swiss watches, received credits of nine to 12 months.

The popularity of the very thin form watch, a Swiss invention, and which is

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Turn this public interest to your own advantage. *Show watches in your window*—and make it known that your solid gold cases are backed by the Keystone Trade-Mark.

For fifty years this Trade-Mark has been before the public. The men and women of this country—*your customers among them*—know the Trade-Mark and what it stands for.



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made in various grades and sizes, has brought increased trade in both local and foreign markets. They are especially popular with tourists. Although some of them are thicker than a 50-cent silver piece, the mechanism and their merits as timekeepers have not been sacrificed to form.

The number of watches, watch cases, movements and detached parts exported last year was as follows: Finished watches in nickel, 5,845,004; in silver, 2,682,469; in gold, 943,222; chronometers, repeaters, etc., 32,007; other watches, 875,623. The number of clocks and parts thereof exported during the year was 1,021. The total number of finished watches, cases, movements and parts thereof exported was 12,985,850, representing a value of $28,374,291.

The rapid development of the industry in America in recent years has resulted in a decrease in the exportation of watches to the United States, which at one time furnished one of the best markets for the Swiss product. To enable them to compete more successfully with machine made watches the Swiss manufacturers are equipping their plants with modern machinery and depending less upon handwork in the house industry.

How Compensation Balances Are Made in Germany.

BUT few watchmakers are privileged to become more closely acquainted with certain special branches of horology in Gashütte, says Ernst Semler, in the *Deutsche Uhrmacher-Zeitung*.

The process of making compensation balances will be interesting. It is divided into three parts, viz., the preparatory work, the production proper and the finishing. The preparatory work begins with the turning of a round, stamped piece of sheet steel, of the form shown in Fig. 1 into the form shown in Fig. 2. This being completed, there is laid around this turned piece of steel a thin strip of sheet iron E (Fig. 3), which is secured with soft binding wire b.

The upper side, on which the shoulder for the collet has already been turned out a little, is filled with moulding sand (so that in the melting of the brass this part will be protected), the whole is turned over and placed on a bed of moulding sand (see Fig. 3) spread on a piece of wood charcoal or asbestos plate. Then the parts indicated by arrows P are well covered with powdered borax, small pieces of raw brass laid in them and the whole exposed to the heat of a blast spirit of naphtha lamp until the brass melts, and flows nicely around the piece of steel. Now allow to cool, whereupon the brass will form one solid piece with the steel. Then the moulding sand is removed and the whole turned up until it has again nearly assumed its original form (Fig. 4). This ends the preparatory work.

The work proper now begins with the hammering of the brass balance rim. This is effected as a rule, not by hand, but with the aid of an automatic hammering apparatus. This is constructed similar to the striking works of a weight regulator, only that in this case the lifting pins are absent, but in their place, on the extended axis of the pallet wheel, a second hollow pinion is located, with two pinion leaves, which serve to lift the hammer. While the balance, which is fastened to one pin of the main-wheel, slowly revolves with it, there results from the pallet wheel innumerable uniform hammer blows, by which the rim is hammered evenly hard all over. This work, the object of which is to harden the soft cast brass, can, by the way, also be accomplished by rolling or pressing.

The balance is shellacked fast to a cement chuck, the hole drilled for the staff and the rim turned down exactly to the desired thickness (in a good compensation balance the thickness of the brass rim should be three-fifths that of the steel rim, two-fifths of the total thickness). Next comes the turning off of the upper and underside, which imparts to the balance the form shown in Figs. 5 and 6, Fig. 5 showing the upper side and Fig. 6 the under side, after the turning off is finished.

The boring of the holes for the little weight and regulating screws and the cutting of the recesses for them is effected simultaneously on the lathe, equipped with a dividing disc and index lever, because the screws must be evenly distributed, at an angle of 10 or 12 degrees. The milling of the recesses is effected with a very delicate milling tool of 5/100 millimeters thickness, which is caused to revolve by a practical hand, by means of the lath bow.

Finally, two incisions are turned in the bottom of the balance (Fig. 7), which serve later to admit the file in cutting the arms. Then the balance is taken off and on a vertical graduated drilling machine, in all the holes, with the aid of a faultless screw tap, the threads are cut.

The balance is now, in the main, completed and the finishing work commences, namely, the cutting of arms to the balance, which must be done by a skilled hand; the smoothing of the arms and the steel rim with oil-stone powder, the boring of the impulse pin holes; recutting (a second time) all the threads, because of the formation of burr; the polishing of the brass rim; the cutting open of the balance by means of a milling tool, and the smoothing of the edges.

The cutting open of the balance is effected in the following manner: The balance is laid on a brass block, on which it exactly fits, and firmly screwed there. On the upper side of the block, the spot for the cut is indicated, which in all balances comes at the same point, between the third and fourth screw hole from the balance arm. The cut is then milled through. Fig. 8 shows the balance, with completed arms and cut open, from the under side. This being all completed, there remains the screwing in of the golden weight and regulating screws, and then we have before us a faultless time regulator.

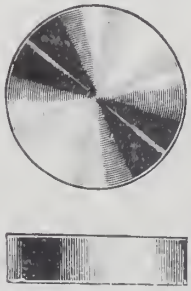


Fig. 1

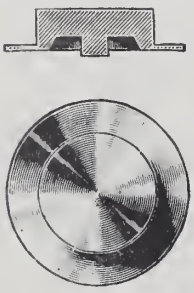


Fig. 2

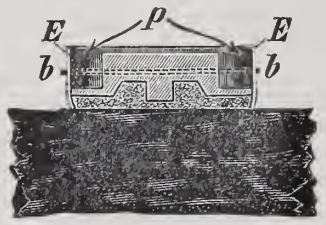


Fig. 3

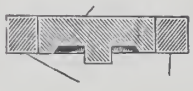


Fig. 4

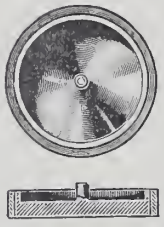


Fig. 5

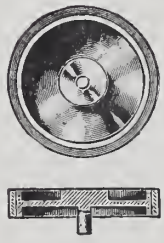


Fig. 6



Fig. 7

As regards the milling of the recesses for the regulating screws, it seems surprising to me that the Swiss manufacturers do not make use of this process in the better grade of watches, for if it is well executed a great advantage in the adjustment of the watch is obtained, because by proper adaptation of the regulating screws it is easy to correct a gain or loss of several seconds per day, without first having to make the balance heavier or lighter. In the manufacture of the balances, the milling machine does not cost very much; it is easy also to make one for one's self.

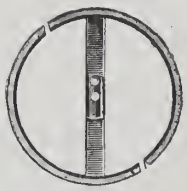


Fig. 8.

Robert S. Milan, Shreveport, La., has been succeeded by the Milan St. Loan Co., Inc.

E. E. Cain, McMechen, W. Va., has retired from business and has been succeeded by H. L. Wehrly.

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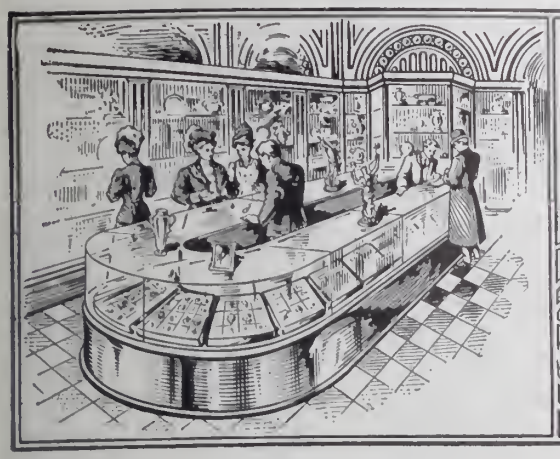
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STORE KEEPING DEPARTMENT

That this department shall prove mutually beneficial to our readers, it is desirable that the members of the trade geneally communicate with THE JEWELERS' CIRCULAR-WEEKLY regarding any advantagenous device or plan which they are utilizing in connection with their business.

Modern Store Service and How to Make It Effective.

Written expressly for The Jewelers' Circular-Weekly by Irwin Spear.

IN all lines of retail trade a new era is dawning. Leaders are blazing trails in hitherto unexplored wildernesses of business procedure. A new school has set itself up in the market-places with new methods and strange ideas calculated to strike with wonder devotees of the old school and to make even the phlegmatic buying public sit up and take notice.

"Keep your shop and your shop will keep you," a sage dictum of one of the wisest shopkeepers of his time, or of any time, has been revised to fit the changed conditions of the day. The modern slogan is, "Keep your shop better than the other fellow's, and the extra profits will keep you better."

To have a well-assorted line of merchandise, a clean store, courteous salesmen and fair prices; these are no longer all that is necessary if you would win out "big."

Before all else you must be a diligent exponent of the new idea—Store Service.

The New Thought of Business.

What is store service? It is not easy to define, for this new thing under the business sun does not lend itself to generalizations. A few stray quotations snatched at random from advertisements of stores that have progressed farthest in the store-service idea give an insight into what store service means to the customer and to the merchant.

Says one store: "To be always at the service of our customers—to do anything for them in reason, this is our policy."

Says another: "The idea of service in a business is not new. The application of it as we apply it is. It's a good idea. Pays both you and us."

Again we read: "One of the strongest elements in the success of this business is service. We carry it throughout the store. It pervades every department."

Other quotations elaborate on the service thought: "To give customers what they want, not what we want them to have; to keep always on hand plenty of the things they do want, that's our whole aim."

"You'll find as you do business with us that we realize your interest and wishes as our first consideration. Not so much what we're getting as what you're getting counts here."

"Your interests are ours. The more we help you the more we help ourselves."

Service on the Grand Scale.

At the entrance to the jewelry section of Marshall Field & Co. is a neatly framed sign which heads as follows:

OUR VISITORS

ARE CORDIALLY INVITED TO AVAIL THEMSELVES OF THE CONVENIENCES AND HOMELIKE FEATURES OF THE READING, WRITING AND REST ROOMS ON THE THIRD FLOOR

The north room is devoted entirely to the following accommodations:

A rest room for women.
A bureau of general information.
A telegraph and cable office.
A branch of the Chicago postoffice.
A library of late fiction and magazines.
A box-office for theater tickets.
Correspondence desks and stationery.

Guides will be furnished those who wish to make a trip through the premises.

This is an illustration of store service on the grand scale characteristic of the Field establishment. Of course, the library, box-office and all the rest are out of the question for the average store, but I cite this instance of what one of the world's leading stores is doing because it is a straw that shows the way the wind is veering.

These elaborate precautions for the comfort of store patrons should furnish ideas which even the most modest small-town jewelry store could adapt and profit by.

The rest room will suggest the installation of a couple of easy chairs in which patrons may relax while parcels are being wrapped or change made.

A writing desk, with a placard stating, "This Desk at the Disposal of Patrons," would certainly be appreciated. It might not be—probably would not be—often used; but the one customer out of the hundred who did sit down and write a note of good wishes or express congratulations on a card from the supply provided, to accompany the just purchased gift, would be impressed by this thoughtful provision for her comfort and consciously or unconsciously influenced in favor of the store that looked out so solicitously for its patrons' needs.

Many stores, like many men, are prone to hide their light under a bushel. Consequently they do not "cash in" to the extent that they ought. Nearly every jeweler fits glasses without charge. But how many put proper emphasis on the fact that they do it free? Instead of a sign in your window reading "Eyes Fitted Scientifically," why not make it read, "Have Your Eyes Fitted Scientifically Without Charge"?

This is store service which every jeweler can offer and one which will be appreciated. As a matter of fact, how many of your townspeople—how many of the people that pass your store, every one of whom is a possible purchaser—know that you would examine their eyes and advise the proper glasses without charge?

A form of store service which, it seems to me, must appeal strongly to lady patrons is the presence of page and footman at the store entrance. I realize that only stores that enjoy considerable carriage and automobile trade would find it feasible to keep liveried servants for the sole purpose of conveying madame or madamoiselle across the bit of pavement from curb to doorway, singaling her chauffeur or coachman, opening and closing her car or carriage door, and shielding her from the elements if the day be stormy.

Nevertheless, where the store trade is such as to warrant, no form of store service is more ingratiating to the feminine mind, for, as we men have all had occasion to observe, the little things often count most with a woman.

The doorman or lackey, however, is what might be called spectacular store service. It "shows up" for more than its face value. There is another kind of service that means more to the patron. I refer to the real service that supplies a patron what he does not expect—anticipates his wants—shows a courtesy and thoughtfulness that he would not of himself request.

Such service is the "plus quantity" which differentiates the store of the new era from that of the old regime.

The "Plus" Quantity.

As a specific instance, take the guarantee of one store to keep in repair and good running order for a specified period every watch it sells. Nearly every jeweler will do this for six months or a year, yet few ever let the fact be known except when the customer is making a selection.

The offer to keep a watch in good order

South Bend

The Jewelers Friend

HELP WANTED

Our business is growing so rapidly that we are compelled to increase our working force.

We want skilled watchmakers, thoroughly experienced with the highest grades of watches.

None but those capable of workmanship which will pass the most critical and rigid inspection need apply.

Steady employment is assured. While other factories shut down for midsummer lay-off of from two to six weeks, we are shut down four days only.

South Bend Watch Co.

Makers *of* High Grade Watches
Highest Quality Filled Cases

South Bend, Indiana

C. O. BAKER, Pres. C. W. BAKER, Vice-Pres.

BAKER & COMPANY

INCORPORATED

PLATINUM, GOLD AND SILVER REFINERS, ASSAYERS
SMELTERS AND MANUFACTURERS



PLATINUM AND GOLD SETTING DEPARTMENT

NEW YORK OFFICE - - 30 Church Street
Telephone, 3811 Cortland

WORKS - 408 N. J. R. R. Ave., NEWARK, N. J.
Telephone, 3 Waverly

PLATINUM AND GOLD SETTINGS CARRIED IN STOCK AT BOTH ADDRESSES

Get in Quick!

Choose the Best the Country Affords

Drop a postcard asking for
the latest catalogue
of the



The entire building used exclusively for instruction in Watchwork, Jewelry and Engraving

Horological Department

Bradley Polytechnic Institute

PEORIA, ILL.

Storekeeping Department.

inspires confidence and is the cause of closing many sales that might otherwise be postponed or lost.

A plan that worked out successfully in a retail clothing business, and which, so far as I know, has never been tried by a jeweler, is the following:

To a selected list of prospects whose credit you have carefully investigated send a letter something like this:

Dear Sir.

This is to inform you that we have opened a charge account for you.

We know you did not request this courtesy. It is our way to do things we aren't asked to do—to surprise our patrons with little attentions they don't expect.

We needn't tell you what a handy thing a charge account is—the saving in time—the convenience of never having to wait for change—the advantage of buying where you're known.

We hope you'll use the page we've reserved for you on our ledger—hope you'll use it often. And the sooner you begin, the better it will please us and the sooner you'll get the benefit.

You ought to be better acquainted with our store service and our merchandise. We've taken the first step toward better acquaintance. Now it's up to you.

Very truly yours,

As an inducement to open accounts at once you might offer a 10 per cent. discount with the first purchase or enclose a coupon good for a certain credit when applied on purchases of $10 or over before a specified time. Such a plan is not advisable for a store catering to quality trade.

The Telephone a Service Adjunct.

A few live jewelers are waking up to the value of the telephone as an efficient instrument in store service. When a bill of new goods arrives, or some line is placed on sale which is worthy of the attention of the store's best patrons, a list is gone over and those whom the merchant believes most likely to be interested are apprised of the news.

There is more to this use of the telephone than appears at first thought. What you say over the wire—the talk—must be carefully written out and revised beforehand in order that it may strike home at once and at the same time not offend. A tactful "approach" is essential. So is a pleasant delivery.

One merchant employed a teacher of elocution to tell his "story" over the wire. Before she started on the list he had her call him up and rehearse the speech he had written out for her, so as to make sure she was "letter perfect" and everything would go as intended.

"Oh," I hear someone say, "that kind of stunt might work all right for some stores, but my customers wouldn't stand for it."

How can you be sure about that if you have never tried it? Methods change with the times. The public is becoming educated to expect just such service as this, and because it was unknown when you

(*Continued on page* 131.)

Up-to-Date Selling Arguments Used by Retail Jewelers in Different Territories.

JUST look around the house; you will find some old jewelry which you can't use—bring it to us and we will exchange it to you for diamonds, watches and jewelry, or pay the highest cash price for same. Max Kurjan, the upstairs manufacturing jeweler and diamond jobber, 140 W. Federal St., Excelsior building, Youngstown, O. Walk 15 steps and save 30 per cent. Open evenings until 8:30 Standard.

As an exquisite gift that is of genuine intrinsic value and that will give the recipient lasting pleasure one of our gold lockets and chains is unexcelled. We have a most comprehensive and splendid showing of original, exclusive ideas beautifully worked out in the most artistic manner that will gratify and delight the most exacting buyers. Lockets, $3 to $50. Chains, $2 to $15. Virgin & Young, Youngstown, O.

Points in watch buying. The two supreme important points in watch buying are to get a good one and the place you buy it. Watches, like human beings, sometimes go wrong, but if bought at the right place you can always depend on the guarantee being fulfilled to the letter. Our care in the selection of grades and makes assures your purchase being right—the best your money can buy. Our watch department is our special pride—any watch purchased from us whether Gruen, Elgin, Waltham, Illinois—or other makes—we guarantee value received. W. H. Homuth Jewelry Co., Bloomington, Ill.

Our Bill of Fare is most complete this year. Never have we been able before to show such a fine and complete line of jewelry. All the latest designs and patterns in gold and silver. New creations which excel anything before shown. Your attention is called to our watch department, which is now complete. If you desire a watch, we ask you to buy now while the assortment is large. A few suggestions may aid you in selecting gifts, we have for your inspection, watches, chains and fobs, mantel clocks, brass clocks, gold and silver mounted umbrellas and canes, diamonds, set rings, band rings, signet rings, brooches, scarf pins, souvenir spoons, novelties in gold and silver, sterling toilet articles, opera glases, mesh bags, solid silver sets, solid silver pieces in flat and hollow ware, and scores of other articles. We want to help you make your Christmas celebration happy and assist you in choosing gifts for relatives and friends. George J. Allen, Marshalltown, Ia.

If Her Present Is to Be a Diamond.—We want to assure you that the quality of the stones we carry are not excelled by any store in the Southwest. Let us show you some of these. Fancy diamond clusters, all new, $125 and up. Beautiful diamond ear screws, $40 up to $1,000. Diamond brooches from $25 up to $500. Fancy banquet rings, $140 up to $225. Diamond set lockets, lavalliers, pendants and necklaces up to $250. Gold mesh bags, $75 to $400. If it's new in jewelry we have it. The Bell Jewelry Co., San Antonio, Tex.

A Straight Tip.—The only thing you buy to wear that doesn't wear out would be a present selected from our large stock of jewelry. We have the newest novelties in watches, fobs, rings, bracelets, chains, manicure sets, cut glass, etc. Call and be convinced we can save you 20 to 30 per cent. on each article. Poland & White, Wilmington, Del.

Your friends prefer jewelry to any other gift in the world. For thousands of years—as far back as historical records go—the universal token of love and friendship has been precious stones and jewels. To every race and in every age and generation, gems and jewels have held a charm more alluring than money, land, merchandise, or any other form of wealth.

And with each generation the sentiment attached to the giving and owning of jewels grows. Every achievement in life is associated with gifts of beautiful jewels—a diminutive ring for the baby; bracelets and neck chains for birthday remembrances; at graduation, perhaps a fine watch; a diamond ring announces the marriage engagement; and at the wedding, the crowning event of all, a multitude of precious gems, stones and jewels. Search the gamut of human wants and you will find no gift so acceptable as jewelry. Good jewelry is a heritage that is handed down from generation to generation and an enduring remembrance of the giver.

When you wish to select jewelry for your friends or relatives, come to this store. You cannot find more dependable jewelry any place. Nor are the prices we ask in any case unreasonable. In many instances a comparison will demonstrate that to trade here means a considerable cash saving. If you are unfamiliar with jewelry we will be glad to make tasteful selections. On the other hand, if you are accustomed to buying rings, lockets, bracelets, watches, etc., so much the better. You will appreciate more keenly the high quality of our goods and our up-to-date selections. Needless to say, every article of merchandise we sell is warranted to be exactly as represented. There is no chance for deception at this store. Our line is particularly interesting in rings, brooches, bracelets, necklaces, lockets, pins, watches and late novelties. Come and visit our store, whether or not you are ready to purchase jewelry. Bring your friends along. We take pleasure in showing the many beautiful gems and jewels that we have.—Gardner & Hall, Derby, Conn.

S. R. Glidewell, Whitewright, Tex., has sustained a loss by fire of $1,200.

Geo. V. Williams, Cannon Falls, Minn., has been succeeded by Swedenberg & Haglund.

The Name Does Not Make a Good Watch — But a Good Watch Does Make a Good Name



Strengthen your watch sales by using the *High Grade* and *Reliable*

ROCKFORD

Made in all sizes and grades.

THE ROCKFORD WATCH COMPANY

Manufacturers of High Grade Watches ROCKFORD, ILLINOIS



IF IT'S A

ROY

TRADE MARK REGISTERED

IT'S STANDARD

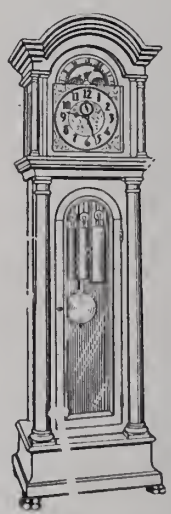




ROY WATCH CASE CO

21-23 Maiden Lane, New York

704 Market St., San Francisco



IT is as important to know who has made the tubular bells as it is to know who made the works of a clock.

Mr. R. H. Mayland, the celebrated bell specialist, makes exclusively for us, our bells. Each bell bears the patent stamp Dec. 4, 1900.

No tubular bells are imported, as the public is led to believe.

Things change. English clocks and fusée watches had once a reputation of superiority. Enterprise and improved machinery have enabled manufacturers of other countries to produce better goods and more variety.

BAWO & DOTTER, Limited

Manufacturers of Chiming Clocks

Established 1864

24 to 34 Barclay St., New York

AUDEMARS, PIGUET & CO.,

BRASSUS and GENEVA.

Manufacturers of Superior

Plain and Complicated Watches.

Represented by

A. WITTNAUER CO.,

30 West 36th Street, *NEW YORK.*

PRACTICAL COURSE IN ADJUSTING

By THEO. GRIBI.

Published Price, $2.50.
Special Reduced Price, $1.50, Postpaid.

The Jewelers' Circular Pub. Co., 11 John St., N. Y.

The Law and the Retailer.

By Bernhard Raymond, LL.B.,
of the New York Bar.

(*Continued from issue of Aug. 2*)

Trade Slander or Libel Distinguished from Slander or Libel Defaming One's Character.

The court, in its decision in the case of Adriance Platt & Co. *vs.* National Harrow Co., furthermore said:

"When the manufacturer is financially responsible, is accessible, and his infringements readily provable, and when the patent owner is financially able, and is one who makes it his sole business to grant licenses, and is under a duty to his licenses to prosecute extensive infringers, the sending of such circulars to customers would seem to be merely a preliminary or cumulative measure, and the bringing of an infringement action the paramount and imperative proceeding. As, ordinarily, the patent owner would be prompt and zealous to assert his claims, if he halts and purposely procrastinates and attempts to effect by threats and manifestoes, that which he can compel by the strong hand of the law, a strong inference arises that he has not any real confidence in his pretensions.

"This inference becomes irresistible if he refuses to bring suit during a considerable period of time when alleged infringements are open, notorious and defiant, and so extensive as to threaten destruction to his alleged exclusive rights. The indicia of bad faith are persuasive in the present case. It is impossible to read the communications, warning complainant's customers against selling harrows, with which the defendant seems to have flooded the country, without being led to believe that they were inspired by a purpose to intimidate the complainant's customers, and coerce the complainant, by injuring his business, into becoming a licensee of the defendant.

"In view of its failure to bring an infringement action, under circumstances which made an action practically compulsory, the defendant cannot shelter itself behind the theory that the circulars were merely legitimate notices of its rights. We are satisfied that they were sent, not for the purpose of self-protection, but in execution of the defendant's threat to stop the complainant from building harrows by other means than legal remedies."

A Complainant Charging One With the Commission of a Trade Slander or Trade Libel Must Allege and Prove Special Damages.

As explained in a previous issue that there is a vast difference between a trade slander or trade libel, and a slander or libel with reference to the trade, profession or character of another, in that, in the first case, the language spoken or the statement made tends to disparage the quality, condition or efficiency of plaintiff's goods, while in the other, the words spoken or statements made necessarily impute to the person or his trade or profession meretricious conduct or fraud or deceit or malpractice, holding him up to hatred, contempt or ridicule. In the later case it is not necessary to allege in one's complaint nor to prove that the complainant suffered or sustained any damage by reason of the slanderous or libelous words falsely imputed to the complainant, for the reason that the law presumes that such imputation by reason of its damaging effect must have injured the person thus slandered or libeled.

In the case of a trade slander or libel the converse is true.

The complainant cannot maintain his action, unless he alleges in his bill of complaint such damage and sustains such allegation by proof upon the trial, for the reason that the law does not import damage in the case of a trade slander or trade libel, but the damage must be proven. Being fully informed of the distinction drawn between the two, cases of slander and libel, one will find the case of Marlin vs. Shields, 107 N. Y. 304, very interesting.

The defendant, Shields, conducted a magazine known as *Recreation*, wherein for a considerable period, the plaintiff, Marlin Co., caused its advertisement to be published. The Marlin Co. was informed, it is alleged, by the proprietor of the said magazine, that the rates for advertising would be raised, whereupon the Marlin Co. discontinued its advertisement in the said magazine. It is alleged, however, that the defendant, the publisher, being either actuated by a desire to secure the continuance of the Marlin Co.'s advertisement, or for the purpose of satisfying his malice, caused certain letters, alleged to have been written by himself, to be published in his magazine, *Recreation*, purporting to be from correspondents, injuriously reflecting on the efficiency of the rifle manufactured by the Marlin Co.

The complainant, however, the Marlin Co., failed to allege in its complaint the special damages sustained by it by reason of the libelous statements contained in the letters published in *Recreation*. The defense ingeniously set up the contention that the letters published in *Recreation* did not impute deceit or malpractice in making or vending its rifles, but simply imputed defects in their construction and tended to disparage the quality of the merchandise and there was no libel actionable per se, and since no special damage was alleged, the action could not be maintained. The complainant, the Marlin Co., being unable to say to what extent it was damaged by the publication of the alleged false letters, its cause of action necessarily failed. The Marlin Co. asked for an injunction to avoid a multiplicity of actions, because of the impossibility of ascertaining, identifying or establishing, according to legal principles, the amount of damage. The court refused to grant an injunction, in view of the fact that a court of equity does not create rights nor liabilities, and therefore has not the jurisdiction to restrain the publication of criticisms unfairly affecting the merits of merchandise manufactured or sold or belonging to a complainant and is constrained to refer the plaintiff to his action at law.

As discussed in a prior issue, the question of injunctions to restrain the publication of a trade libel or slander is one that is not authoritatively decided, regardless of the fact that heretofore courts of equity have consistently refused to exercise their powers and refrain from affording injunctive relief. Of course, it is rather difficult to agree with such reason, but fortunately, the court is beginning to take a larger range of observation of the great injury that naturally results from the publication of statements easily proved to be false, and published with no other object in view than to destroy a competitor's business, and therefore tending to put a premium on unscrupulous methods of unfair competition, destructive to legitimate enterprise.

Upon consideration one cannot fail to see that to say, as in the case of the Marlin Rifle Co., that its rifle has a deficient and ill-constructed ejector, which statements are false, must necessarily tend to, not only cripple, but in time to entirely annihilate the business of the manufacturer whose product is thus libeled, clearly affecting such company in its positive property rights, which a court of equity is bound to protect and not to sit by idly maintaining that because it has no jurisdiction to restrain a personal libel, it will not lend its aid to restrain a trade libel. It must be expected that just as modern methods of production and distribution have revolutionized the old and antiquated methods of the past, so will modern judicial machinery adapt itself to progressive industrial and commercial development. Fair evidence of the fact that the law is taking progressive steps toward preventing such injustice is fully afforded by the adoption of the section of the Penal Code of New York, adopted in 1904, but two years after the decision of the case of Marlin vs. Shields, which section is known as Sec. 364, sub-division 8, and provides as follows:

"Any person, firm, corporation, or association, or any employe thereof, who, in a newspaper, circular, or other publication published in this State, knowingly makes or disseminates any statement or assertion of fact concerning the quality, the quantity, the value, method of production, or manufacture, or the reason for the price of his or their merchandise, or the manner or source of purchase of such merchandise, or the possession of rewards, prizes or distinctions, conferred on account of such merchandise, or the motive or purpose of a sale, intended to give the appearance of an offer advantageous to the purchaser which is untrue, or calculated to mislead, shall be guilty of a misdemeanor." Penalty not less than $25 nor more than $100 for each offense.

(*To be continued.*)

L. Jones, Amherstburg, Ont., has moved to Detroit, Mich.

Thomas Thompson has succeeded to the business of Thompson & Rood at Blanchardville, Wis.

In *Business* as well as *Motoring*, the test of judgment is in knowing when to "*Let Out.*"

Our *Veranda Sets* offer practical suggestions for Summer trade.

Holders for serving Ginger Ale, Lemonade, White Rock, Bass Ale and Budweiser Beer



Write for Prices

THE PAIRPOINT CORPORATION

Photograph Books showing any of these lines complete loaned to the trade on application for inspection

Cut Glass
Silver Plate
Electric Portables
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FACTORIES
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BRANCHES
NEW YORK - - 38 Murray Street
MONTREAL Coristine Building, St. Nicholas St.
SAN FRANCISCO - 717 Market Street

THE CONNOISSEUR

Devoted to Art Pottery, China, Marbles, Bronzes, Cut and Decorative Glass Ware, Bric-à-Brac, Lamps, Art Metal Wares, Fancy Goods and Kindred Lines.

Characteristic Staffordshire Pottery.

IN the north of Staffordshire, within the parish boundaries of Stoke-upon-Trent, lies the district called the Potteries. Though little is known of the earliest days of its history it is certain that tiles were made there by the Saxons, as some have been found during excavations made in recent times, and fragments of cooking and domestic utensils, probably of Roman origin, were discovered there also.

The pottery of those early days was made of unprepared clay containing pebbles and other impurities, just as it was found, the vessels being shaped by hand and ornamented with rough patterns made by binding flat thongs and cords upon the wet fabric; some of the Roman pottery was baked in wicker baskets and called by them *bascandae*, or baskets.

Stone ware was made in Staffordshire as early as the latter end of the 15th century at the little village, as it was in those days, of Burslem. This place was also known as Buttertown, from its manufactory of butter pots; these pots were made of the rough red clay, cylindrical in shape, to contain 14 pounds of butter; they were sold full of butter at the market at Uttoxeter for consumption in London.

In the 16th century decorative articles of stone ware were made in Nuremberg, Cologne and other parts of Germany. Up to the 17th century the glaze that was used by the Staffordshire potters was that made from sulphide of lead found in the Derbyshire mines. According to the *Queen* they dusted it in a state of fine powder through coarse cloth upon their wares before baking them. Then the art of salt glazing was discovered and was in use by a firm of potters, Palmer & Bagnell, at Burslem.

It had been found that when the ware in the baking ovens had arrived at a certain degree of intense heat if salt was thrown upon it a beautiful hard glaze resulted. It was the custom even as late as the end of the 17th century for ovens only to be heated once a week. The articles to be fired were placed in them on Thursday evening and baked for 24 hours, then allowed to gradualllly cool off and were removed from the oven on Saturday about midday. When the oven was at its greatest heat men wrapped in wet cloths mounted high wooden platforms near the top of the outside of the oven and shoveled in salt upon the articles inside through a hole left in the roof for the purpose.

For five hours weekly the whole district was buried in a dense white fog from the fumes of the salt; so thick it was that people ran against each other in the streets, unable to see anything. However, it was not unhealthful, as far as the human population went, although their fruit trees, being so thoroughly fumigated once a week, were kept quite free from any form of insect pest.

A well known potter who had his pottery at Little Fenton, a small hamlet of thatched cottages, made, among other things, knife handles for the Sheffield knife manufacturers, china lids and boxes for the Birmingham people to put together with fastenings and hinges, and "toys and chimney ornaments colored and glazed."

This cottage china was afterward made in large quantities in the villages of Langton and Lane End, the most thickly populated part of the whole district of the potteries. This is what one meets with nowadays at fairs or such like places, and is but a rough imitation of that made by Whieldon or other potters about this time. It is difficult to ascribe any piece to any particular maker, as it is seldom marked with a name.

The cottages have green grass outside their front doors, made rough by "dropping shavings of paste on the glaze before firing" and colored a bright green; the beds which adorn the edges of the grass plots are bright with flowers. These blossoms have been stamped out in molds, colored and placed in position by hand. Some of the cottages are red and some white, their roofs blue or of pink luster, or in imitation of thatch, the plinths are all smooth white, with a single gold line running all around them.

These potteries also turned out quantities of small animals. The white poodle, for instance, with rought mane and tail, and the wooly lamb were very favorite bits to make; they were generally all white, though sometimes the dog carries a green basket in his mouth. Some of these animals and cottages were made for use as well as for ornament. The bird's nest, with the mother bird preening her feathers on the top, is an inkstand; the nest itself is all rough and brightly colored, though the bird herself and the eggs are smooth white china. And there were swans sitting by a hollow tree, the inside of the stem being painted bright red, and no doubt intended to hold flowers.

Greyhounds were also made in large quantities. Very often these dogs lay on a blue cushion instead of the ordinary white plinth. Red and white cows were also common, most of them being made to use as milk jugs. The zebra, with a long green snake twined around his body, is an uncommon model, and, one would think, must have had some story in legend or fact belonging to it, as so many of these pieces had.

Dick Turpin in a green coat, riding his famous mare Black Bess, colored like life, was made to commemorate the exploits of that renowned highwayman. Many celebrities of those days were immortalized in the same way, one figure very well known nowadays being the Toby jug, which was made to represent a certain Toby Fillpot, of Philpot.

A thirsty old soul
As e'er drank a bottle
Or fathomed a bowl.

Most of this famous Staffordshire pottery might have been still in being if it had been easier to get it away from the potteries to the various markets, but the roads in that part of the country were very bad, quite impossible for wheeled vehicles. The pots were sold at the oven's mouth to hawkers, "cratemen," as they were called, who carried them away in baskets on their backs and sold them to private customers or at one or other of the big fairs about the country.

As the demand increased, so did the supply, and donkeys with panniers on their backs were used, as they could carry a heavier buren. These again were supplanted by pack horses, who brought loads of a different clay from Cheshire to the potteries and went away with big packages of china; but although it was true that they were able to carry more at a time it was often a case of "more haste less speed," as if a horse fell, which they often did on those bad roads, the whole load of china was smashed.

About the middle of the 18th century Josiah Wedgwood devised a scheme of getting the pottery away by means of a canal, so that not only could the china be sent away safely to the different markets, but in larger quantities also, so as the pottery became better known and there was greater demand for it the manufactories were increased until the district surrounding Stoke-on-Trent grew to its present prosperous and thickly populated condition.
—*Pottery, Glass and Brass Salesman.*

F. C. Durfey has taken over the business of S. H. Rossiter, Ipswich, S. Dak.



PATENTED

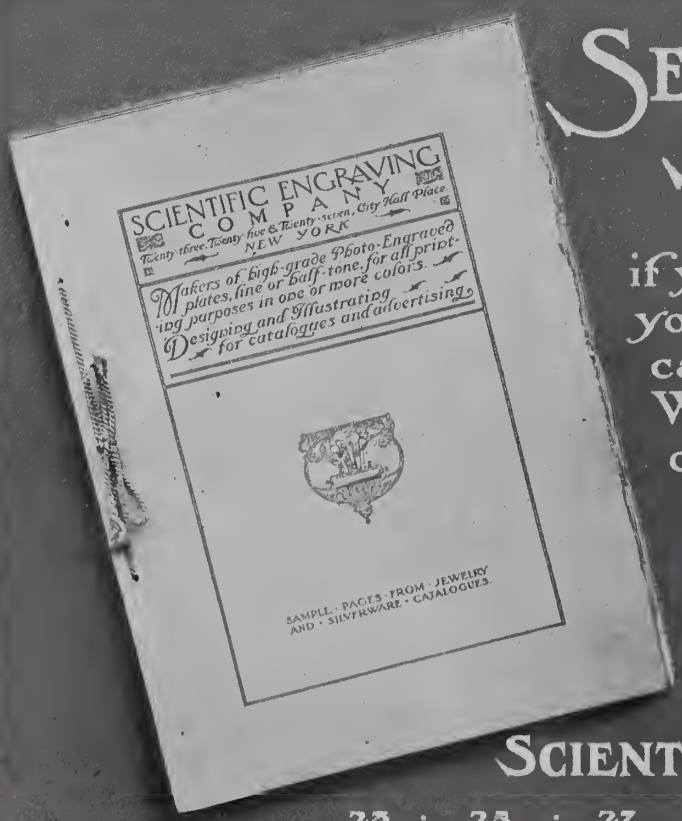
Thin Model Shaving Brush

In Morocco Case, Rubber Lined

Size cased—5 inches long x 1½ inches wide x ⅜ inch thick. Made in Parisian Ivory and Ebony handles, Genuine Badger Bristles. A beautiful traveling necessity.

Send for a catalogue of the famous "Travelers' Line."

TILDEN-THURBER CO., Providence, R. I.



SEND FOR THIS SPECIMEN BOOK

(MAILED FREE)

if you use cuts to illustrate your goods for advertising or catalogue purposes. We are specialists in this class of work. This book shows sample pages from various catalogues, which are beautiful examples of jewelry illustrating in colors and black and white.

SCIENTIFIC ENGRAVING COMPANY.

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NEW YORK CITY

The Jewelers Security Alliance and What It Has Done.

Address of James H. Noyes, Before the Recent Convention of the A. N. R. J. A. at Richmond, Va.

THE members of the executive committee of the Jewelers Security Alliance of the United States have directed me to express to you their very high appreciation of the privilege of sending a representative to address you on this occasion. They have long wanted just such an opportunity, and take great pleasure in improving the present one. I also wish to express to you my personal pleasure in meeting so many representative dealers, most of whose names are as familiar to me as my own; with many of whom I have done business and had pleasant correspondence, and some of you have done me favors which I highly appreciate; therefore, I am glad to look into your faces, and, as far as may be convenient, to meet you personally.

My address naturally divides itself into the following heads: First. What is the Jewelers Security Alliance? Second. What is it for? Third. How does it work? Fourth. What is its record and what has it accomplished? Fifth. What can you do to assist it?

What is the Jewelers Security Alliance? It is a voluntary association composed of jewelers, and those connected with kindred trades, banded together for their mutual benefit. It is not a corporation; has no stockholders to whom dividends must be paid; has no high salaried officials, or expensive offices, and, in fact, is not a money-making scheme in any respect. For this reason the cost of membership is merely nominal in comparison with the advantages gained, being $15 for the first year, about five cents a day, and only five dollars thereafter, which is less than two cents a day, and is within the means of every jeweler who carries any stock at all, even though his business may not be a large one.

It has been suggested to the executive committee a number of times that large profits could be made if they would incorporate the organization, but they have never given any consideration to such an idea, being perfectly satisfied to carry on the organization in its present form for the benefit of the trade alone. I ought also to say that it is not an insurance company, as many jewelers seem to think, nor is it organized to do anything and everything that may be considered of advantage to the trade.

What is it for? Its object, as stated in the constitution, is to render to its members whose safe or safes or vaults shall have been broken open and robbed by burglars during the hours when the place of business is closed, efficient detective service, and determined prosecution of the thieves, aiming at the restoration of the property when possible. Besides these particular purposes of the organization, it is doing a great deal to prevent burglary and to give its members such information and advice as will enable them to avoid attacks by sneak thieves and other robbers who do not attack safes.

How does it work? When the Alliance was first organized a certificate of membership was adopted, and each member was instructed to have it framed and hang it near or over his safe, so that anyone who came into the store would be sure to see it, and know that he was a member of the Alliance. The reason for this is that no safe burglary can be undertaken until the store has been visited for the purpose of looking over the ground, and making the necessary plans. Frequently it requires several visits. Of course, at the start, when there were only 50 members, this certificate did not have very much influence, but in the course of a very few years the vigorous work of the Alliance in arresting and punishing burglars who attacked its members became well known to professional burglars, and they began to avoid stores where this sign was seen when the preliminary visit was made by one of the gang. Some years later we adopted a blue enameled plate to be put on the outside of the door, with the idea that if the burglar should see that he would not go into the stores at all, and would not be tempted to steal property which might not be in the safe. In 1905 the window shield was adopted offering a reward of $100 for the arrest and conviction of any person or persons breaking into the store with the intention of stealing.

This reward also applied to the smashing of windows, which had become a very serious menace in the trade, and resulted in the loss of thousands of dollars each year. While under the constitution detective service could not be given except when safes were broken open and robbed, the adoption of these signs was in the line of prevention, the idea being that many of these petty criminals would eventually become safe burglars, if allowed to go on unpunished, but might be warned away from Alliance stores, if through this reward offer they were caught and punished in the early stages of their career. These three signs have now become very well known indeed among criminals, partly through the arrests which have been made and the punishments inflicted, and also because we constantly take measures to make them known to thieves and burglars of all kinds. The Pinkerton Detective Agency keep very careful records of arrests of every burglar, and send everyone so arrested a circular, giving pictures of our signs and warning them not to molest any store where they are displayed.

In various ways, therefore, these signs have become extremely well known, and constitute a very real defense which is seldom disregarded by the criminals who prey upon the jewelry trade, and while they were not originally intended to apply to sneak thieves and similar thieves who work while the store is open for business, they are quite effective toward them also, as such thieves do not know exactly what the signs mean or what our protection covers, and are inclined to avoid stores where they see them displayed.

What is its record, and what has it accomplished? The Alliance had 50 charter members in July, 1883, and since that time has received 7,779, of whom 5,700 are in good standing, the others having dropped out in the course of the years, mostly through retirement from business for various reasons.

If I should attempt to give you in detail all the cases of burglaries in which the Alliance has been called upon to assist its members, and the work done, I should come much beyond the limit of time which should be occupied by such an address, and I cannot therefore give you more than a few of the more important cases, to which I will refer briefly.

It was extremely fortunate for the Alliance that the first case in which it acted did not call for the expenditure of any money from the treasury, as it only had $750 on hand, and the executive committee would have had to go down deep into their pockets or confess failure of their plans. I have no doubt that they would have raised any funds necessary to place the organization on its feet, and give its plans a fair trial, but, fortunately, they were not called upon to do so. While the Alliance was in the course of formation, Myron Du Bois, Ellenville, N. Y., came down one morning and found that his safe had been forced open with powerful tools and all his goods stolen. He was not a member of the Alliance, which had really hardly started at that time, but having heard of it he applied to those who were interested, and induced them to take hold of his case, with the understanding that the bills would be paid by him. The executive committee were exceedingly glad to do this, in order to give an object lesson to the trade, and I understand that some of the members helped Mr. Du Bois with subscriptions, and the Pinkerton Detective Agency made a special price for their service, as they wished also to show what they could accomplish in such cases. The burglars who robbed his safe used a special set of tools, which had been invented by one of them, and a large part of the evidence which resulted in their conviction was furnished by the machinists who made these tools, each part being made in a different shop to prevent suspicion. They had been successful in a number of previous burglaries, and were well supplied with funds, so that they fought the case desperately, one of their measures being to have the District Attorney assaulted with the hope that he would be put out of business and the trial postponed, which, fortunately, was not successful, although he was quite dangerously hurt. Saws and other tools which were smuggled into the prison were discovered before they could be used. The result in the trial was the conviction of the three burglars, and the sentence to five years each, while all of the property, which had been buried in a woods near by, was recovered. One of the burglars turned State's evidence, and gave very valuable information about other burglars who were using the same tools, and warnings were sent to them not to attack any stores protected by the Alliance, and these warnings were effective.

The first burglary of a member occurred in July, 1887, at the store of G. W. Fairchild & Sons, Bridgeport, Conn., which was in a very prominent location where policemen passed every few minutes, and in order to work on the safe the burglars had a screen painted, closely resembling the front of the safe, so that when the policeman looked in and supposed he saw the safe he was looking at this screen, behind which the burglars were working, and succeeded in drilling and opening the safe and carrying away all the valuable stock. This burglary required very extensive detective work, costing about $3,000, which exhausted the treasury, but not until the case had been successfully carried through. One of these burglars was a brother to a New York politician and saloonkeeper, and thought he had sufficient "pull" to avoid punishment, when though the case was fought very hard, this particular burglar received a sentence of four years, and the two others sentences of two and three years. It was unfortunate that only a part of the property could be recovered, as it took so long to follow up the burglars and arrest them that they had disposed of the goods and used the proceeds in their defense.

In February, 1889, H. & A. Gabradtz, Newark, N. J., had their safe drilled and $5,000 stolen. Although the Pinkerton agency knew from the character of the work and other clues just who the burglar was, in this case it was impossible to get sufficient evidence to bring him to trial, and the Alliance, therefore, instructed them to keep him under surveillance until he committed some other crime for which he could be convicted, and then to cause his arrest and tell him that they had been watching him ever since his work at Newark. It was more than a year before this could be accomplished, but he was finally arrested in Denver and brought back to New York for robbing a post office, for which he received a sentence of 13 years and a fine of $1,000. He had good counsel, and put up a strong fight, being released once on a technicality, but the Pinkertons were ready for him, and captured him again in the post office after a rough-and-tumble fight.

In June, 1890, the safe of A. D. Norton, Gloversville, N. Y., was drilled and the combination broken, and $15,000 worth of goods stolen. These goods had been buried, and in the course of investigation most of them were found and restored to their owner. The case was a difficult and long drawn out one, costing $8,500 for detective work, but the thre burglars were convicted, one of them receiving six years and six months, and the two others three years and four months each.

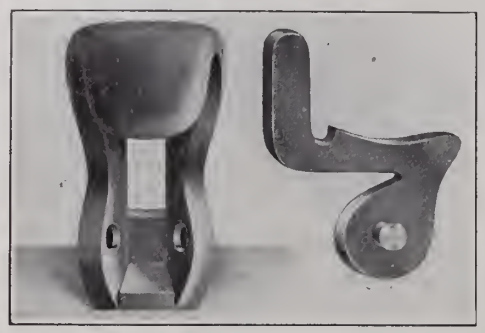
In March, 1891, the safe of A. Walter & Son, Jersey City, was drilled, and a quantity of diamonds stolen. Like the Newark case, no evidence could be secured to convict the burglar for this crime, although his identity was well established; so he was put under a shadow, and a year or so later was convicted of a burglary at a post office, and also at the store of H. Fitzsimmons, Chester, Pa.

In February, 1895, the safe of A. Bourgeois, Jackson, Miss., was drilled, and $5,000 worth of jewelry stolen. The two burglars who committed this crime were arrested in Chicago, and received five years each. All the property, which had been buried under a bridge, was recovered. One of these burglars wrote Mr. Pinkerton a letter from the prison saying that he knew this man was an Alliance member, and did not want to undertake the burglary, but was over-pursuaded by his pal, who reasoned with him that it was so far away from Chicago, where the Pinkertons' nearest office was, that they could get clean away before any of them could get down. In his letter he promised faithfully that he would never attempt to rob an Alliance member again, as he knew well that his present trouble came from disregarding the signs.

These successful prosecutions practically put a stop to any robbery of Alliance members by the old-time professional burglars, who used tools and other instruments to open safes, and not an Al-

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liance member was troubled by safe burglars for six years.

But in 1900 or 1901 a new style of safe burglars began to operate, called the "yegg," or "hobo," burglar, who was really a tramp that had learned to make dynamite out of nitroglycerine, and used it to blow open safes, sometimes, however, blowing a whole store in pieces as well as the safe. These were not professional burglars, and did not know anything about the Alliance, so in May, 1901, a gang of them tried to rob Mr. H. F. Burgess, Fairfield, Me., by blowing open the door on his safe, but the watchman happened to be near by, and fired at them, so they ran away without stealing any of his goods. Although nothing was lost, we worked on this case just the same, and spent $2,500 in investigations, resulting in the arrest of two of the burglars, who escaped from the sheriff on their way to the trial, so that we had practically to do the same work over twice. It was about two years after the crime that the second arrest was made, and some of the important witnesses could not be found, so the jury failed to convict. But the two burglars got a thorough acquaintance with the Alliance and its methods, and have not troubled us since. While these yeggs and hobos were very active throughout the country, they did not attack another Alliance member until 1908, when W. S. Mills, Fillmore, N. Y., had his safe blown open and $1,500 worth of goods stolen. This was one of the most difficult cases which we have ever had to tackle, the only clue that could be found was the fact that a tramp had been peddling court plaster in the town a few days previous, and had seemed to be curious about the safe, and had made inquiry as to whether there was any town watchman. To capture these burglars cost the Alliance $8,000, and it was only accomplished by sending a number of detectives out on the railroads in the vicinity to live as tramps in the camps and resorts of criminals of that character, and wait until something turned up which would give them the identity of the burglars. After many months of this kind of work four of them were arrested: one of them received five years and $1,000 fine, and two others six years each, while the fourth one was not convicted, although the evidence against him was almost the same.

I think you can readily see from these cases how necessary the Alliance is to a jeweler who has been robbed by burglars. In many cases the police are not qualified to cope with these expert criminals, and even when they are capable of doing good work they are unable to follow them to any distance away for lack of funds. The jeweler himself is usually unable to spend the amount of money which is required to investigate one of these cases successfully, and is unwilling to do so, even if he is able, as usually it costs more than the value of the property stolen to convict the thieves.

The Alliance makes no account of the cost, and within the course of its years of existence has accumulated a reserve fund, which will enable it to take hold of any case which comes up and spend as much money as is required without calling upon its members for assessments.

We pay the Pinkerton Detective Agency a yearly retainer in connection with the Jewelers' Protective Union, which enables them to keep up their 22 offices in all the important centers of the country, and a very extensive information bureau, containing the pictures and descriptions of thousands of criminals, with the places they are known to frequent, their methods of work, and other similar details, so that when a crime is committed they can usually tell by the way the safe is forced who did the work, and where they are likely to be found.

These vigorous prosecutions have made the Alliance feared among criminals in such a way that we have very few safe burglaries, in comparison with the large number of members scattered throughout the country, and our reward offer will eventually have the same effect on petty burglars who do not attack safes, as we have paid out now $15,000 in rewards in 150 cases, and nearly 200 burglars have been put behind the bars in this way, every one of whom knows just why he was caught, and is going to tell all his associates not to molest any store where our reward sign is in the window. In a great many of the smaller towns where we have members there are no regular police or watchmen at all, no lights at night, and the only protection which a jeweler can get is from our signs. The reward sign especially is effective in such cases, and the reward has been paid to a number of private detectives who interested themselves in the case, and pursued the criminals in the hope of securing the reward.

Finally, how can the trade assist us? Well, first, of course, you can join yourself, and I suppose most of the delegates of this convention have already done so. Secondly, you can get your neighbors to join, and thus increase the influence of the organization and make our signs more numerous and conspicuous. If every jeweler in a town is an Alliance member, that place will be unpopular with burglars, and they will avoid it; while sneak thieves will also keep away from stores where our signs are displayed. Thirdly see to it that your signs are in their proper positions all the time. I have no doubt that all the members put up the signs properly when they receive them, but we find there are some who take off the sign from the door when they have the door painted, or when they use a screen door in summer, and they fail to put the plate on it again. Or when the window display is altered the window shield is taken out and never replaced. Now these signs will go a long way to protect you against burglary if they can be seen, but if they are not in a position where intending burglars can see them a large part of the protective value of the Alliance membership will be lost. Fourthly, we are often disappointed when our members are made victims to sneak thieves and other criminals against which we have sent them warnings but a short time before. I wish to urge you to give more attention to the communications which are sent out by the Alliance from time to time. We do not send out anything to our members in the line of advertisements or circulars to be put in the waste basket, but every one contains valuable advice, and the various bulletins which are sent to you are deserving of your careful attention.

One of the chief dangers to which jewelers are exposed is that of window smashing. We have many times advised that a second pane of glass sufficiently high to prevent a thief reaching over it be hung in the show window a few inches from the outer glass, so that the window smasher cannot get any goods if he breaks the outside glass. But I do not know of more than two or three members that have adopted it, although they risk the loss of thousands every day. The sheet of glass would cost but a small amount.

Another thing which has resulted in very serious losses in several instances is the practice of jewelers closing up their store to go to lunch, or to attend to some business, without putting away the stock, and even without locking the safe, or only partly locking it. When a safe burglary occurs under such circumstances, we are not liable for detective work, as we have so informed our members, and warned them not to incur this danger, which cost jewelers recently losses from $10,000 to $15,000 in a number of places.

Another danger against which I wish to warn you is the "can-opener" tool which is now being used by burglars. There have been a number of serious losses by the use of this tool, because the safes were located in such a way that the burglars could work behind them without being seen. The tool makes no noise, is operated very quickly, and the best way to prevent its use is to have the safe out in the open, not covered by a partition or furniture of any kind, so that every passerby becomes in a sense a watchman, and can see if any unauthorized person is in the store, or is working at the safe.

There are many other suggestions in our bulletin, numbers 11 and 12, which are regular encyclopedias of information about the methods of thieves and robbers, and the best means of prevention, to which I refer you.

I thank you for your attention, and for the opportunity to address you on this occasion.

The Pittsburgh Dry Goods Co. failed recently to secure a reversal of the action of the customs officials in assessing so-called "mourning pins" with duty at the rate of 45 per cent. The pins have steel shanks and glass heads. The only claim made by the importers was that the merchandise is dutiable at 35 per cent. under the provisions of Par. 199 for pins with solid heads, composed wholly or in chief value of any base metal, not plated.

The Pearl.

Address by J. B. Osthoff, at a recent banquet held by the Ohio Retail Jewelers Association at Cedar Point.

UNDER Neptune's domain lies the bivalves or mussels that give birth to the precious pearl; it is the only valuable gem produced through life's agency. Its formation comes in many of the salt and fresh water unions that have the power of producing nacre or pearl.

These shell fish are a complete organization, a world within themselves. The salt water varieties that our pearl produces are found from 10 to 100 feet under the tropical seas, 30 degrees north or south of the equator. In these localities are found what are termed the Oriental pearls, so called on account of the softness of luster and delicacy of skin. Some of the most beautiful pearls are found off the storm-swept coast of India, Arabia, Persia, Australia and Panama, from one to five miles from shore. The specie of mussels that yield the precious pearls of commerce are found in the Indian and Pacific oceans.

The paying fisheries are at Ceylon and northern Australia. The fresh water mussel, or niggerhead as it is commonly called, numbers over 1,000 varieties. Of this number the United States have about 500, but only a small percentage of these are pearl producers. These are found in fresh water streams with lime rock bottoms, as the dissolution of lime is the essential factor of all mussel and pearl construction. The localities where fresh water pearls are found are numerous in England, Scotland, Germany, but, the United States produces the finest and the largest amount of fresh water pearls. The range of colors of these pearls is unlimited, for no artist's pallet ever produced the blending of such gorgeous and delicate colors such as pink, green, blue, yellow, red, peacock, bronze and colors too numerous to mention. The black pearl is a salt water product found off the coast of Panama.

The mussel is of a wonderful construction, but the pearl is of remarkably simple formation of calcium or carbonate of lime. Chemically it is 92 per cent. lime, 6 per cent. foreign matter and two per cent. water.

The foundation of the pearl is caused through or by accident. Either a grain of sand, a parasite, or the egg of a parasite, or any foreign substance that may enter the domain of the shell fish and cause an irritation. Its instinct being self-preservation, the predominate law of all life, then concentric layer after layer of pearly film is encrusted around the intruder. If time and fortune prevail, a delicate, lustrious, beautiful, immaculate and priceless gem may be formed. There imprisoned in its cell till some adventurous diver or pearl fisher brings the bivalve from the blue ocean depths or river bottoms to be searched for its treasure. Surely it is this immaculate pearl which requires no art of man to perfect.

The beauty of the pearl is skin deep. The soft, delicate luster of the pearl is caused by the light passing through the thin pearl concentric layers; the thinner the layer the more lusterous. Shapes of pearls are numerous—round, pear, button, wings and boroque. The most valuable is the virgin white pearl—luster, shape and size considered.

Often one reads or hears of the finding of a valuable pearl in an edible oyster. There never was or ever will be one found in that variety of bivalve, as it lacks the power and qualification of pearl formation. When one is found it is like a piece of bone and of no value.

The antiquity of the pearl can be traced to prehistoric man, as in the uncovering of the mounds of the mound builders quantities have been discovered, but the evolution of time has ruined them.

In the Roman empire it was the symbol of power; in Greece the sign of wealth; in our own age it is considered the height of refined taste to wear as adornment.

Value brings out the arts of men to imitate, so the Japanese with his cunning makes pieces of porcelain, button shape, and inserts them into the bivalve to be covered with its pearly filment. After four years they are ready for commerce, but like all enforcement of nature, lack the car-marks of being genuine. These are called the Japanese cultured pearl. Next comes the Roman pearl (made in France), with glass center, covered with pearly substance made of fish scales and varnish; then the ordinary wax glass bead pearl, all good in their ways and purposes, but not the Simon pure Neptune article, for a pearl is a pearl, and imitation is imitation for all that.



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WORKSHOP NOTES AND QUERIES

[*Answers are also solicited from our readers to the questions published on this page.*]
No attention paid to communications unless accompanied by full name and address of the writer.

QUESTION No. 2951.—**Refinishing Platinum Jewelry.**—*We have some platinum jewelry that has become yellow and looks shop worn. How can we refinish this?* *R. P.*

ANSWER:—Platinum jewelry can be refinished by placing, after washing, in aqua-regia for a few moments. This will remove the film from the surface, and if the piece is frosted it will restore it to newness. If plain, it can be easily polished or refrosted.

QUESTION No. 2952.—**Blood Stone Burnishers.**—*How can I obtain the best burnished surface on gold jewelry? I have tried to burnish with steel, but this will scratch* *B. S.*

ANSWER:—The best polish on gold is obtained by means of blood stone burnishers. They give a better lustre than can be obtained with steel. The blood stones must be polished to a high finish, which reproduces the polish on the gold. A lubricant is necessary, and this is usually stale beer. Absolute cleanliness and perfectly polished tools are essentials for a good gold finish.

QUESTION No. 2953.—**Soldering Aluminum.**—*We want to solder handles on aluminum cups. How should we proceed?* *S. & A.*

ANSWER:—Aluminum is difficult to solder. Solder will not run smoothly, and it requires much polishing to look well. The best plan is to rivet on the handles with aluminum rivets.

QUESTION No. 2954.—**Silverware for Tropical Climate.**—*There is complaint from tropical climates about silverware discoloring and tarnishing. Does the climate have any effect on the silver?* *S. W.*

ANSWER:—The climate would not effect the silver in any way, but in some localities, especially where there is natural gas or a damp atmosphere, silver will tarnish very easily. This can be prevented by having a good coating of lacquer applied. Silverware that is plated will tarnish more readily than sterling, the deposit being porous, which will take the tarnish more readily than a solid or sterling piece. In some natural gas sections, the tarnish will appear under the lacquer, the gas being strong enough to gradually penetrate. Relacquering is often necessary to keep the ware in salable condition.

QUESTION No. 2955.—**Verdigris Finish on Steel.**—*Kindly give me the formula for putting verdigris finish on steel or nickel by alternate or direct current?* *T. J. R.*

ANSWER:—To produce a good green on German silver and steel it is necessary to copperplate the articles first, then oxidize in a warm sulphuret solution. The solution to produce the verde antique is prepared as follows: To each gallon of slightly warm water dissolve sulphate of zinc, 8 ozs.; sal ammoniac, 4 ozs.; sulphate of copper, 2 ozs.; glycerine, ½ oz. The oxidized articles are immersed in verde antique for a second, then hung up to dry. When nearly dry dip the point of a brush in the solution and lightly stipple over the pieces, which will assist in bringing out the color. If a greener shade is desired, put a little salt in the solution used for stippling. When dry, the pieces should be dipped in transparent lacquer. To produce a fine gloss rub on a coating of wax dissolved in turpentine and lightly polished with cotton flannel.

QUESTION No. 2956.—**To Clean Files.**—*How can I clean files that have become clogged with gold?* *J. B. C.*

ANSWER:—To clean files use acids that will attack the metal that clogs the file. For gold filing saturate the file with a mixture of 1 part nitric and 2 parts muriatic acid; for files filled with silver use nitric acid. Many clogged files are cleaned by immersing for a few moments in nitric acid. Then brush vigorously. A few drops of benzole will sometimes clean a file. All files treated with acid should be rinsed in cold and then in hot water and dried in sawdust.

QUESTION No. 2957.—**To Harden Leather.**—*Kindly let me know how I can harden leather to be used for ring clamps?* *R.*

ANSWER:—Leather is hardened by removing all the moisture or oil that may be contained in the hide. This is accomplished by simply placing the leather in a warm place for several days until dry. The hardness may be improved by hammering the leather close together with a flat hammer, before the drying.

QUESTION No. 2958.—**14-Kt. Solder.**—*Kindly publish a formula for a hard and easy flowing gold solder suitable for 14-kt.?* *F. K.*

ANSWER:—The proportions given below are for absolutely fine gold. If gold is used that contains other alloys the solder will flow more freely. Fine gold requires more heat to melt it than alloyed. For a hard flowing solder use 8 parts fine gold, 4 parts fine silver, and 4 parts copper. For a freer or more easy flowing solder, use 10 parts 14-kt. gold, 5 parts fine silver, 1 part zinc. To make small quantities, hollow out a piece of charcoal, rub some powdered borax around the inside, paint the metals to be used over with moistened borax, melt the gold first, then add the silver and finally the copper. Stir well with a stick, let the button cool, but before it is hard press flat with a hammer. When cold it is ready for hammering or rolling into the flat.

Producing a Yellow Gold Deposit.

From the *Brass World*. Copyright, 1911.

PLATERS frequently have difficulty in producing a yellow gold deposit. It usually is found that the color is too red, or "foxy," and the trade is not satisfied with it. What is desired is a color like that of pure gold, free from alloy. On the other hand, a color that is too yellow (on account of the presence of silver) is not always desirable, for the reason that it approaches the so-called "lemon" color.

The reasons why platers obtain the reddish gold shade or "foxy color are as follows:

1. Too much free syanide is used and this serves to bring on the "foxy" shade.
2. The solution is used too hot. The hotter a gold solution is the redder the color.
3. The current strength may be too high. The stronger the current the redder the gold deposit.
4. The gold is deposited on a red metal such as copper or bronze. Unless an exceptionally heavy gold deposit is put on, the color of the base metal shows through. For yellow gold deposit the base metal should be of yellow brass in order to obtain the best results.

For producing the yellow gold deposit, the following solution of Roseleur has been found the best:

Water	1	gallon
Phosphate of Soda.	8	oz.
Bi-Sulphite of Soda	1¼	oz.
Potassium Cyanide.	⅛	oz.
Gold	2½	pennyweights

The gold is dissolved in aqua-regia and made into chloride as free as possible from acid. It is then dissolved in the solution. This solution is used at a temperature of about 120 degrees F., and if a yellow color is desired, it must be deposited upon yellow brass. When deposited directly upon copper the color of the copper shows through and a gold with a reddish sade is produced. It might be said that the principal "trick" in the production of yellow gold is to deposit it upon brass and not on a red or a white metal.

Modern Store Service and How to Make It Effective

(*Continued from page* 121.)

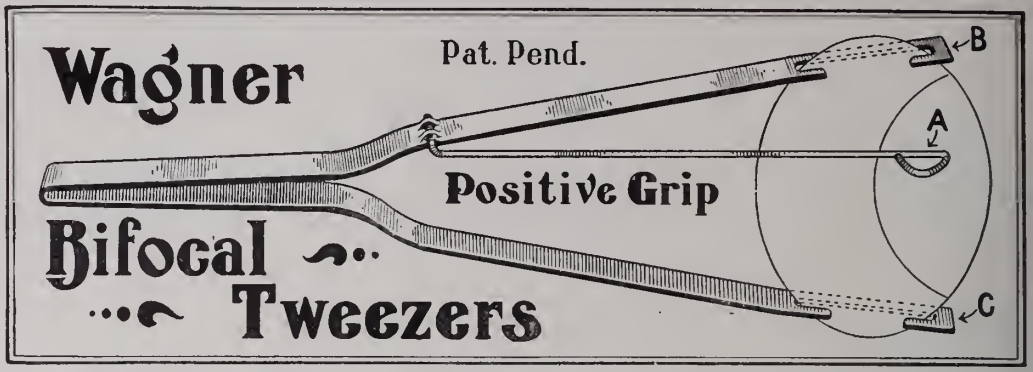
started in business is no reason why it would not be a good thing for you now.

The store that does things differently wins out. You cannot afford to keep on in the paths made by a former generation.

Modern store service means bigger profits. Why? Because it touches the patron in a weak spot—his pride. It flatters him to have all this attention and consideration expended on his account. Human nature is fundamentally the same everywhere, and if you can draw new trade and bind the old closer by offering something over and above merchandise, you owe it to yourself to do so.

Another New, Splendid Article—BIFOCAL TWEEZER

Every jeweler knows what trouble it is to hold the lens while cementing the bifocal, and this tweezer has won great favor as it is made specially for the purpose. The tweezer has two slots to hold any size lens and spring wire in center to hold segment of bifocal until cement sets. Also used to hold dials while soldering on feet. A most practical article, nicely finished, highly nickel plated. No. J-10137.
Price, each, $0.25.



SWARTCHILD & COMPANY

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Sole Controllers of **Black Shield Mainsprings**—The Finest Mainsprings Made

Our new Catalogue, the largest and most complete ever issued, sent free upon application



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Assayers, Refiners and Smelters

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We Do Our Own Smelting

American Swiss Files
Gas Furnaces, Blowers, etc.



Sand Blast
Price, $20.00

ZEUNER'S BEST JEWELERS' SAWS

E. P. Reichhelm & Co.
Established 1876
JEWELERS' TOOLS and SUPPLIES
24 John Street New York

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CLARENCE CURREN, General Manager NEWARK, NEW JERSEY

PLATINUM SWEEPS

Full value paid for all Platinum, Gold and Silver contents in any kind of material containing any or all of these metals.

Sweeps, Ores, Bullion, Filings and Waste (containing precious metals), Copper and Lead-Bearing Materials.

CRUCIBLES.



Jewelers' Supplies, Etc.
Established 1850.
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PLATINUM

In Sheet or Wire, Any Degree of Hardness
SCRAP REFINED OR PURCHASED

THE ROESSLER & HASSLACHER CHEMICAL CO.

NEW YORK OFFICE, 100 WILLIAM ST. FACTORY, PERTH AMBOY, N. J

Learn Watchmaking

Refined, profitable labor. Competent men always in demand. We teach it thoroughly in as many months as it formerly took years. Does away with tedious apprenticeship. Money earned while studying. Positions secured. Easy terms. Send for catalogue. Address

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U. S. SMELTING AND REFINING WORKS

L. & M. WOLLSTEIN, 16 JOHN STREET, NEW YORK

SWEEP SMELTERS AND ASSAYERS

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Positively Highest Prices Paid For Old Gold and Silver. IMPORTERS OF PLATINUM ORE AND BULLION ASSAYS A SPECIALTY

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ASSAYERS AND SWEEP SMELTERS

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Prompt attention given to Gold and Silver Bullion

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ROGERS & ROGERS

204-206 West 141st Street - - - NEW YORK

America's Most Successful Jewelry Auctioneers

Now booking Sales for the coming Fall and Winter Season. We have conducted the following Jewelry Sales from January 1st, 1911, to July 1st, 1911:

Novelty Jewelry Co., 17 West 42d St., N. Y. 2 weeks.
B. Wexler, 6 E. 14th St., N. Y. 3 weeks. Our fourth sale for this concern in 3 years.
Cohen Bros., Easton Pa. 4 weeks.
Cohen Bros., Pottsville, Pa. 2 weeks.
Van Keuren Jewelry Store (Established in 1857), Poughkeepsie, N. Y. 2 weeks.
The F. C. Bennett Co., Gloversville, N. Y. 4 weeks.
A. Frank, Bridgeport, Conn. 3 weeks. Our second sale for this concern in 2½ years.
J. Engel, Wilkesbarre, Pa. 2 weeks.

EVERY SALE A BIG SUCCESS

Our Methods are different from all others

We believe in specializing and in the concentration of efforts which show greatest results. We guarantee you against loss, uphold your reputation, attract new customers, ***and*** put the money in your cash drawer. Sales conducted throughout the U. S. and Canada. No sale too large, none too small. Correspondence invited. There is no time like the present. So write to-day, or phone 2510 Audubon.

THE GREAT AMERICAN JEWELRY CATALOG

Is a publication of real practical value; it truthfully illustrates those lines of merchandise best adapted to the needs of the *Jewelry Trade;* its reliability is unquestionable.

SAFETY

With implicit confidence you can use it when ordering goods; it insures you against deception; remember, for every dollar's worth of merchandise you buy you are obtaining positive, intrinsic value.

Write for this catalog; it means much to you.

THE OSKAMP-NOLTING CO.
Mammoth Wholesale Jewelers
411-413-415-417 Elm St. CINCINNATI, OHIO

POTMEND

THE UNIVERSAL MENDER MENDS WITHOUT HEAT



The Most Powerful Cement in the World

POTMEND will stick solidly and permanently different substances, such as: SILVER and GLASS; IVORY and METAL, MARBLE and WOOD; ONYX and MARBLE; LEATHER and METAL; STONE and METAL; ALUMINUM and GLASS and so through any combination you want to make with any material.

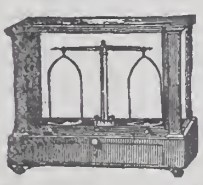
If your Jobber or Supply House cannot supply you with POTMEND, we will upon receipt of price. Send for it to-day.

Factory Size Can, $1.00 Postpaid

POTMEND CO., Inc. 303 W. 24th St., N. Y.
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for every purpose where accuracy is required

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STANDS FOR
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AGAINST BREAKAGE AND WEAR

TRADE S MARK

REG. U.S. PAT. OFF.

MADE IN
GOLD, SILVER AND
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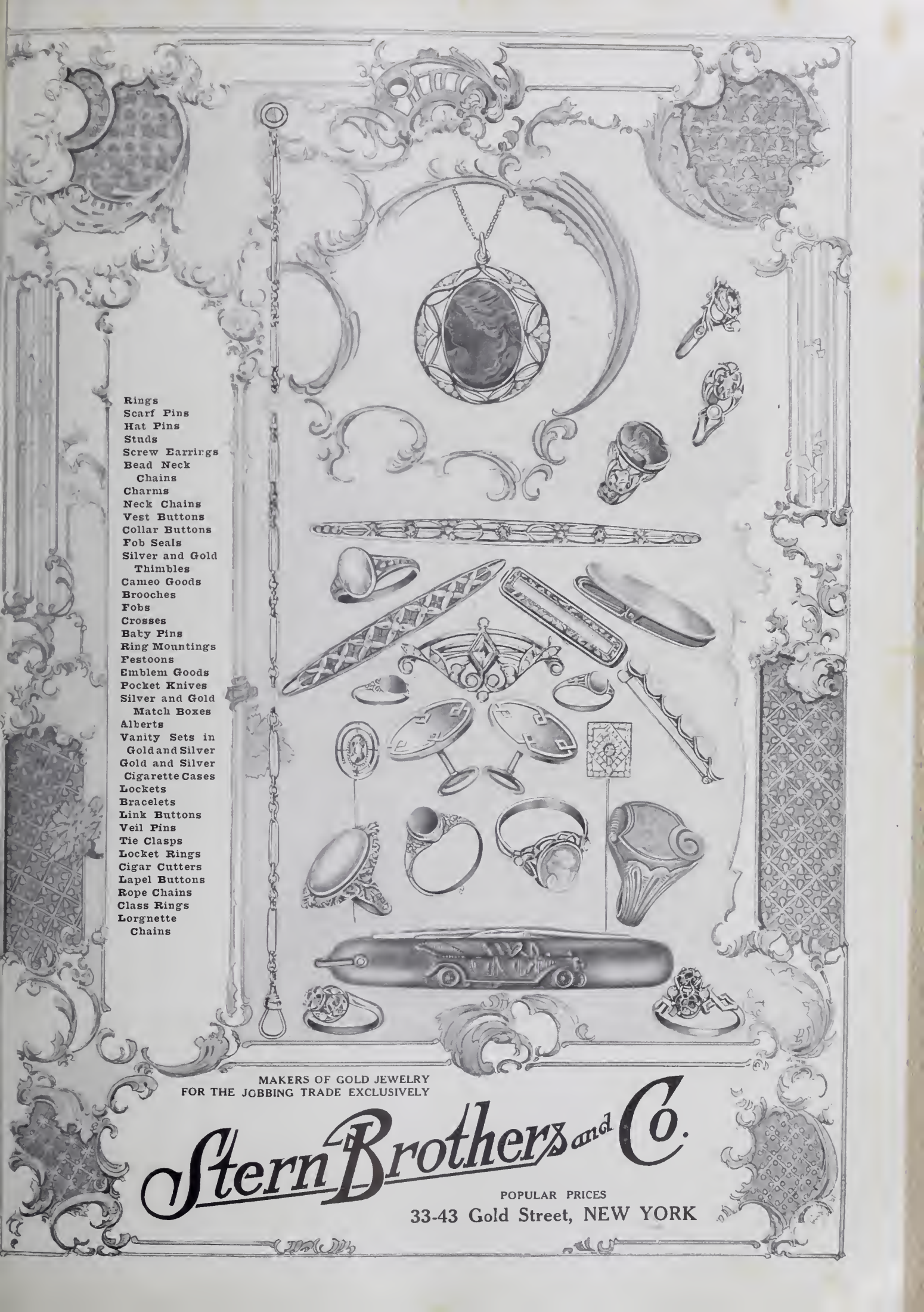
Salesrooms and Offices of
Diamond Department
68 Nassau St., N. Y.

STERN BROS. & CO.
33-43 GOLD STREET, NEW YORK

Diamond Cutting Works:
136-146 West 52d St.
New York

To avoid delay use local address, 33-43 Gold Street

BRANCH OFFICES:
Chicago, Ill., 31 North State Street; Amsterdam, Holland, 12 Tulp Straat; London, Eng., Audrey House, Ely Place.



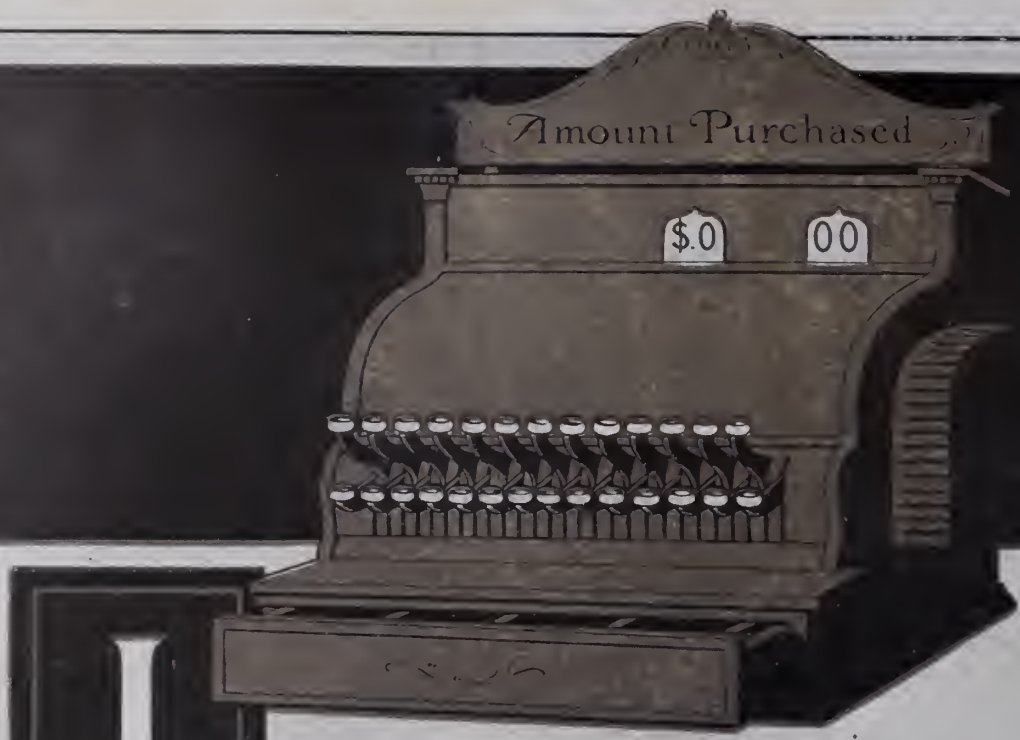
Rings
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Hat Pins
Studs
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Bead Neck Chains
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Neck Chains
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Fob Seals
Silver and Gold Thimbles
Cameo Goods
Brooches
Fobs
Crosses
Baby Pins
Ring Mountings
Festoons
Emblem Goods
Pocket Knives
Silver and Gold Match Boxes
Alberts
Vanity Sets in Gold and Silver
Gold and Silver Cigarette Cases
Lockets
Bracelets
Link Buttons
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Locket Rings
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POPULAR PRICES

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and RELIANCE PLATE



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WITH WHICH ARE CONSOLIDATED

THE HOROLOGICAL REVIEW,
THE JEWELERS' WEEKLY.
THE JEWELERS REVIEW

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11 John St., Corner Broadway, New York.

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43rd Year. WEDNESDAY, AUGUST 30, 1911. Vol. LXIII., No. 5.

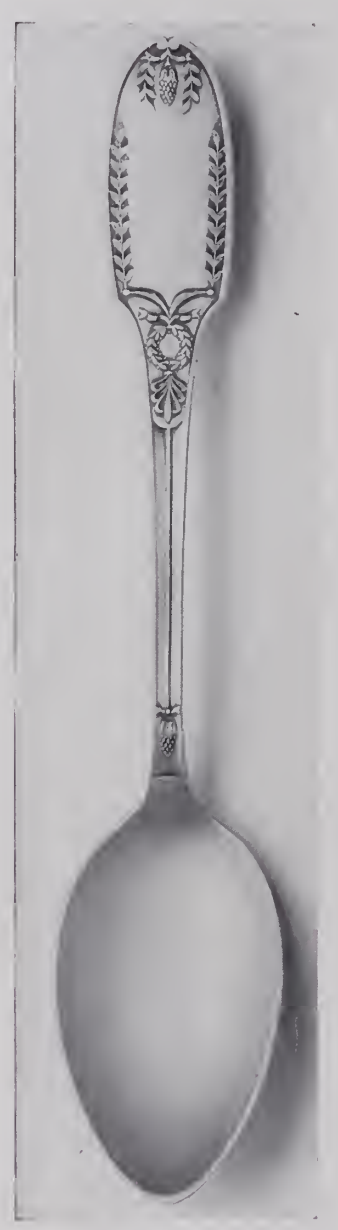


Silver Plateau Attributed to Cellini: in Spinola Palace, Genoa.

ALVIN SILVER

925/1000 FINE

"Marie Antoinette" "Chippendale" "Josephine"



Tea Spoon



Sugar Spoon



Tea Spoon

THE SUCCESSFUL TRIPLETS!

The "Marie Antoinette," "Chippendale" and "Josephine"

introduced to the Jewelry Trade during the past six months

We do not believe this accomplishment has ever been successfully attempted by any silversmith before—to introduce three new complete patterns of Sterling Silver Flatware within six months. This could only be done by a live, up-to-date firm with a factory equipped with every modern appliance, a large force of skilled workmen, and enough enterprise to invest sufficient capital to carry out such an undertaking, coupled with the desire to give the Jewelers every assistance to increase their business.

With these three patterns in stock it would indeed be hard to find a customer that could not be pleased

The "Marie Antoinette" is in a delicate French gray finish. The "Josephine" is furnished in either all French gray or bright polished with French gray ornamentation at top. The "Chippendale" is bright finish with French gray ornamentations, this is an open work pattern and cannot be copied in plate.

They are all three heavy weight patterns, and made in the full line of ounce goods, fancy pieces and cutlery.

Complete price lists sent on request

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Fahys

in all our cases,

so that if perchance one of our cases should fail in any respect the wearer may know just where to place the responsibility.

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¶ The name of Fahys has stood longer before the jewelry trade, as manufacturers of watch cases, than any name in the business.

¶ Look for the name Fahys.

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Established 1857

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We cut the diamonds we offer (Cutting Works 1327-1329 Atlantic Ave., Brooklyn), so when buying of us you pay but one modest profit over the actual first cost of the rough, plus the wages of the polishers you see at work in the illustration above.

We have no traveling salesmen. Uncle Sam is our only drummer, and he charges us nothing but postage.

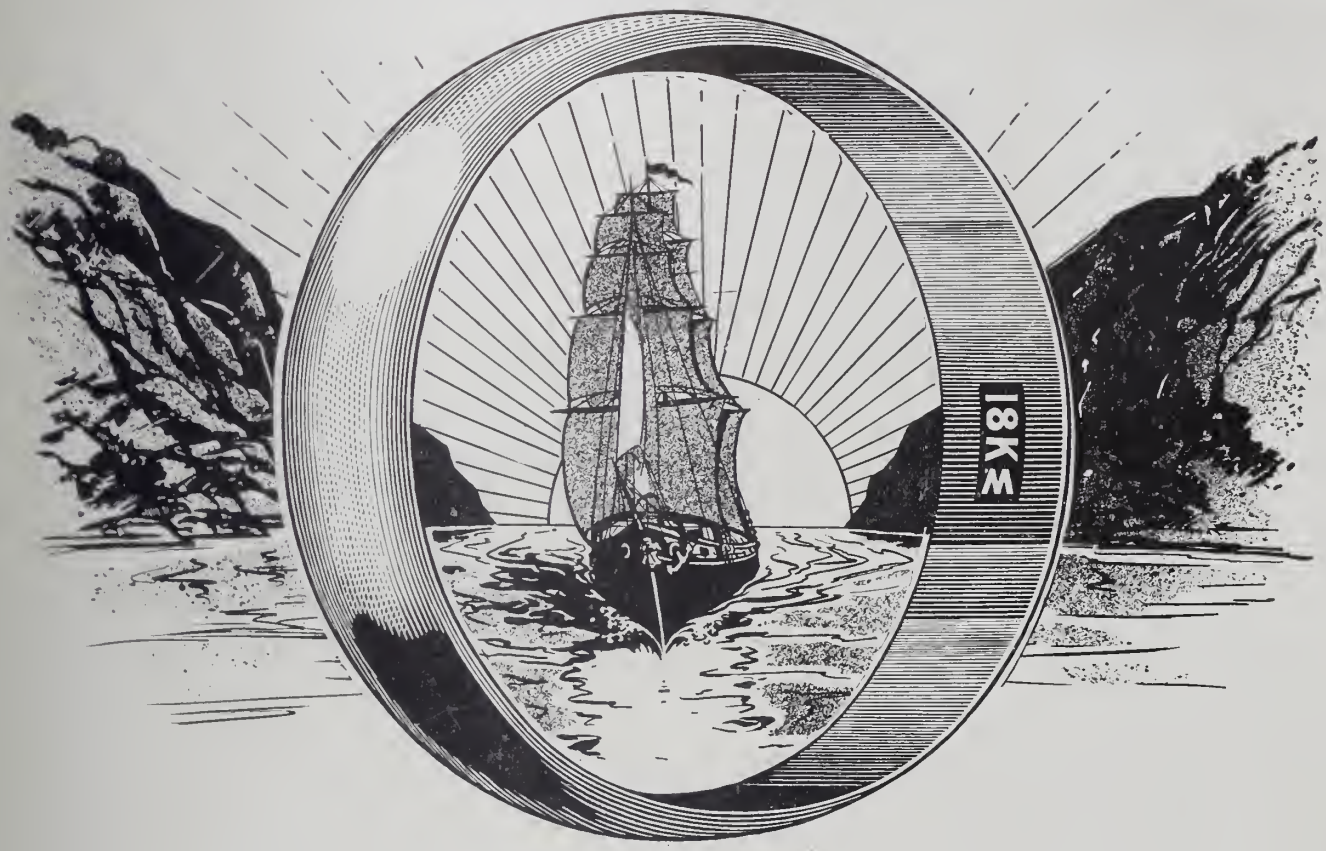
J. R. WOOD & SONS

Diamond Cutters

Importers of Emeralds, Rubies and Sapphires

170 Broadway, Corner of 2 Maiden Lane NEW YORK

V. WARING N.Y.



It's smooth sailing, over sunny seas, with a fair wind, for those who handle our wedding rings. No angry storms from dissatisfied customers, because the rings are made in the best possible manner, from gold that is the quality it is stamped.

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Wedding Ring Makers

170 Broadway, Corner of 2 Maiden Lane **NEW YORK**



WE CAN MAKE THE most elaborate piece of Diamond Jewelry and we can repair a plated tea-pot!

We do one as good as the other and do both as good as they can be done.

We can also do everything in between.



We can make fine gold or platinum watch cases to order. Change English cases to fit American movements, repair and renew cases.

We can make gold or platinum chains to order. Fill links, renew and repair chains.

Make all kinds of jewelry to order. Remodel, match and repair any piece of jewelry.

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Set precious and semi-precious stones. Cut stones from the rough. Incrust monograms and initials and engrave crests and monograms on stones.

Repair and renew sterling and plated hollow and flat ware. Gold and silver plate anything in the line.

Engrave letters, monograms and crests. Also enamel same on watch cases, vanity cases, cigarette cases, buttons, lockets, etc.

Cut the finest steel dies and strike up special medals, badges, jewels and class pins in gold, silver and bronze.

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The actual financial loss and injury to their businesses more than offset the prestige of being able to say they had their own shops.

Ours is the only concern in the country that makes a separate and distinct business of doing special order work and repairing of all kinds for the trade.

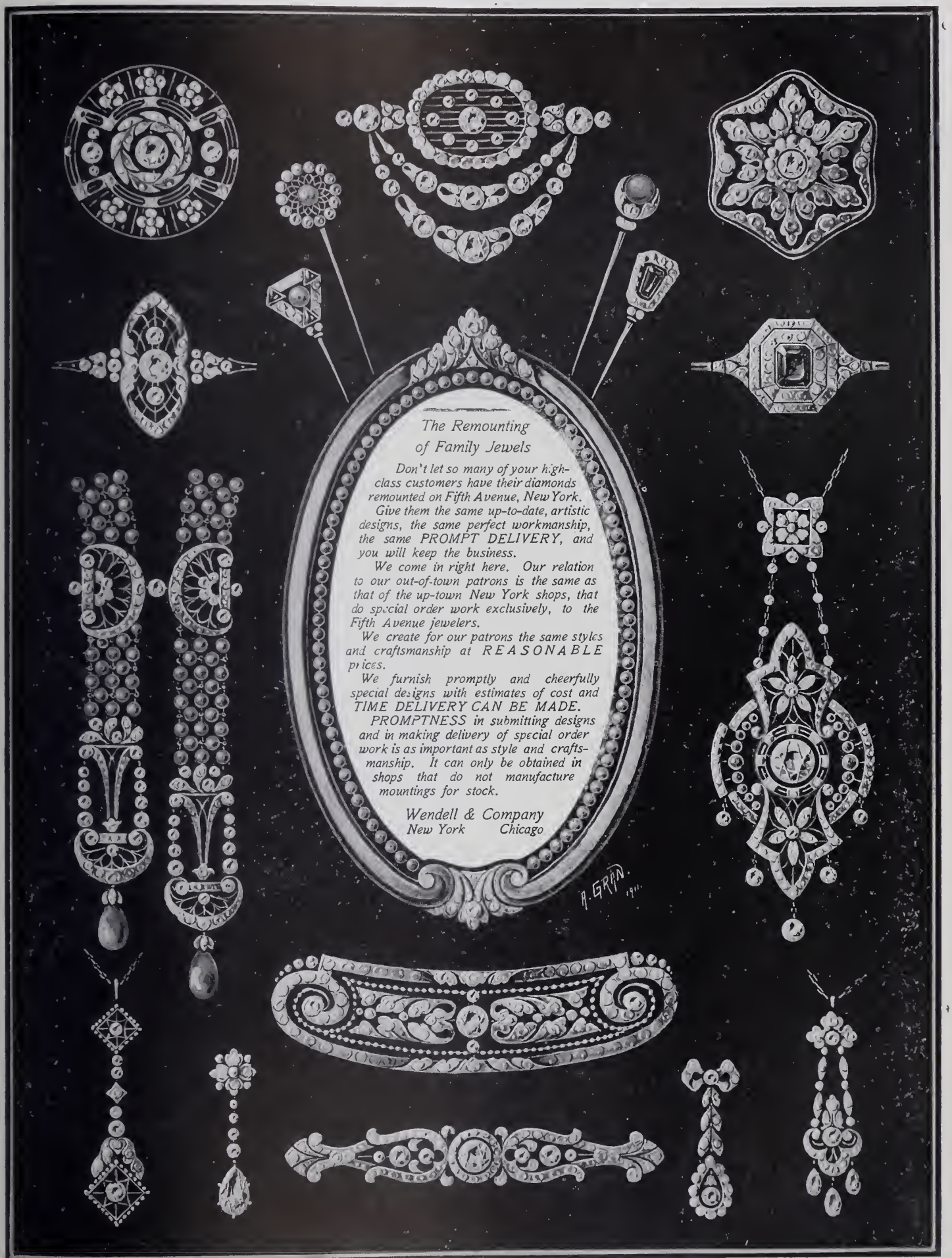
We devote our entire time, energy and an experience of almost 30 years to this important branch of the Jewelry Business. We employ, educate and specialize the best artisans that can be obtained only in the two largest cities. We systematize and inspect the work. We use every modern method to produce the **best work promptly** and at **reasonable prices.**

We are always at your service.

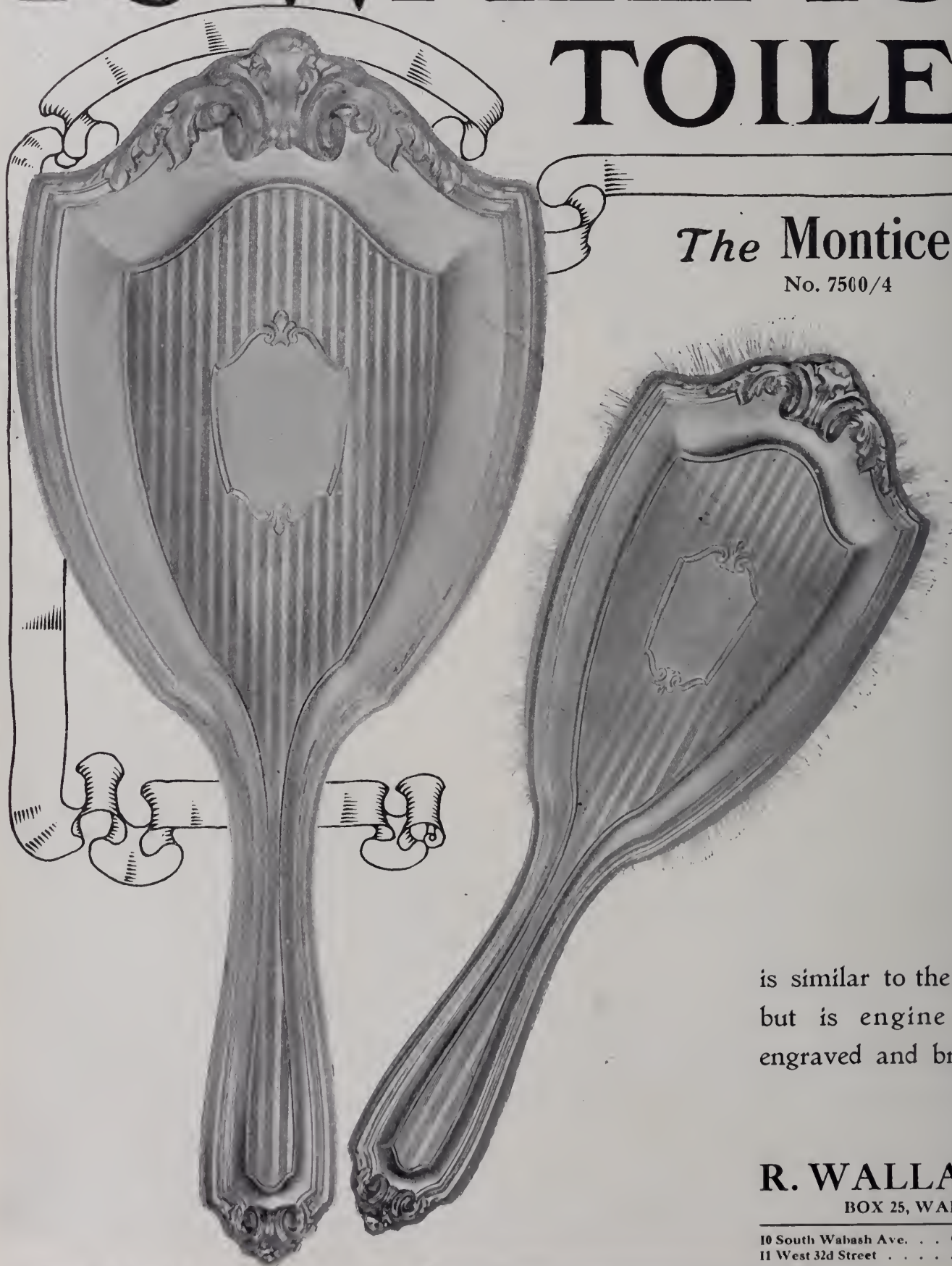
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The Remounting
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Don't let so many of your high-class customers have their diamonds remounted on Fifth Avenue, New York.
Give them the same up-to-date, artistic designs, the same perfect workmanship, the same PROMPT DELIVERY, and you will keep the business.
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We create for our patrons the same styles and craftsmanship at REASONABLE prices.
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R. WALLACE TOILET



The Monticello

No. 7500/4

is similar to the Jefferson but is engine turned, engraved and bright.

R. WALLACE &

BOX 25, WALLINGFORD

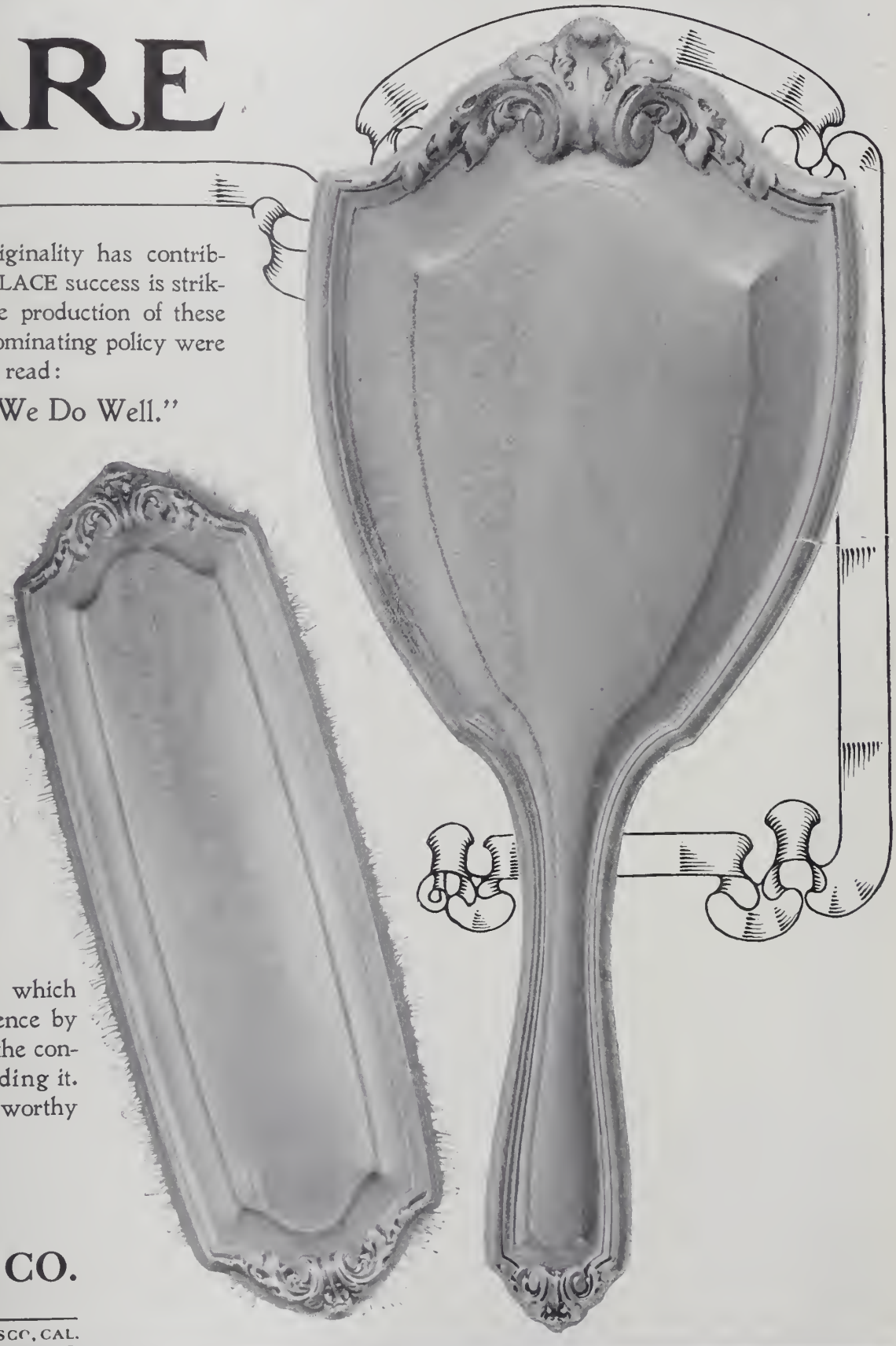
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TRADE MARK R W & S

STERLING WARE

Our contention that originality has contributed largely to R. WALLACE success is strikingly exemplified by the production of these two patterns. If our dominating policy were put into words it would read:

"What We Do We Do Well."



The Jefferson

No. 7500

depends for much of its attractiveness on the beauty of the broad, shield-like effect which is brought into prominence by the soft Butler finish of the concave surfaces surrounding it. The die work, too, is worthy of notice in this pattern.

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The consideration of quality is paramount in

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LOCKETS for every purpose for which such goods are used, practically infinite in variety of styles and effects, unlimited in number, unexcelled in artistic and constructive features, yet at prices so easily within reach.

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Everything in Lockets







F&B TRADE MARK REGISTERED

See Our Fall Blue Book

F&B TRADE MARK REGISTERED

CATALOGUE P

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We make 2,300 combinations of Toilet, Manicure, Baby, Desk, Sewing, Military, Shaving and Smoking Sets.

Each set is put up in attractive green silk cases, also leather folders.

The pattern shown here is the "FAVORITE PATTERN," one of our new patterns for 1912. We also engine turn this pattern.

We Make

Sterling Silver

- Toilet and Manicure Goods
- Vanities
- Gentlemen's Goods
- Cigarette Cases
- Match Boxes
- Eye Glass Cases
- Spectacle Cases
- Novelties, etc.



GENTLEMEN'S TOILET SET.
Fancy Shape Ring Handle Mirror, Extra Narrow Hair Brush, Coarse and Fine Comb
2280—Favorite. 2281—Favorite, Engine Turned.

We Make

Rolled Gold Plated

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- Shoe Buckles
- Necklaces
- Crosses and Pendants
- Chains
- Lapel Chains
- Lapel Buttons
- Collar Buttons
- Link Buttons
- Tie Clasps
- Scarf and Hat Pins
- Lockets and Charms
- Pins

Theodore W. Foster & Bro. Co.

Manufacturing Jewelers and Silversmiths

100 Richmond St. :: Providence, R. I.

New York
13 Malden Lane

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Canada
Kingston, Ontario

The Wadsworth "Permanent"

"Worthy of Its Name"

A case that equals solid gold in appearance and closely approximates it in durability, a case that yields abundant satisfaction to the consumer and a full measure of profit to the dealer, a case that makes strong claims and backs them up with the manufacturer's guarantee, such a case is the Wadsworth "Permanent." Dealers are proud of it.

The Wadsworth Watch Case Co.

NEW YORK
17 Maiden Lane

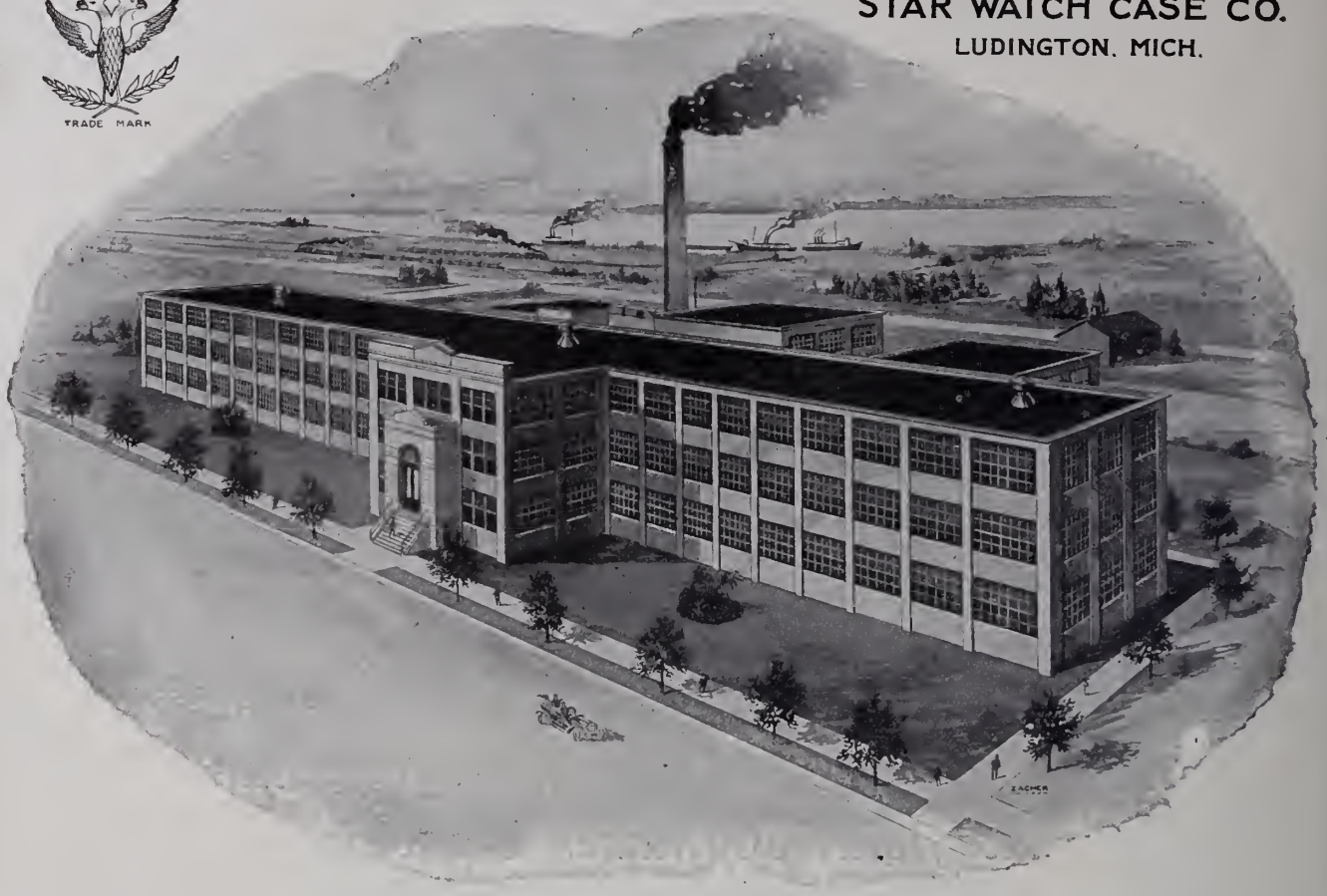
CHICAGO
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SAN FRANCISCO
717 Market Street

FACTORY: DAYTON, KY.



STAR WATCH CASE CO.
LUDINGTON. MICH.



THE HOME OF STAR WATCH CASES

Cut down your Expenses and pull in Bigger Profits with STAR WATCH CASES, the Solid Gold Ball-bearing Bow line, which gives absolute Security to the Wearer of Watches. (Wachter Patent No. 916809).

For the sake of more Business and more Satisfied Customers, take the time and send us your order. Take it on our SAY-SO that you will not find it necessary to "shop around" for your watches once you have given STAR WATCH CASES a trial.

You will find facts about STAR WATCH CASE Quality and Service that are worthy of your very careful consideration.

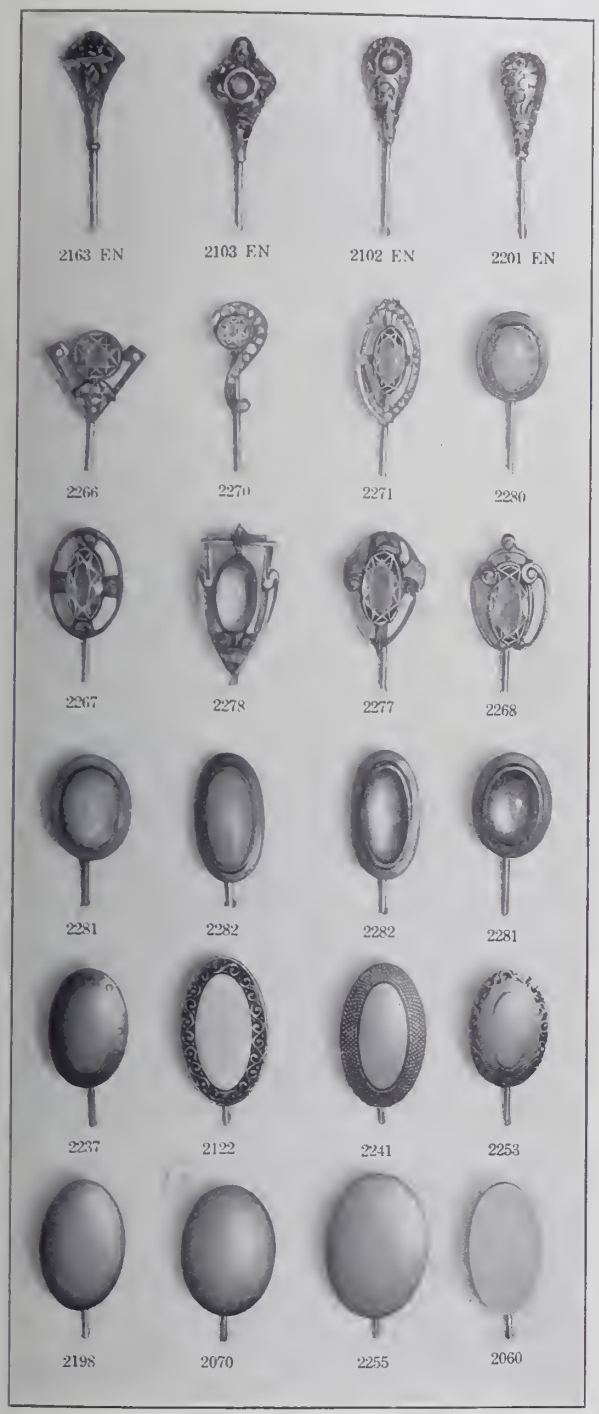
Star Watch Case Company

LUDINGTON, MICH.

BRANCH OFFICES

37 Maiden Lane
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701 Heyworth Building
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THE 10K LINE WITH A 14K APPEARANCE

Our Line

should not be compared, or classified, with the ordinary 10K. Lines.

It competes with the best 14K. Lines in everything but price.

Finish, weight, workmanship are all just as good, but the great point is: that retailers can sell our line at the same prices that 14K. costs them.

Every retailer has hundreds of customers, who want dainty, well made pieces at a moderate cost. Show them our line.

New Accounts Solicited

We make the following lines

Brooches	*Hat Pins*
Scarf Pins	*Tie Clasps*
Cuff Buttons	*Fobs*
Handy Pins	*Crosses*
Bar Pins	*Sash Buckles*
Lockets	*Pendants*

KOHN & CO
CAMP & ORCHARD STS.
NEWARK, N.J.
IKo

Capacity 2,000 Bags Daily

We are the only Manufacturers of Mesh Bags made by Machine



Machine-made mesh is distinguished by its smoothness, soft silky flexibility and tough wearing qualities. Over 800 different styles, from the smallest to the largest, at prices which bring a generous profit to the dealer. Your jobber will supply you with W. & D. Co. goods.

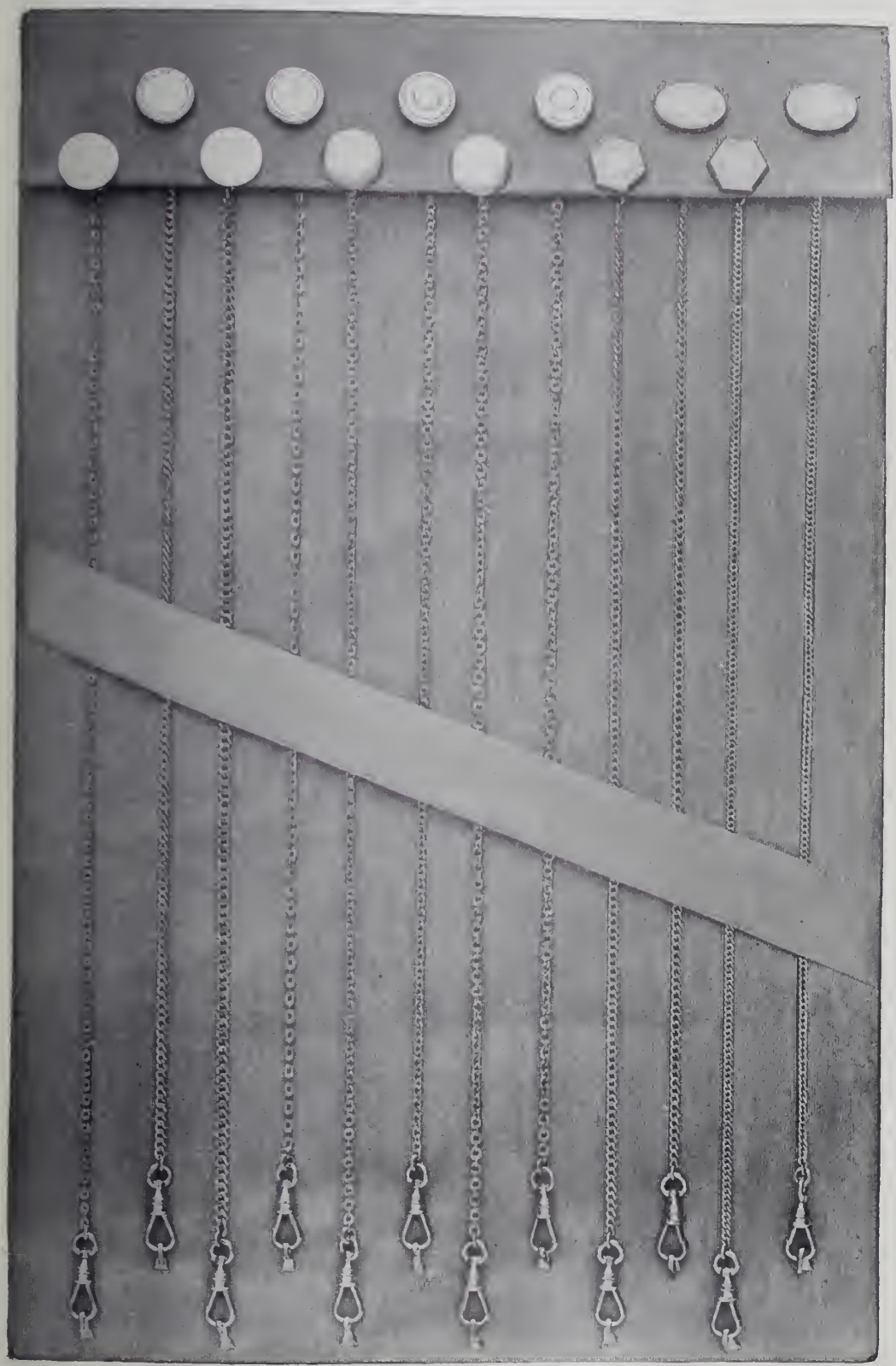
WHITING & DAVIS CO.

NEW YORK OFFICE: 7 Maiden Lane
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Plainville (Norfolk Co.), MASS.

Barrows "New Process" X Pad of Lapel Chains

Sold on Price—and Quality *Only One Dozen as Mounted*



A SPECIAL

This Purple Moire Pad with Contents is

NUMBER X

It represents:

Xtraordinary Value
at
Xceptionally Low Price
and it is
Xactly What You Want.
It is an
Xtra, introduced at the
Xtremity of Summer,
but yet is an
Xcellent Staple.

It should be

JUMPED AT

at the Price

The illustration shows careful selection, securing

A NICE ASSORTMENT of Staple Patterns

There's Money In It

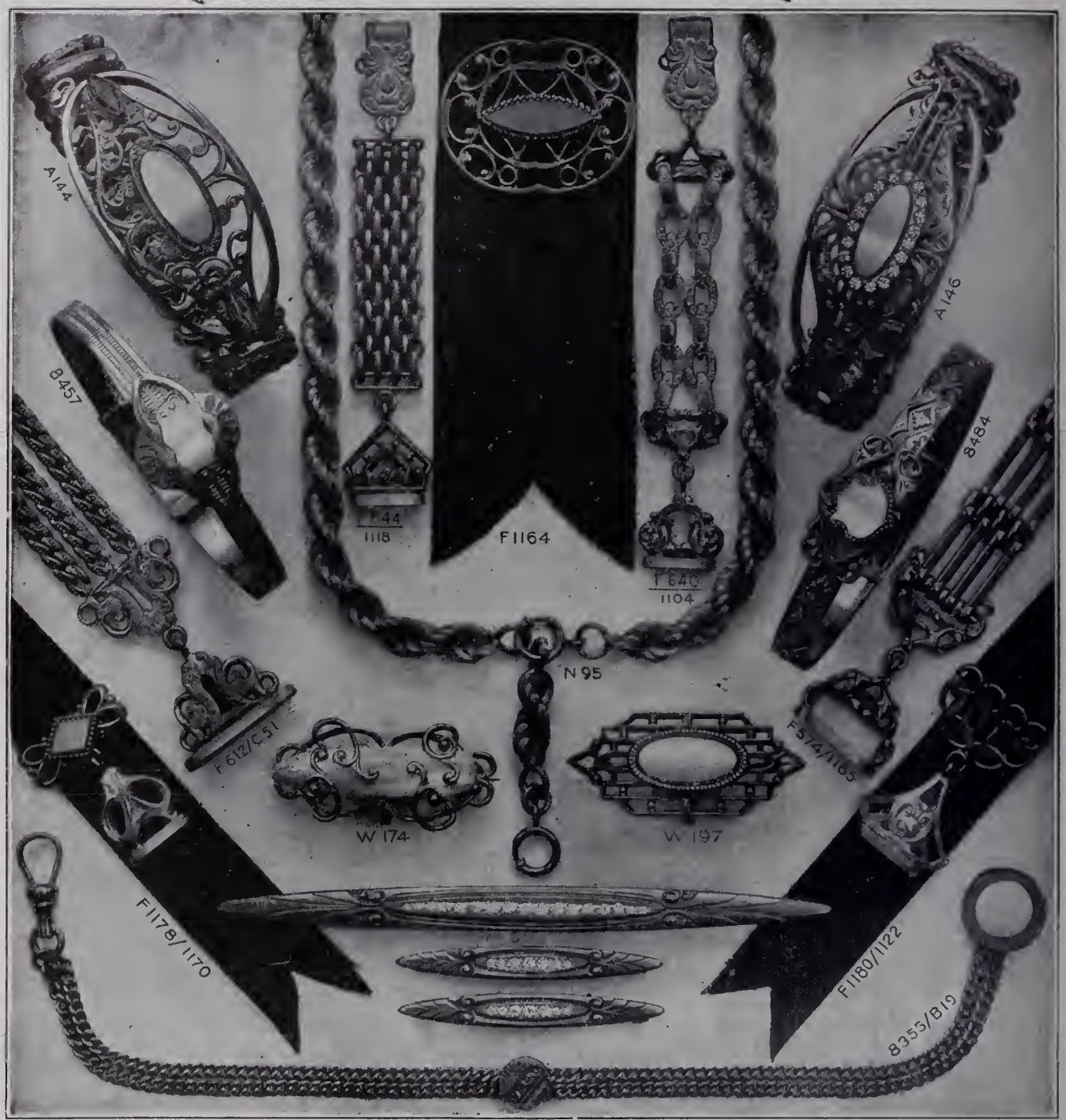
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New York Office:
15-17-19 Maiden Lane

TRADE H.F.B. MARK

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The D. F. BRIGGS COMPANY

ATTLEBORO :: MASSACHUSETTS

New York Office:
180 BROADWAY

Chicago Office:
29 E. MADISON STREET

London Office
62 HATTON GARDEN

POINTER No. 185

"PAR EXCELLENCE"

"THE ARNSTINE CATALOG SYSTEM"—"THE BEST MEDIUM OF ADVERTISING FOR THE RETAIL JEWELER"

—M. E. NABSTEDT & SONS CO., DAVENPORT, IOWA

PROGRESSIVE MERCHANTS

Are quick to recognize work of quality, as well as the selling power of our catalogs. The merchandise is truthfully illustrated and described as well as considered from standpoint of quality, beauty of design and selling power.

DO YOU WANT MORE BUSINESS?

It behooves you to write at once for full particulars and ask for sample catalog.

SEND A CATALOG

to every possible customer both in and out of your city—it will attract the people to your store—The logical way to win trade from your competitor.

One of Our Many Testimonials

Davenport, Iowa,
Jan. 21, 1911.

THE ARNSTINE BROS. CO.,
Cleveland, Ohio:

Gentlemen—In reply to your letter of the 11th, will say: we have had a very successful year, and the results are very gratifying, thanks to your catalogs.

We have had your catalog for the past eight years, and consider this the best medium of advertising for the retail jewelers. Our business has increased from year to year, as our records show.

The catalogs offered by your firm are "Par excellence," and the merchandise is uniformly of high grade, such as all first-class jewelers throughout the country handle, and our dealings with you have always been very satisfactory.

Yours very truly,
M. E. NABSTEDT & SONS CO.,
J. M. NABSTEDT, Sec.



STORE OF M. E. NABSTEDT & SONS CO., DAVENPORT, IOWA.

The fact we are supplying over 3000 Retail Jewelers in the United States should be sufficient evidence of its value as a business builder and worthy of investigation by any Jeweler who wants more business.

"The Arnstine Catalog System" is the best medium to offset the competition of the mail-order houses and draw more business from your competitor. Write to-day. Address

INQUIRIES SOLICITED FROM LEGITIMATE JEWELERS

THE Arnstine Bros. Co

Originators of The Exclusive Catalog Method for Retail Jewelers

ROSE BUILDING. CLEVELAND — O

THE ARNSTINE CATALOG SYSTEM HAS STOOD THE TEST OF 26 YEARS

G. L. P. CO.

G. L. P. Co., the Manufacturers Whose Goods Have Created Absolute Confidence with the Entire Jewelry Industry

To Further Protect the Trade, so there is no chance of purchasing other makes of jewelry because they are on the **G. L. P. Co.** cards, we stamp every piece of goods made by us—**G. L. P. Co.**

This is the Strongest Guarantee Possible in safeguarding the interest of all the Jewelry Trade.

Thoroughly Appreciating the Immense Demand there is for goods made by **G. L. P. Co.,** has decided us in putting onto the market for the fall trade, a line of Solid Gold Front and Gold Filled Jewelry that will surely be to the interest of every retail jeweler, insisting on their jobber showing them these new goods.

It is a Conceded Fact, the retail jewelers who buy the **G. L. P. Co.'s** goods from their jobbers, make for themselves satisfied customers.

GEO. L. PAINE CO.

New York Office, 9 Maiden Lane

Main Office and Works, **North Attleboro, Mass.**

You Get the Profit — We Sell the Goods

Fleur-de-lis goods are half sold when you buy them. We show in the center of this page covers of the big magazines that are telling the people in your own town about Fleur-de-lis goods. These magazines are estimated to have 50,000,000 readers, half the population of the United States.

This advertising campaign has been on since May 1st and is bringing results. Whether you are getting the benefit of it or not depends on whether you have Fleur-de-lis goods in stock and whether the people in your town know you have them.



MAGAZINE	ESTIMATED READERS
Woman's World,	10,500,000
Ladies' Home Journal,	6,781,700
Woman's Home Companion,	3,440,460
Delineator,	4,675,000
Saturday Evening Post,	8,375,000
Associat'd Sun. Magazines,	5,953,505
Collier's Weekly,	2,875,000
Literary Digest,	1,103,280
Success,	1,403,280
Everybody's,	2,515,655
Good Housekeeping,	1,500,525
Cosmopolitan,	1,259,475
Readers of our advertising,	50,382 800

We furnish free counter slips with your own name on for the asking, also free electro types for your local papers. It will pay you to annex yourself to this campaign and draw down some of this business.

One evidence that the ads are pulling is that retailers are writing us daily that they are asking jobbers for the Midget Bracelets we are advertising and that some of the jobbers are found wanting.

NEW YORK
ROOM 1907
15 MAIDEN LANE

SAN FRANCISCO
ROOM 413
704 MARKET ST

Fontneau & Cook Co.

MANUFACTURERS OF
FINE ROLLED PLATE
AND
GOLD FILLED CHAIN

FACTORY
ATTLEBORO
MASS

CHICAGO
ROOM 1104
HEYWORTH BUILDING.

Fourteen Karat Gold Filled Jointed BRACELETS

That Wear and Give Satisfaction in Every Way

We illustrate a few patterns from our extensive line, which no jeweler, interested in the best at moderate price, should overlook. We speak directly to you, Mr. Retailer, when we say your showcase should contain a selection of these new goods.

THE LEADING WHOLESALERS THROUGHOUT THE COUNTRY HAVE THEM ON EXHIBITION

Our new line contains many new styles and patterns in plain, half chased, chased entirely around, and engine turned effects, many of which have never been attempted by manufacturers of gold filled goods before, and the elegance of our present plain, polished, English, Roman and rose finishes, appeals to the fastidious and discriminating.



213AN.



369



367



362



173AN.



167AN.



168AN.



225



353



268AN.



388



354

To Demonstrate

the quality of the stock used in the construction of our goods, we subjected one of our plain bracelets to an acid bath, and show below the actual quantity of gold remaining after ALL of the base metal had been eaten away.



CONVINCING PROOF AS TO QUALITY AND QUANTITY

LOUIS STERN & COMPANY

Manufacturers of Bracelets, Chains, Charms and Fobs in 14K. and 10K. Gold and High Grade Gold Filled

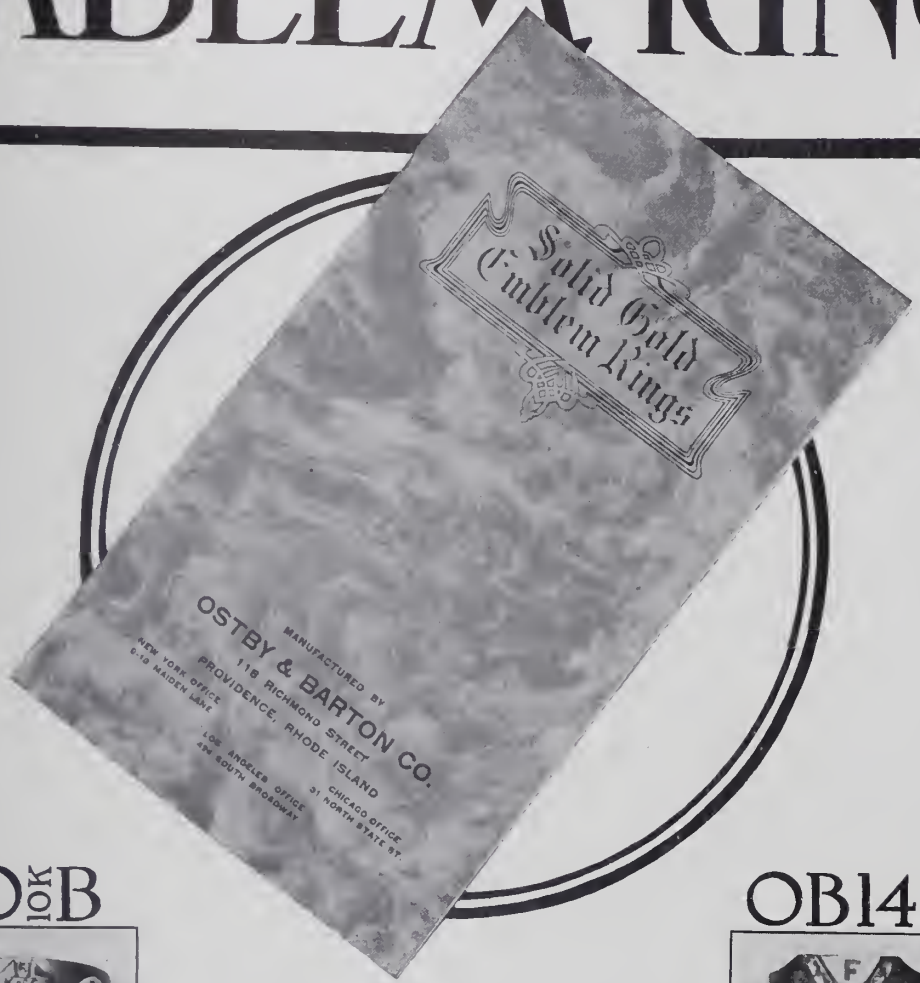
158 Pine Street
Providence
R. I.

NEW YORK OFFICE
15 Maiden Lane
Silversmiths' Bldg.

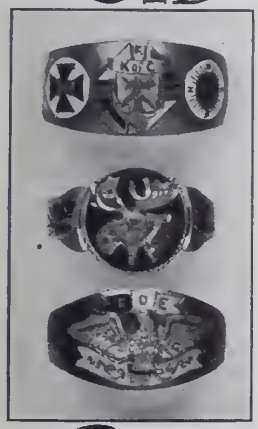
Manufacturers of Bracelets, Mesh Bags, Placques and Chains in Sterling Silver

Send for our 100-page Sterling Mesh Bag Catalogue

SOLID GOLD EMBLEM RINGS



OB 10K



OB 14K



RIGHT OFF THE PRESS

Our new Emblem Ring Catalogue showing the complete line of Solid Gold Emblem Rings.

This Catalogue illustrates the distinctive characteristics that have made O. & B. product so universally in demand.

We have reserved one for you—Send for it.

We want every Jeweler to have a copy.

·*THROUGH PROGRESSIVE JOBBERS*·

OSTBY & BARTON CO.

PROVIDENCE RHODE ISLAND

9 MAIDEN LANE·NEW YORK·N·Y···31 N·STATE ST·CHICAGO·ILL·

424 S·BROADWAY·LOS ANGELES·CAL·

MOUNT VERNON



STRENGTH, BEAUTY AND SIMPLICITY—

THE EMBODIMENT OF ALL THAT IS REQUISITE AND DESIRABLE IN TABLEWARE

ROGERS, LUNT & BOWLEN CO.
—SILVERSMITHS—
GREENFIELD—MASSACHUSETTS

The Three Graces

IN
STERLING SILVER
TOILET WARE

The "Famous" Shirley
Shirley Engraved
and
Leicester

THEIR BEAUTY

SPEAKS FOR ITSELF AND THE

NAME OF THE MANUFACTURERS

GUARANTEES THE

QUALITY



THESE THREE DESIGNS ARE MADE IN
FULL LINES OF TOILET WARE AND
MANICURE GOODS
PRICES SENT UPON REQUEST

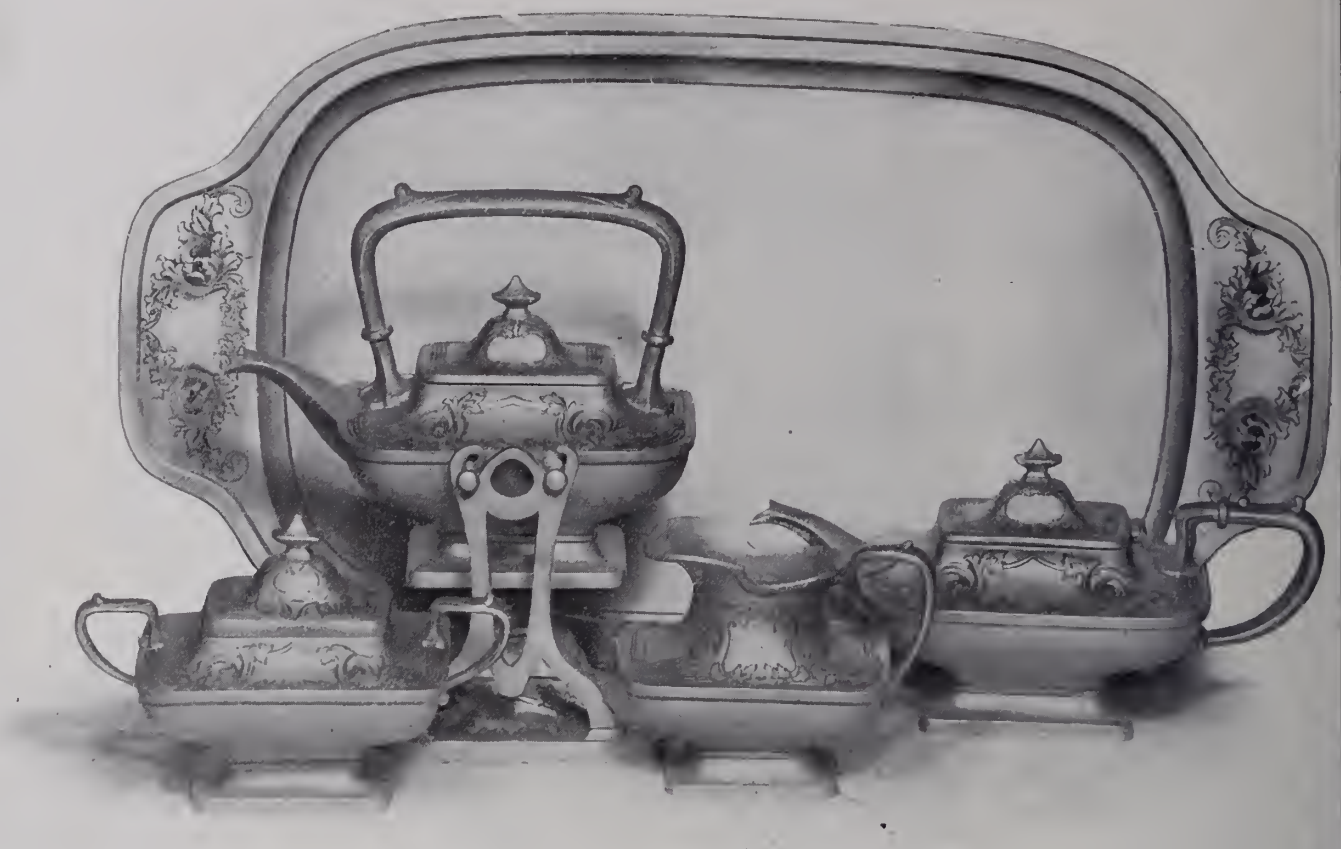
ILLUSTRATED ONE-HALF SIZE

MANUFACTURED BY

Simpson, Hall, Miller & Co.
International Silver Co. Successor
Silversmiths

WALLINGFORD CONN U.S.A

NEW YORK: 9-19 MAIDEN LANE.
CHICAGO: 5 NO. WABASH AVE.
SAN FRANCISCO: 150 POST ST
TORONTO: 33-41 HAYTER ST.



High Grade Silver Plate

The display at our warerooms shows the greatest variety in the world, exceeding that at World's Expositions. The dealer visiting New York is invited to make our warerooms his headquarters, and inspect our lines of

Sterling Silver **Cut Glass**
Silver Inlaid **Silver Deposit Ware**

The great variety of our patterns is insured by the number of our producing plants.

International Silver Co.

18-22 John Street
(Subway Entrance)

WAREROOMS:
NEW YORK

9-19 Maiden Lane

FACTORIES:

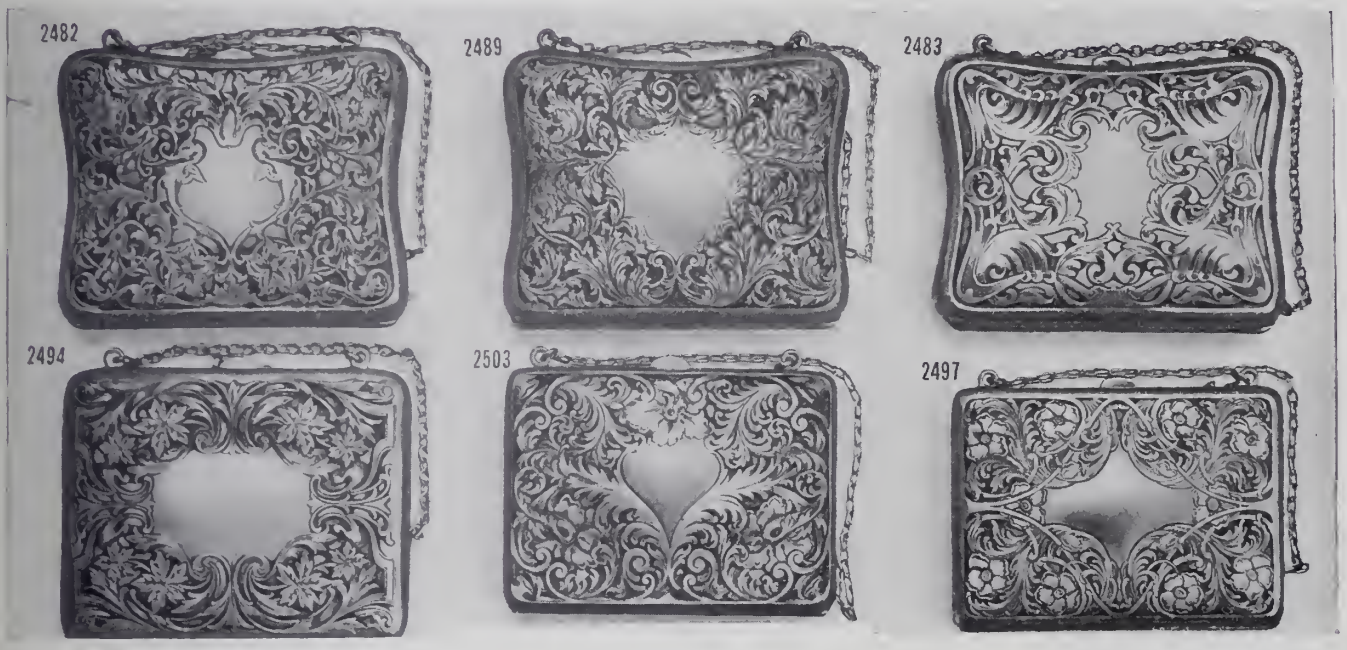
THE BARBOUR SILVER CO.
THE HOLMES & EDWARDS SILVER CO.
MERIDEN BRITANNIA CO.
THE MERIDEN CUT GLASS CO.
1847 ROGERS BROS.
ROGERS & BROTHER.
ROGERS, SMITH & CO.
WILCOX SILVER PLATE CO.
THE DERBY SILVER CO.
WILCOX & EVERTSEN.
THE MERIDEN SILVER PLATE CO.
THE WM. ROGERS MFG. CO.
THE ROGERS & HAMILTON CO.
SIMPSON, HALL, MILLER & CO.
THE WATROUS MFG. CO.

GENERAL OFFICE: MERIDEN, CONN.

The Line of Purses, Card Cases and Vanities

THAT IS STANDARD

Filled with new and up-to-date designs. It merits your attention. The quality and desirability of these goods are well known. The prices can but appeal to you.



We have just mailed a catalog showing our complete line of Purses, Card Cases and Vanities. We want you to have a copy; so, if through some error in our addressing list you have been slighted, please notify us and we shall mail you one.

R. Blackinton & Company

Goldsmiths, Silversmiths and Jewelers

Factory and Office
North Attleboro, Mass.

Trade Mark

New York Salesrooms
15-17-19 Maiden Lane



No. 3613 Tea Set

Engine Turned and
Engraved. 5 Pieces

$37.^{50}$ List

¶ This Tea Set is the most Remarkable production of the Season in plated hollowware; A LEADER OF LEADERS.

¶ It is the only modern engine turned Tea Set on the market, and the Engine Turning is of a pattern that is absolutely new and distinctive, forming the same figure that is seen in Moire or Water Silk. From every angle of view the engine turning gives a different and more enticing illusion.

¶ The plain burnished corners and borders, and the decorative scrolls and shields afford a charming contrast, and a total effect heretofore unequalled except in the finest hand chased sterling silver products.

The Homan Manufacturing Company

Office, Factory and Salesroom: CINCINNATI, O.

New York Salesroom
15-17 Maiden Lane

Boston Salesroom
373 Washington Street

Chicago Salesroom
Silversmiths' Building

OTHER WOODSIDE NEWS PAGE IN THE KEYSTONE

The 1911-12 Catalogue is Ready

Get Your Copy To-Day

You certainly want to buy your silverware at lowest figures consistent with quality—here's your opportunity.

Through our plan of selling direct-by-mail from New York, we offer you silverware that will pass every test as to quality at prices that show you decidedly larger profits on every sale.

So, if your name's not on our regular mailing list be sure and send for your catalogue to-day.

You'll consider this catalogue the most valuable business book you've ever received. It explains our modern selling plan in detail and shows why you benefit by it.

72 Pages of Sellers

prove that you can now buy the kind of silverware that your best trade demands at an average saving of 15 to 20%.

The strong line of distinctive toilet sets is alone worth your careful consideration. You have a choice of no less than fourteen heavy, full sized sets, that you can sell at popular prices and still make splendid profits. Yet this is only one of many features.

As an aid to your customers in selecting goods this catalogue is invaluable—and you can show it freely to them. Because our system of listing, while giving your patrons a comprehensive idea of values—does not disclose your profits.

You'll find buying from our catalogue particularly easy and safe. From the illustrations—taken right from the goods—and explicit descriptions you can judge each piece accurately and order as confidently as you could from a personal visit to our New York show rooms.

And remember you take no risk. We ship all goods with the distinct understanding that you are to return them—at our expense—if they fail to please you for any reason.

A Simple Request Brings Your Book

Just fill in and send us this coupon to-day. Your catalogue will go forward by return mail. If you don't want to destroy your Circular, write "Send us Catalogue C," on a postal.

Don't delay, because the longer you hesitate the more you lose. Act now.

CHOOSE More Goods for the Same / The Same Goods for Less **MONEY**

Woodside Sterling Company

170 Broadway, New York City

CUT OFF ALONG THIS LINE

J. C.

The Woodside Sterling Co. New York.

Please send your CATALOGUE "C" without expense to us.

Name .....

St. No. .....

City .....

State .....



Sternauware Gets You Up in the World

The dealer who carries a stock of *Sternauware* rises above business cares as easily as this man on his flying-machine rises above the staring crowds. ¶The merchant who handles Sternauware is recognized as an up-to-date man and rewarded accordingly by the public. He gives the people what they want. ¶Isn't it worth while for any firm that finds business depressed and generally unsatisfactory to try the up-lifting effect of *Sternauware?* Just as the whirling propeller lifts an aeroplane upward and onward, so does *Sternauware* push trade along. ¶This will be made very clear to you by a little study of our handsome new BLUE BOOK, which we shall be very glad to send you on request.

S. STERNAU & COMPANY

New York Showrooms
305 Broadway
N. W. Corner Duane Street

MAKERS OF
STERNAUWARE
COMPRISING

Fancy Teakettles, Chafing-dishes and their Accessories, Coffee-machines, Trays, etc.

Office and Factory
195 Plymouth Street
BROOKLYN, N. Y.

HARRISON
Umbrellas
and Walking Sticks

Originality in Designs
Quality
Workmanship
and Finish

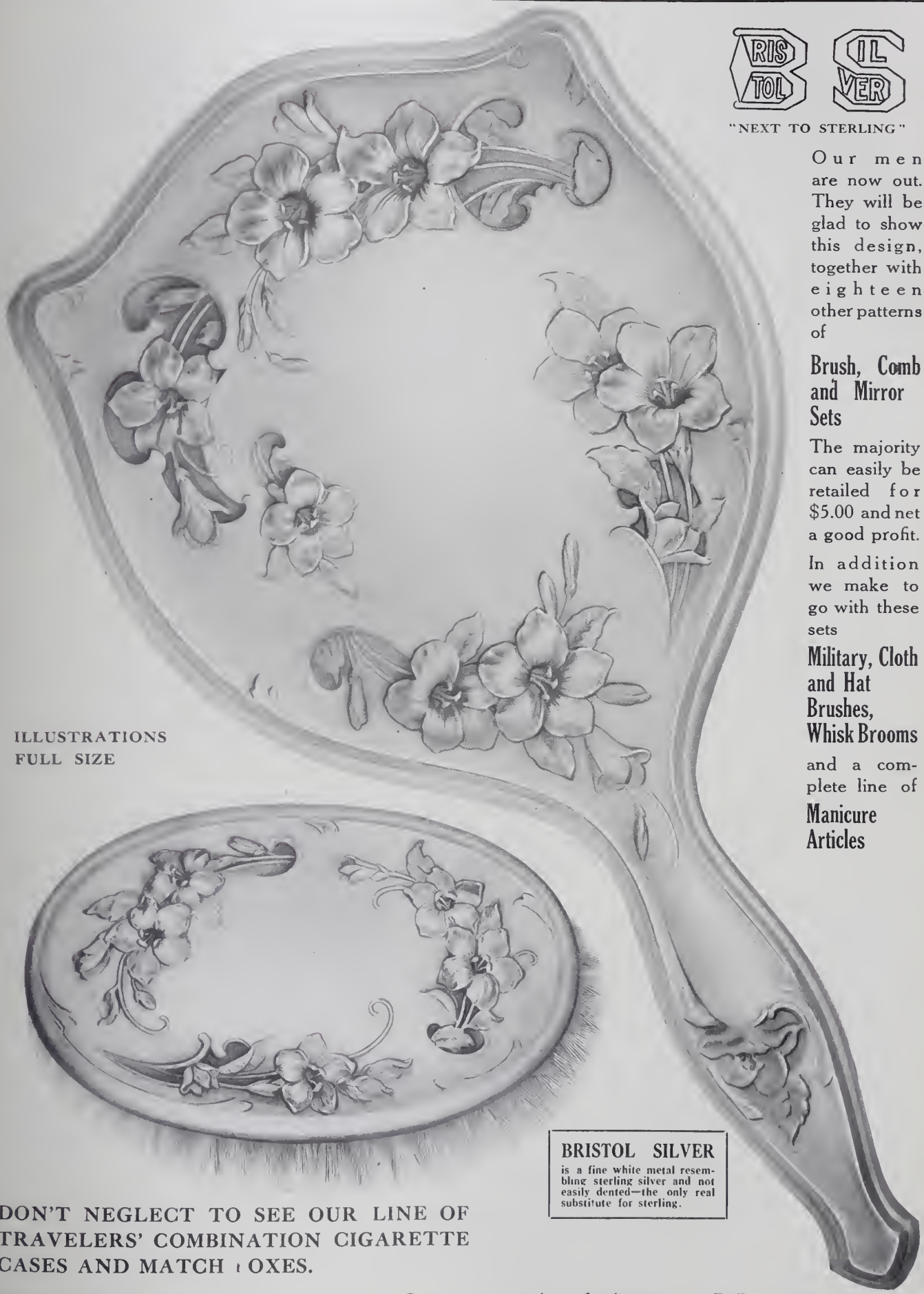
Our present Fall and Holiday lines surpass all our previous efforts for the past thirty-five years.

Trade-Mark

W. W. HARRISON CO.

Makers of
Umbrellas and Walking Sticks
OF THE BETTER SORT
5th Ave., Cor. 34th St. NEW YORK

Established
1876



ILLUSTRATIONS
FULL SIZE

"NEXT TO STERLING"

Our men are now out. They will be glad to show this design, together with eighteen other patterns of

Brush, Comb and Mirror Sets

The majority can easily be retailed for $5.00 and net a good profit.

In addition we make to go with these sets

Military, Cloth and Hat Brushes, Whisk Brooms

and a complete line of

Manicure Articles

BRISTOL SILVER
is a fine white metal resembling sterling silver and not easily dented—the only real substitute for sterling.

DON'T NEGLECT TO SEE OUR LINE OF TRAVELERS' COMBINATION CIGARETTE CASES AND MATCH BOXES.

BRISTOL JEWELRY CO., Attleboro, Massachusetts

Silversmiths and Makers of Sterling Plated Ware, Leather Fobs, Mesh Bags, Novelties, Etc.



¶ An appetizer of real HANDEL LAMPS, desk size. Attractive beauties for your window, making exquisite wedding presents, having class and originality. Sell readily at 100% profit. We guarantee them to your entire satisfaction. ¶ The assortment figures $24.70 including packages, f. o. b. Meriden, if remittance with order, $22.50. Our national advertising is producing wide interest in our line. A copy of our booklet, "Suggestions for Good Lighting," which is mailed to inquirers, will be forwarded to you upon request.

New York Showroom
No. 64 MURRAY ST.

The Handel Co.

Office and Factory
398 East Main St.
MERIDEN, CONN.

"PARISIAN IVORY"

FRENCH CELLULOID

Its growing popularity has made it a most desirable addition to a Jeweler's Stock.
A visit of inspection will be of interest. There are big profits and quick sales in this new line.
We have an unlimited variety of Toilet Articles, Photo Frames, Clocks, Desk Requirements and Novelties.

DEITSCH BROS. TRADE D MARK **14 E. 17th St., New York**

SAART'S SILVER SELLS

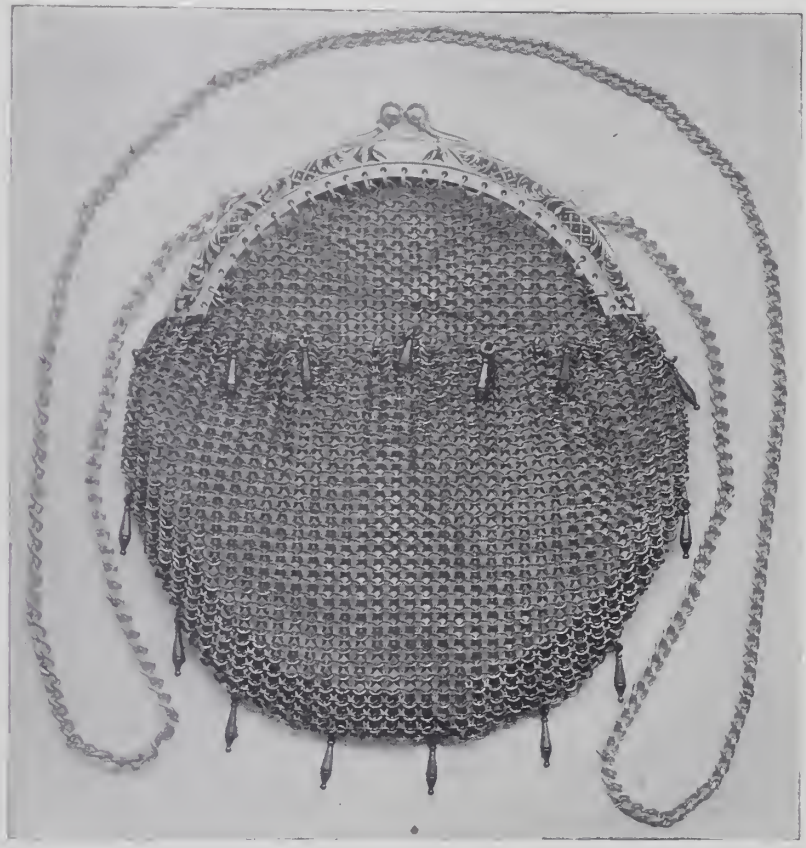
¶ It is distinguished for the great attractiveness of the designs, the skilful workmanship and priced at figures that make the goods move rapidly and leave a handsome profit to the dealer. Unquestionably the most popular line on the market.

THE FINISH IS UNEQUALED

Mesh Bags
Toilet Sets
Manicure Sets
Vanity Purses
Hat Pins
Sewing Sets
Sterling Knives
Vanity Bags
Opera Bags
Etc., Etc.

We show a great variety of patterns in the above lines, all beautiful and salable.

THROUGH JOBBERS ONLY.



No. 5541—The Latest Shoulder Bag—Illustration half-size.

Saart's Sterling Silver Specialties

are far ahead of anything you have ever bought before for the money. There is no comparison. You will find it the most profitable line to carry. We know this, and all we ask is a chance to prove it to you.

ORDER SAART'S SILVER NOW

and stock up before we are rushed with Fall orders.

THROUGH JOBBERS ONLY.

THERE ARE BIG PROFITS AND QUICK ACTION IN SAART'S SILVER



No. 3209-K—Vanity Purse—Open.

IT'S A LIVE LINE FOR LIVE JEWELERS

We have issued a handsome

Catalogue

for the jobber, which we will send to reputable concerns conducting business under this plan.



No. 3209-K—Vanity Purse—Closed.

THE W. H. SAART CO.

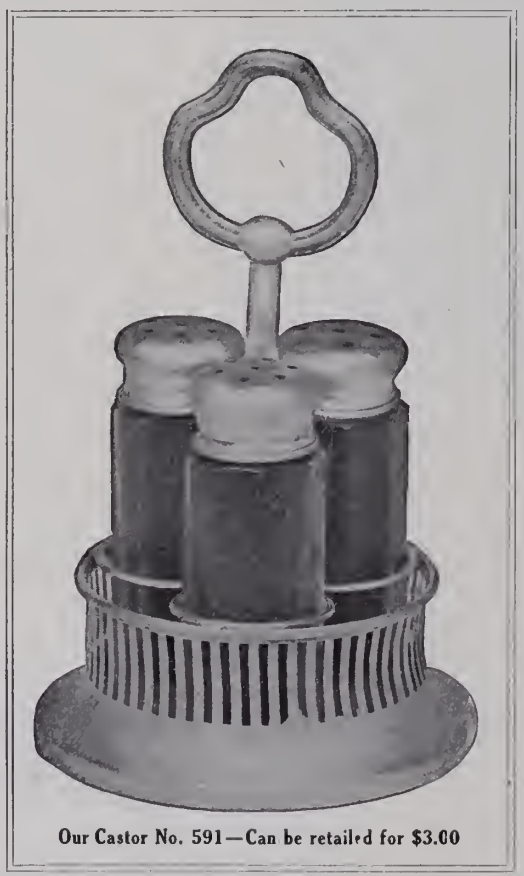
ATTLEBORO, MASS.

NEW YORK OFFICE
9-11-13 Maiden Lane

Our Late Catalogue

Compiled and printed especially for the Jewelry Trade, is replete with novelties, specialties and staples that commend it to your consideration. We have succeeded in building a line in Sterling Silver at moderate cost, that supersedes the usual, and appeals particularly to Jewelers who desire dependable goods at reasonable cost.

Write Us To-day for One!



Our Castor No. 591—Can be retailed for $3.00

JAMES E. BLAKE CO.

Silverware bearing this trade-mark denotes sterling silver 925-1000 fine.

Manufacturers of Sterling Silver

Toiletware, Manicure Pieces and Sets, Sandwich Plates, Cups, Jam Jars, Strainers, Hollowware, Castors, Lemon Dishes, Salts and Peppers, Condiment Sets, Candlesticks, Novelties, etc., in Sterling Silver, are illustrated, explained and priced in our Catalogue, which we will send to you upon request.

Attleboro, Mass.

CHICAGO OFFICE 910 Heyworth Bldg. | NEW YORK OFFICE 37 Malden Lane | SAN FRANCISCO OFFICE 717 Market Street

Pointed Remarks

For 60 Years we have been making a specialty of Gold and Silver Thimbles.



PRISCILLA

For 60 Years we have been making Thimbles for jewelers.



28
Gold Band

For 60 Years we have been selling OUR Thimbles on THEIR MERITS.



146

For 60 Years we have been in the front rank of the Thimble business—and still there.



148

SEND FOR OUR ILLUSTRATED CATALOG AND PRICE LIST

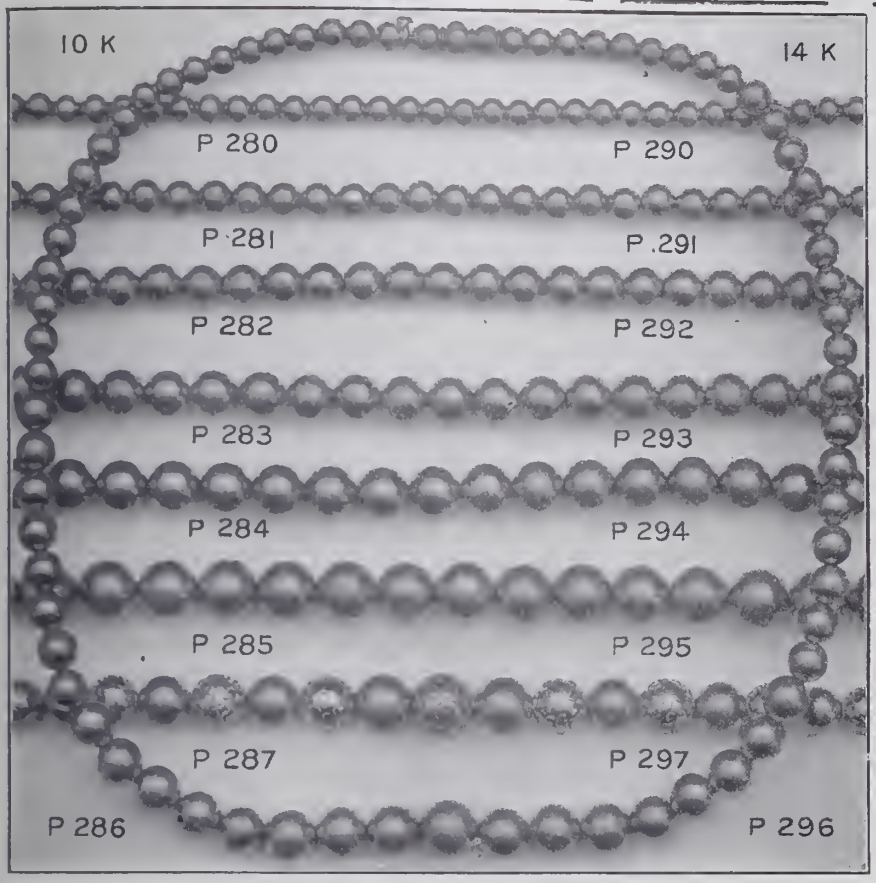
SIMONS, BRO. & CO.

Silversmiths
Thimblemakers :: Jewelers

PHILADELPHIA	611 Sansom St.
NEW YORK	13 Maiden Lane; 320 5th Ave.
CHICAGO	103 State Street
SAN FRANCISCO	717 Market Street

When in the vicinity of any of our offices, drop in and see our complete line

Gold Beads! Gold Beads! 10 Kt.! 14 Kt.!



In Gold

$5.00 to $20.00 per string

In Sterling Silver

$1.50 to $3.50 per string

In Gold Filled

$1.00 to $4.00 per string





COMB. No. 4163. ILLUSTRATIONS HALF-SIZE.

REPAIRING AND SPECIAL ORDER WORK

In real and imitation shell solicited. Prompt and careful attention to same is guaranteed. Having been manufacturers for over half a century there is nothing in the art that we cannot do.

We are manufacturers direct to the retail trade, and will be pleased to send information or selections to reputable jewelers upon request. As you pay but one small profit, our prices are interesting.

REAL AND IMITATION
Tortoise Shell

SIDE COMBS HAIR PINS TOILET ARTICLES
BACK COMBS BARRETTES LORGNETTES
NOVELTIES SPECTACLES FRAMES, ETC.

We have made a special line of goods for the fine jewelry trade for over 54 years, and we are in a position to-day to offer you the best and the most exclusive and original patterns this season that can be found anywhere.



BARRETTE. No. 4810.

ZINDEL MFG. CO.

Successors to A. TRENKMANN

Offices, Factory and Salesrooms: 373 Fourth Ave., N. Y. City



COLONIAL DAME BRACELETS

MADE IN FOUR WIDTHS—⅜″, ½″, ⅝″, ¾″







Ask Your Jobber for "The Line of Quality"

LOCKETS
BRACELETS
FOBS

LOCKET B CO Trade-Mark

BLISS BROTHERS COMPANY

Attleboro, Massachusetts

Heyworth Building, Chicago, Ill.
Silversmiths' Building, New York City
Chronicle Building, San Francisco, Cal.

TRADE-MARK B.B.

CHARMS
SCARF PINS
BUTTONS



A Winner
from the
TRADE MARATHON MARK
Line

Nu-Spring
Nu-Spring
TRADE MARK

The **Nu-Spring Safety Bracelet** cannot loosen and slip down over the hand, as the guard forms a solid circle, keeping it from opening too far, but at the same time it opens automatically for removing. This feature also protects the joint.

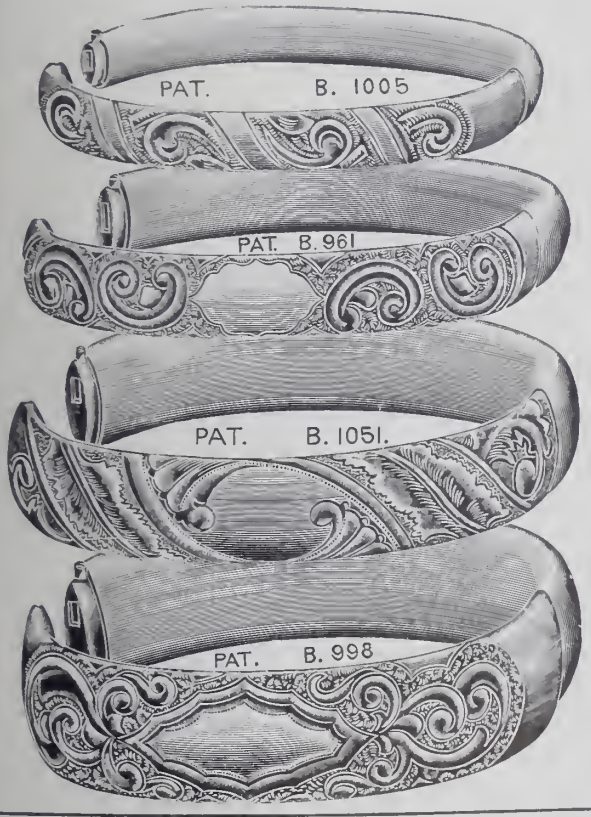
Sold Through Jobbers Only

Factory and Main Office Attleboro, Mass.

Attleboro Chain Co

New York Office Room 607 9 Maiden Lane

BATES & BACON, Attleboro, Mass.



NEW YORK, 9 Maiden Lane
CHICAGO, 103 State Street

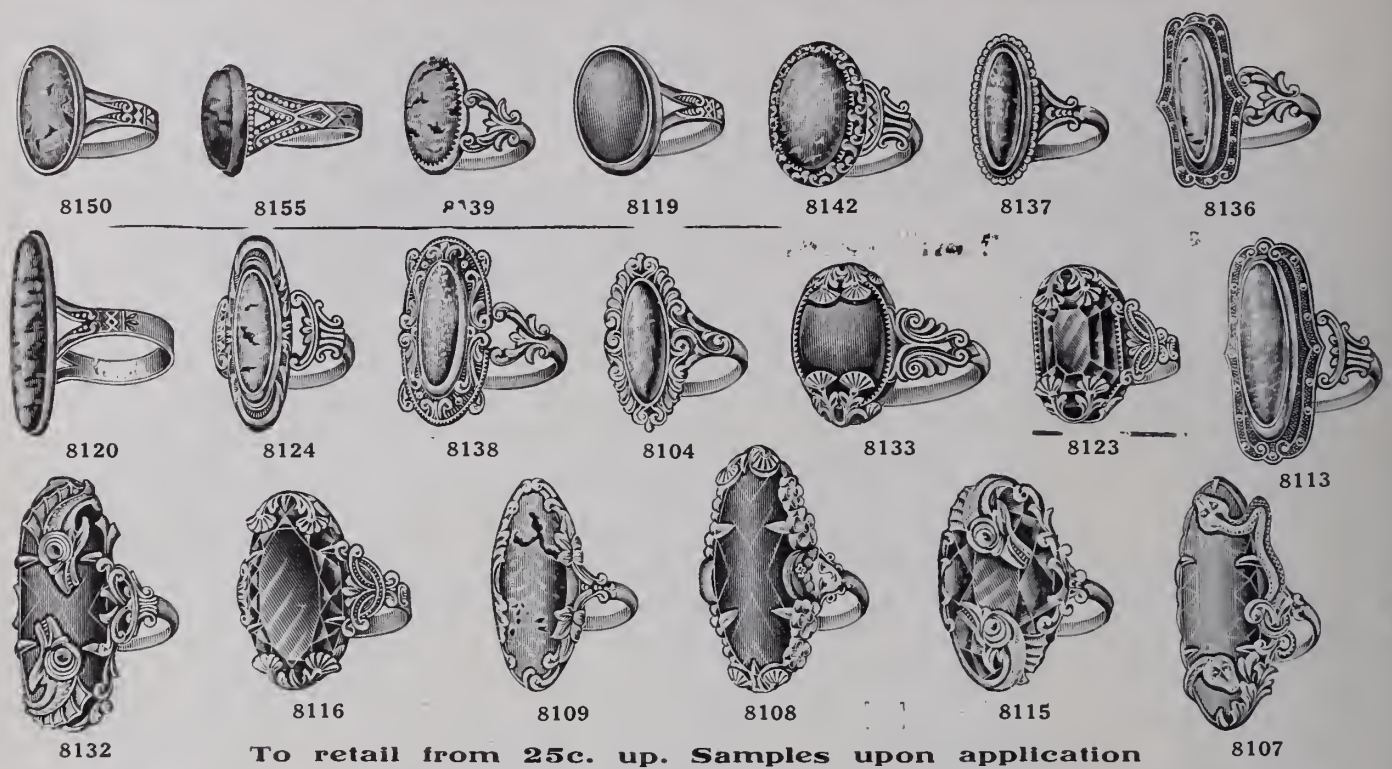
MAKERS OF

High Grade Gold Filled Chains, Lockets and Bracelets

We illustrate a few new Patterns of our High Grade Gold Filled Bracelets, made in seven sizes oval Tubing from 1/4, 5/16, 7/16, 1/2, 9/16, 3/4 and 1 inch, same quality stock as when first put into our line, and every Bracelet guaranteed.

We make any wrist size desired.

STERLING SILVER RINGS



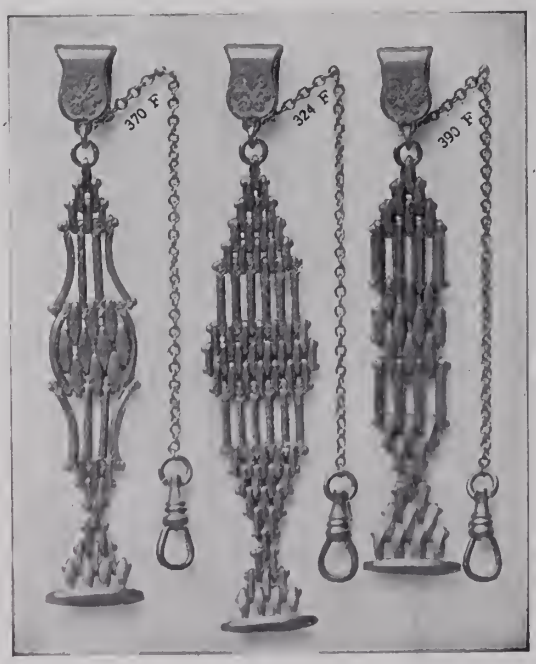
To retail from 25c. up. Samples upon application

RHODE ISLAND RING CO., 21 Eddy Street, Providence, Rhode Island

From the Manufacturer Direct to the Retail Trade

Mr. Retailer, did you ever stop and consider what that means? Only one reasonable profit to pay, and the maker of the goods to hold responsible for quality and workmanship. We have been selling the retail trade for over ten years, and can refer you to many of the best jewelers in the country as regards our methods, prices and satisfaction.









Bracelets
Chains
and
Fobs

in One-tenth and Quarter Gold are our specialty.

We will gladly send you our prices and solicit a trial order. May we send them to-day?

A & Z CHAIN CO.

116 Chestnut Street, PROVIDENCE, R. I.

NEW YORK CHICAGO KANSAS CITY SAN FRANCISCO

HAVE YOU SEEN OUR SOLID GOLD CHAINS, SCARF PINS, LA VALLIERES, ETC ?



Quality *Finish*

PROVIDENCE STOCK CO.

100 Stewart Street
PROVIDENCE, R. I.

"THE AMORITA" BRACELETS

Look for
PR-ST-CO
Stamped on swivels and
spring rings of all
our chains.

Our initial or trade-mark on
all of our manufacture



Insist on your jobber showing you our

CHAINS, BRACELETS, FOBS, Etc.

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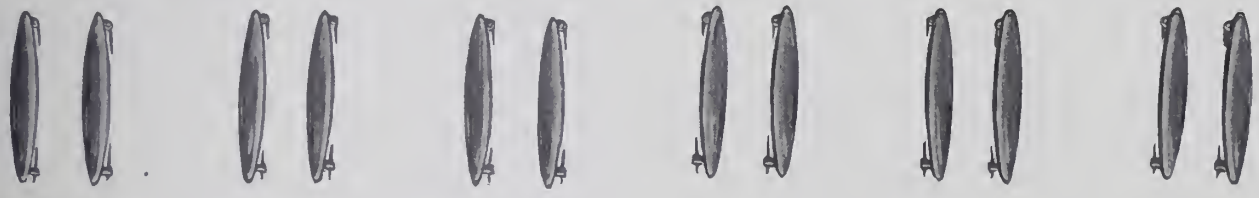


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Look for ♡ Trade Mark
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Amorita



$8 Gross Pairs

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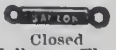
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is popular again this season. We have made up many handsome designs in Brooches, Rings, La Vallieres, etc. The selection is a large one, the prices all reasonable. These articles will unquestionably prove excellent sellers.

Write for a selection package, or purchase from our travelers.

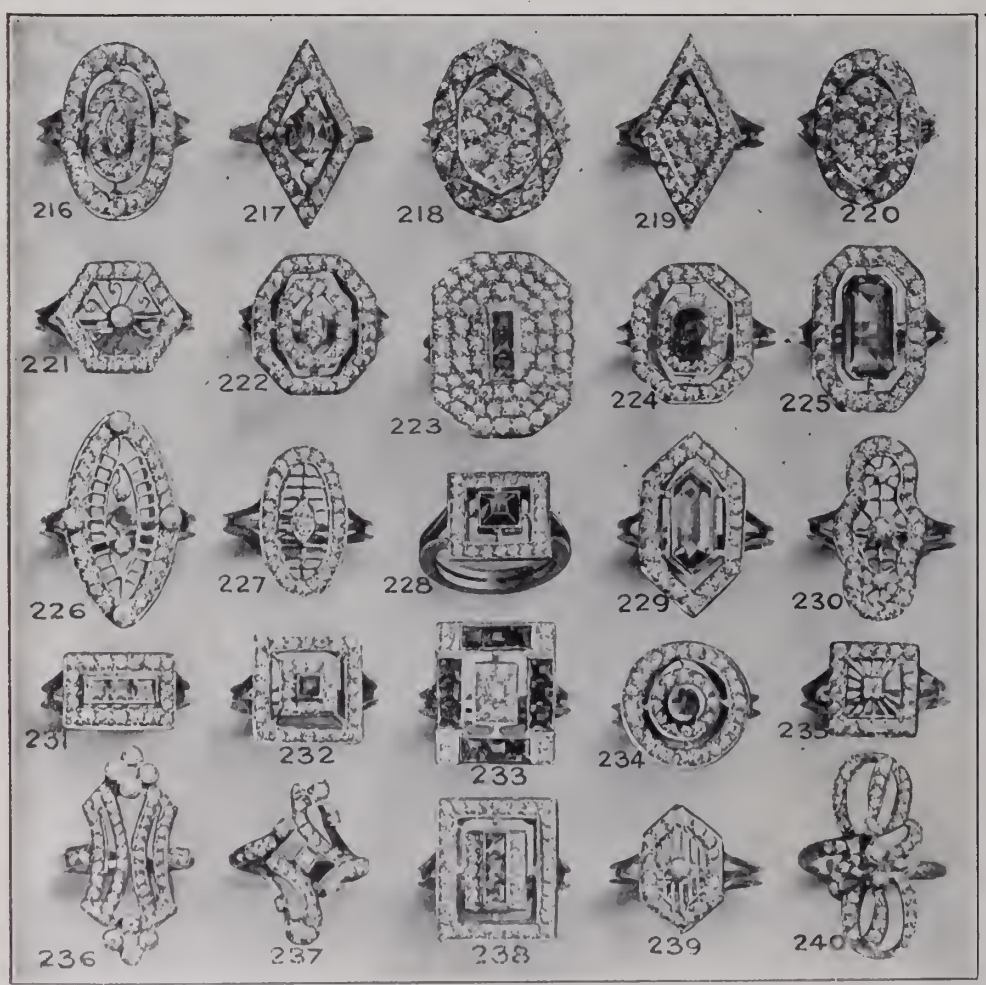
Our Trade-Mark, "The Rose," on every piece insures the quality and every detail of manufacture.

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"Sellers of Sellers"

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If you do not carry in your stock a line of these inexpensive

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we both lose business. We make them to retail from $1.00 to $10.00 each. The mountings are hand made and set with the same care as the most costly genuine diamond and platinum set rings, they look just as good, and cost so much less—we will be glad to send you a few for your approval so you can judge for yourself.



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Established over a quarter of a century

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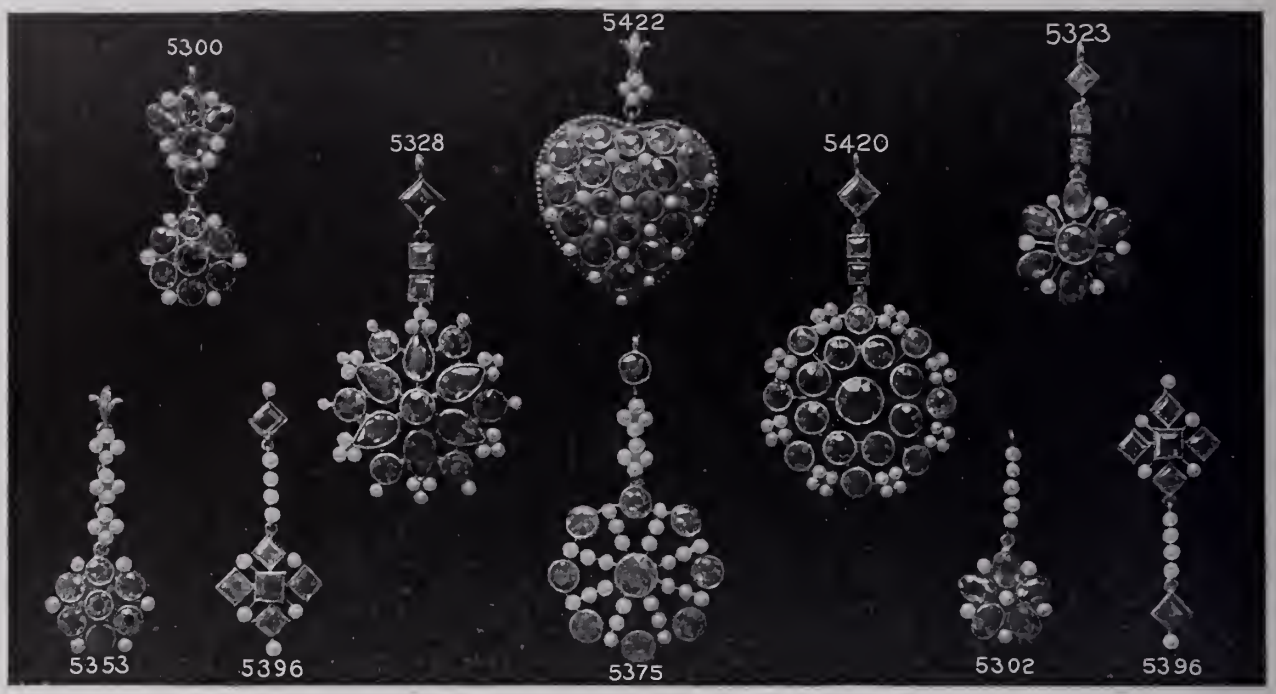
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Flashy Dashy gold cases are never stamped "SOLIDARITY."

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They are the BETTER CASES for the BETTER JEWELERS.

SOLIDARITY CASES are somewhat hard to get, but they are ***worth the getting,*** at any reasonable effort. A selection package may be had for comparison

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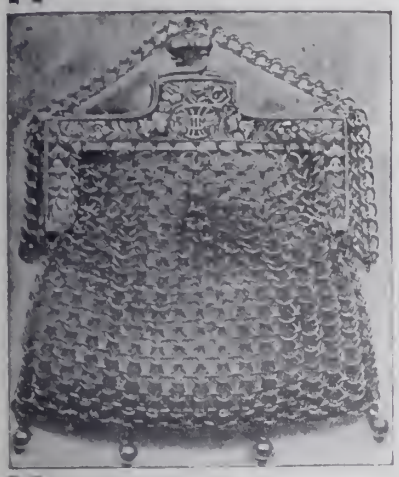
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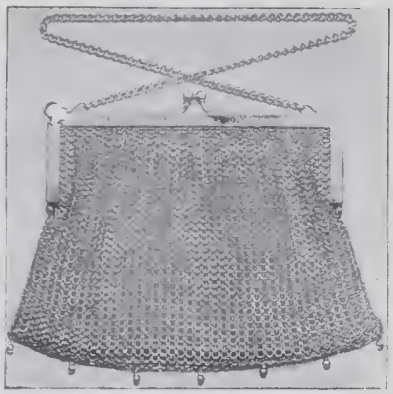
German Silver Soldered Ring

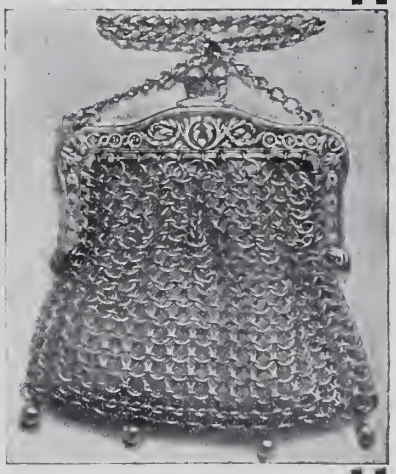


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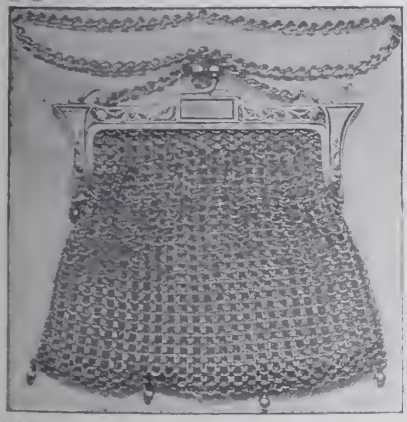


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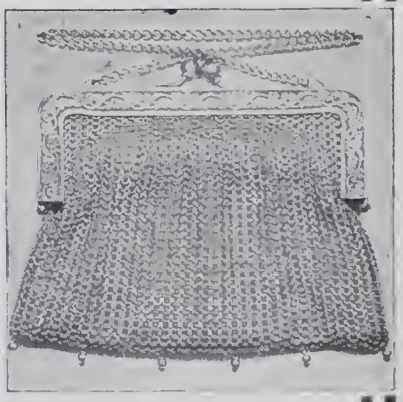
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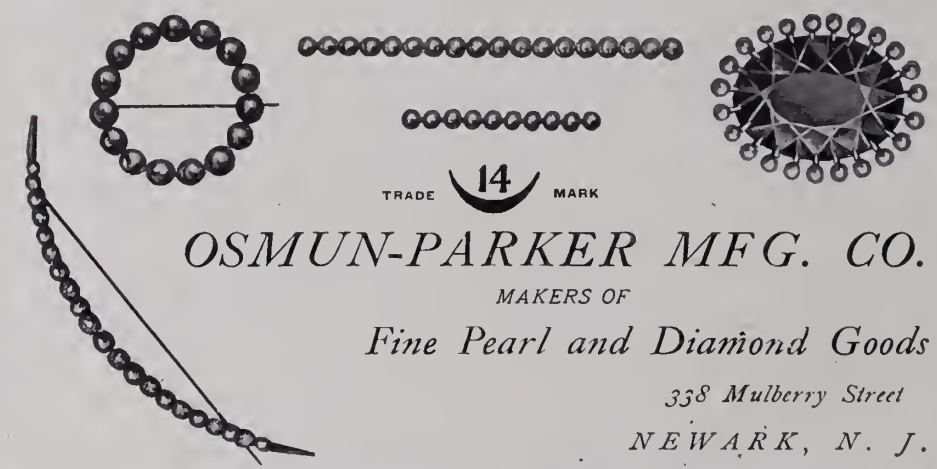
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this brilliant combination of black Onyx linked with glistening pearls. Send for samples. This puts you to no expense or obligation.

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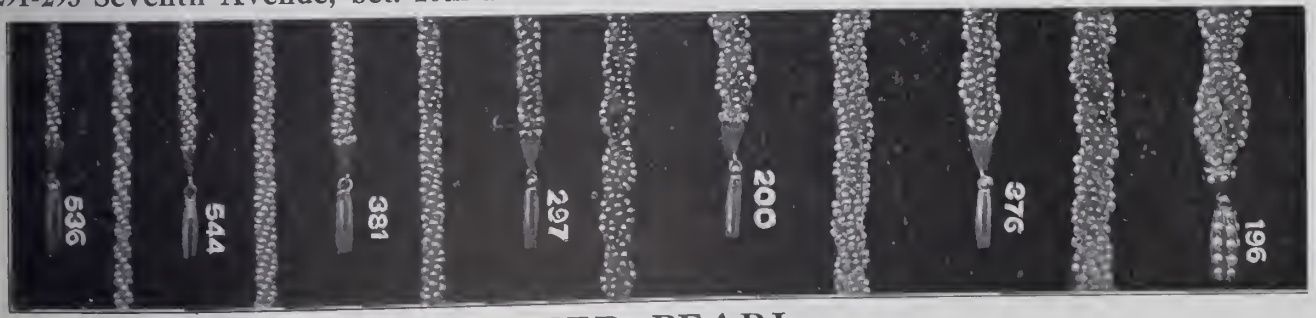
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Necklaces, Collars, Bracelets, Ropes, Bayaderes, Sautoirs, Brooches, Pendants, etc., also loose in all sizes and qualities.

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HALF SIZE

Made in 14-Karat 10-Karat & Silver

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"READY TO SET" RING MOUNTINGS

LASTING SATISFACTION

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14-K. Gold
Gold and Platinum

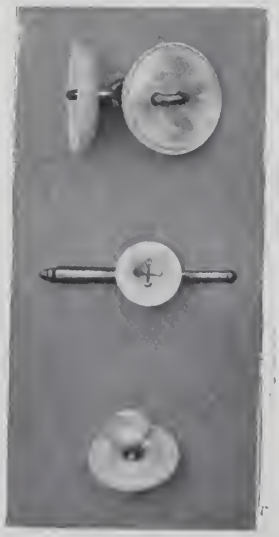
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STUDS, LINKS, VEST BUTTONS, etc.
THE MOST COMPLETE LINE IN THE MARKET
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We Sell the Jobbing Trade Only
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Manufacturers and Importers
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Sterling Mounted Mirrors, Etc., Etc.

Our line is not one of the usual sort, for the reason that ever since our first productions were shown to the trade, over four years ago, we have concentrated our energy and forces to designing and producing a novelty line, that, shown with our staples, has built our present business up to a point of satisfaction to our customers and ourselves. We especially invite a critical comparison of our designs, finish and workmanship with others.



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KETCHAM & McDOUGALL

Manufacturers

Gold and Silver Thimbles

Automatic Eye-Glass Holders

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Silversmiths' Bldg.
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Established 1832



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¶Mr. Schweiger also wishes to inform his friends that he will call on them early in September.

IT WILL BE TO YOUR INTERESTS TO SEE THIS LINE BEFORE MAKING YOUR FALL PURCHASES

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Manufacturer of
IVORY and TORTOISE SHELL GOODS
Toilet Articles a Specialty
Repairing in all its Branches
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10K and 14K
Gold Jewelry

Silberman, Kohn & Wallenstein
87 Maiden Lane
New York

1850

1911

GOLD CHAINS
OF EVERY DESCRIPTION

Outing Chains
10-k. GOLD and 14-k. GOLD

Waldemar Chains
14-k. GOLD
GOLD AND PLATINUM

Baroque and Coral Lorgnette Chains
50 INCHES LONG
BEST SELLERS

Having no traveling salesmen enables us to sell the retailer goods of substantial weight at low prices giving an additional profit to the retailer.

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16-18 Maiden Lane : : : : : New York

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The Gold Chain House

The Bowden Rings

ARE COMPLETE IN VARIETY, CORRECT IN QUALITY AND PERFECT IN FINISH. WE MAKE EVERY VARIETY OF FINGER RINGS

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14 Karat Gold
Pendants Brooches La Vallieres, Etc.
That Range In Price From $2 to $18 Each
Set With Baroque Pearls, Coral, Amethyst and Turquoise

Ludwigs
Manufacturers of Unusual 14-Kt. Jewelry
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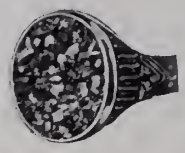
Established 1879
LOUIS W. HRABA
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Manufacturers of
Fine Leather Goods
Exclusively for the Jewelry Trade

"PENNSYLVANIA DIAMONDS"

IN 10 K. GOLD

The sulphur iron stone from the hard coal field. Sparkles like real diamonds. Retains brilliancy.


719


3

Quick Selling Jewelry Novelty

WITH FINE PROFIT FOR THE DEALER

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No. 672 **$8.50 pair** No. 700 **$3.50**

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672

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700

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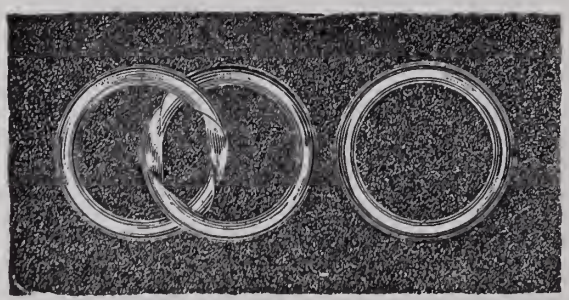


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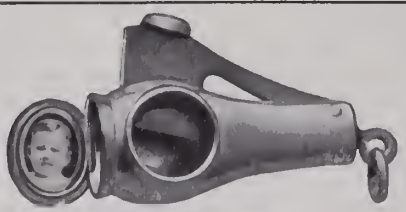
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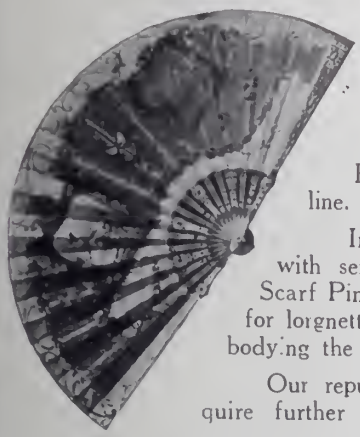
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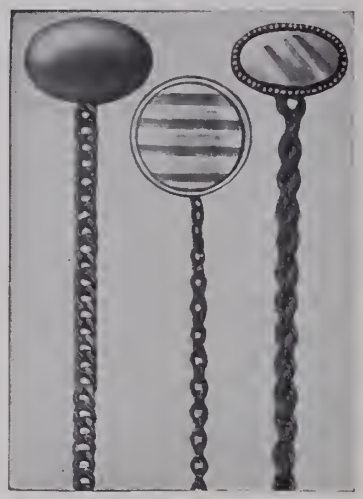
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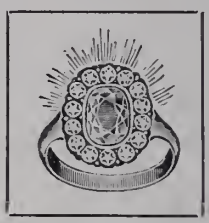
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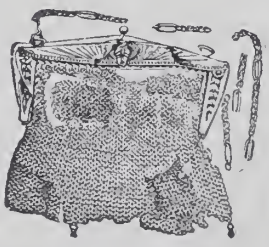


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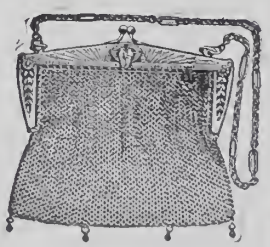
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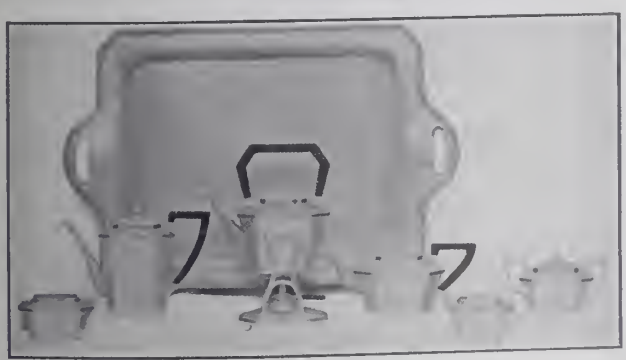
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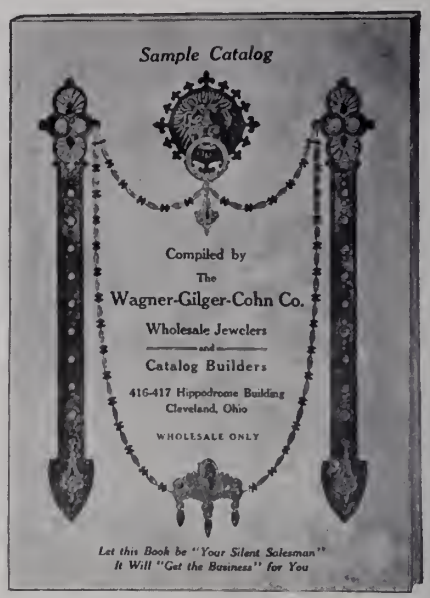
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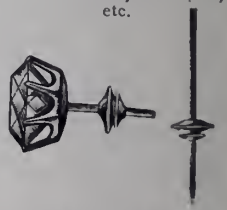
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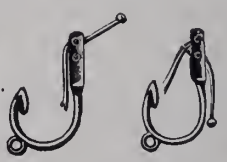
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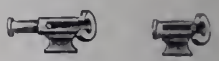




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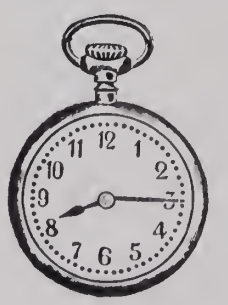
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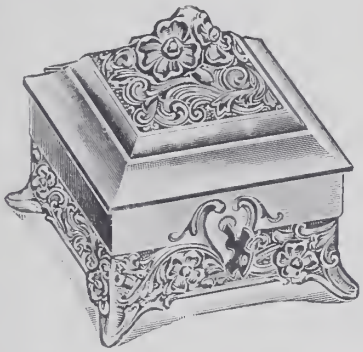
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THE HOROLOGICAL REVIEW
THE JEWELERS' WEEKLY THE JEWELERS REVIEW

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The Art of the Cameo Cutter.

THE fact that cameos are momentarily out of fashion, and do not fetch the very large prices which they did a few years ago, does not detract in any way from their intrinsic beauty, says a writer in the *Export World* of London. The origin of the term "cameo" is not clear, but it applies to engraved work in relief on precious or hard stones, or imitations of the real thing in glass called "pastes"; the shells of molluscous animals are sometimes treated in this way also. A cameo is thus the exact converse of an intaglio, which is a sunk engraving executed in similar materials. Some authorities regard the word as being derived from the Arabic *camea*, which means a charm or amulet and among



FIG. 1. HEAD. JASPER CAMEO.

the other suggestions is the rather far-fetched one that it is derived from the Arabic *camaut*, the camel's hump, which signifies any object in relief.

This is a suggestion which is backed up by an eminent authority. Comparing cameo cutting with intaglio engraving from the historic point of view, the former is of much more recent introduction than the latter. One of the oldest cameos to which it is possible to fix a date with certainty was engraved between the years 162 and 150 B. C. It was a sardonyx of three layers with portrait heads of Demetrius Soter and his wife. The stones used for cutting into cameos are chiefly those minerals which present various strata or bands of two or more definite colors, and in its strict sense the name cameo should be applied only to relief work on such banded stones. These materials, when cut parallel to the layers of different colors, and when only two colored bands are present, are known as onyxes, but when they have, with the onyx bands, layers of carnelian or sard they are called sardonyxes. This was a favorite stone with the cameo engravers, and the material in which most of their masterpieces were executed. It was procured from India, and the opening up of the East by Alexander the Great had a marked influence on the development of the art. It attained its early perfection in Rome during the first 200 years of the Christian era, when numerous portraits of the reigning families were engraved. At the same time, pastes or imitations in glass of these Oriental precious stones were made in immense numbers to satisfy the requirements of those whose love of the beautiful was greater than their wealth. The Barberini or Portland vase in the British Museum shows what perfection of material and skill of both glass worker and engraver was attained by the Romans. The two famous historic examples of this art are the Great Agate of the Sainte Chapelle in the Bibliotheque Nationale, Paris, and the Augustus cameo in the Vienna collection.

The Sanderson collection sold by auction recently contains several notable cameos, some of which we illustrate. That on this page (Fig. 1) is an example by the celebrated engraver B. Pistrucci. It is cut upon a remarkably fine red jasper of brilliant color, and represents a head of Medusa, full face in high relief; the hair, wings and coiling serpents are rendered with the minute detail for which this artist was famous. It is signed by the engraver in the field measures 2⅛ in. in diameter, and is mounted in gold with serpents and wings in relief, this circular band of ornament being heightened with white enamel. Fig. 2 is a bust of Minerva, in very high relief, upon a fine onyx of two strata, the helmet and shield being elaborately decorated with animals and men engaged in mortal combat. It is Italian work executed late in the 16th century and measures 4 in. by 3 in.

Perhaps the most remarkable of the gems in the Sanderson collection was an extraordinary sardonyx, which measures 3½ in. by 2⅞ in. wide, a portrait of Andrea Carafa, Count of Sanseverino, Viceroy of Naples from 1525-1526. It is a helmeted head and bust in rather low relief; the base of the stone consisting of deep red, almost black, sard; the face and crest of the helmet and neck are worked in a white layer, while the helmet and coat of mail are reserved in an upper layer of deep brown hue; round the head has been written in characters, not engraved, but stained into the stone, the words: "Andreas Carrafa Sancta Severina Comes." The lettering can be seen by strong sunlight or by breathing on the stone, and illustrates the singular porosity that characterises chalcedony, even in the form of the finest sard. The stones in the setting are peridots, jacinths, and sapphires. This splendid sardonyx was also in the Bessborough collection.

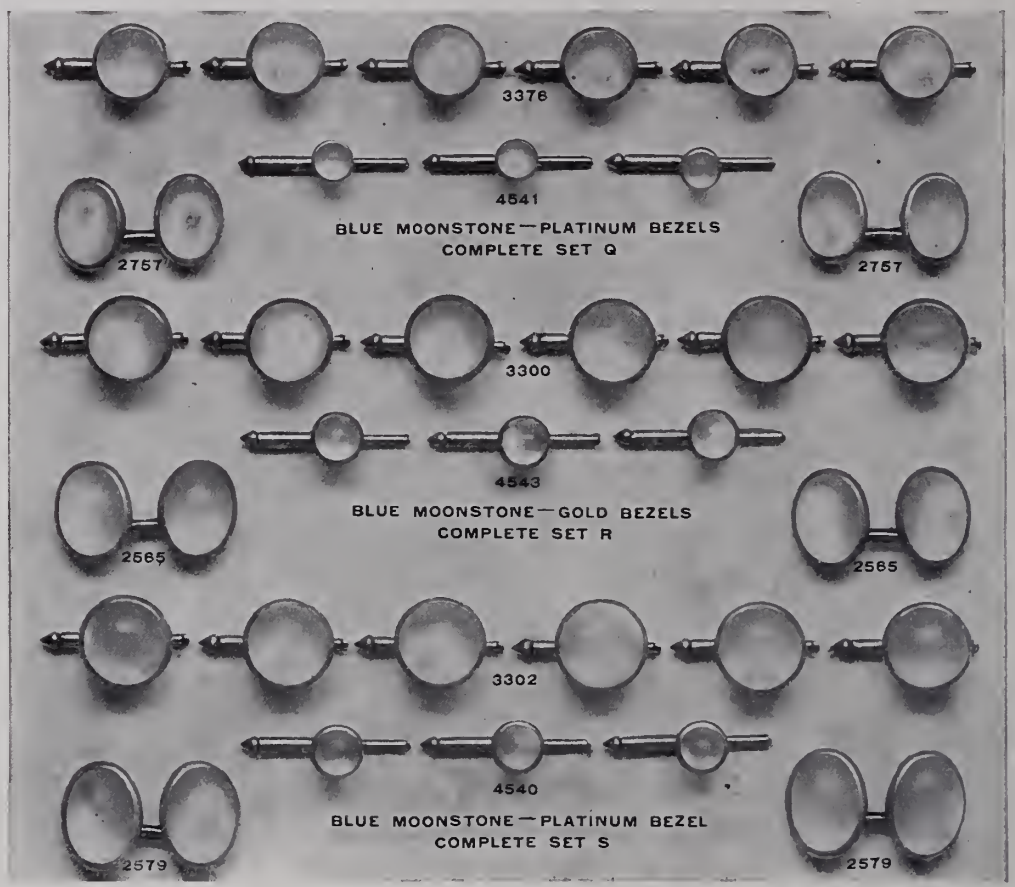
In distinguishing antique from Renaissance work the kind of stone is the most reliable test. The classic artists used warm tinted stones from the East which on examination will frequently be found to have been drilled through their diameter with a minute hole, as they were used originally by their Oriental possessors as beads. The Renaissance artists frequently worked their subjects in high relief and resorted to



FIG. 2. BUST CAMEO OF MINERVA.

under cutting which is never found in the flat low work of classic times. In order to imitate the dull chalky appearance of the antique work, the later workers used to cram the gizzards of turkey fowls with the gems. The methods of working also differed; the tools employed by the engraver of cinquecento times were the drill and wheel, both fed with oil and diamond or emery dust, while antique gems of the best period were cut with the diamond point aided by the drill which the old artists possessed in common with their more recent successors. At the present time the engraving of cameos has ceased to be pursued as an art except in very isolated cases.

In conclusion we might mention the potter, Josiah Wedgwood, who introduced the method of making imitations of cameos in pottery by producing white figures on a colored ground, but it must be pointed out that these ceramics have none of the translucent effect of the genuine antique cameo. The illustrations were reproduced by permission of Knight, Frank & Rutley.



Blue Moonstone Dress Jewelry

This season one of the up-to-date and popular styles in dress jewelry is platinum mounted blue moonstone studs, links and vest buttons. The color of these stones, harmonizing with the polished platinum, produces a neat and beautiful effect.

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A Report Upon Precious Stones During 1910.*

By Dr. George Frederick Kunz.

(Continued from issue of Aug. 23.)

DIAMOND MINING IN OTHER COUNTRIES.

Australia.—The source of the numerous small diamonds found in Australia, in gravels partly of tertiary age and partly recent, has not yet been determined. It has been conjectured that they are derived from volcanic "pipes" like those of South Africa, and a partial confirmation of this theory is the discovery at Ruby Hill, New South Wales, of a brecciated conglomerate, one of whose constituents is eclogite, now generally regarded as the deep-seated source of the diamond. In 1906 I was shown what was claimed to be a diamond in the matrix from New South Wales, but this proved to be merely a loose crystal inserted in the rock, and although shown before a scientific audience, was the handiwork of some clever patcher.

Diamonds have been found at several localities in Victoria within the past year; notably at Jim Crow Creek, Daylesford, where a stone weighing 17.64 carats was obtained. The finds are being made in sluice boxes in gold mining operations. The diamonds are of excellent quality and a number of stones weighing from ⅛ to 2½ carats have been found.

Rubies (so-called), possibly garnets, topaz, and other light stones have been observed also.

Brazil.—The extensive diamond fields in the State of Minas Geraes, Brazil, have been for the past three years largely under the control of various American companies, but they have not been as actively developed as was expected, owing to the effects of the financial troubles of 1907 and 1908, and the irregularity of the deposits. However, there is good prospect that effective work will soon be done here. The substitution of modern methods of diamond mining for the primitive methods heretofore used offers difficulties, and in sending machinery from the United States to Brazil, due attention has not always been paid to the local requirements, the result being that in some cases both time and money have been lost.

The diamond-bearing gravel consists to a great extent of small, hard, black stones, and the appearance of these in quantity is regarded as an indication of the presence of diamonds. This gravel is usually covered with a layer of reddish clay; often the deposits extend beneath the beds of streams, and some of the richest deposits have been secured by diverting the course of such a stream and washing the gravel for diamonds. When the deposits are high on the plateaux the chief difficulty lies in securing an adequate supply of water for washing. In the case of the Boa Vista mine, about 12 miles east of Diamantina, a reservoir has been constructed at the highest point of the works, and is filled by an electric pumping station, the electric current being furnished by the water power of the stream whence the water is pumped.

There has also been considerable exploration in the State of Bahia by Dr. J. C. Branner, Dr. Henry S. Washington and others to discover new deposits of campact bort used for drilling purposes, but with what success it not yet known.

Although much success was hoped for, the dredging operations to which I have alluded in the river beds of the diamond region have not been particularly successful. Titles to land are frequently claimed by illegitimate offspring even if their interest dates a century back to the titles in question. Finally the low cost of mining in South Africa is a great handicap to Brazilian diamond mining.

British Guiana.—In British Guiana, since 1900, somewhat desultory diamond mining has been carried on at intervals; at present a half-dozen companies or syndicates are engaged in this work, the diamonds being secured by the use of sieves or by washing in sluices. The only company that has done any fairly systematic work in the Mazaruni Co., Ltd., of London. The stones are irregularly distributed in alluvial deposits on the hills, slopes and plateaux, and in the small streams, there being an overburden of from 2 to 6 feet in the plateaux and of 18 feet or more on the hills and slopes. The diamantiferous gravel overlies a silky clay, or a semi-disintegrated granite, and is from 4 to 18 feet in depth; in it are quartz pebbles and crystals, tourmaline, felsite, cassiterite, jasper, etc. Sometimes, as in the region of the Mazaruni River, where the gravel is 12 feet deep, diamonds are found more or less equally distributed at various depths, but usually they appear near the bedrock; this is especially the case with the larger and finer stones. Improved facilities for transportation would be of great importance in rendering mining profitable here.

A new diamond district has been discovered at Dukwarri, above Devil's Hole, on the Cuyuni River. No serious prospecting has been done here, but the indications are that the deposits are as rich as in the Mazaruni district, although in shape and quality the diamonds are inferior; some good pieces of "bor." have been secured. From March to October, 1909, sands from the old gold workings were washed with considerable success, but when they were exhausted an area of virgin ground was treated with indifferent results.

The diamond output from the two regions for the year ended June 30, 1910, is given as follows:

	Stones.	*Carats.*
Mazaruni	57,751	4 278 5/16
Cuyuni	19,944	2,040 27/32
Total	77,695	6,319 5/32

In the previous year 55,948 stones weighing 5,566 15-16 carats were obtained. The total production of the Colony from April 1, 1900, to March 31, 1910, was 901,407 stones, weighing 63,520 15-16 carats. The diamonds are usually quite small, 10 or 12 to the carat, but one of 12½ carats has been found.

Canada.—Microscopic diamonds. One of the most interesting discoveries in the precious stones, from the scientific point of view, was made by Charles Camsell and Prof. R. A. A. Johnston in an investigation of a decomposed olivine, with enclosed chromite, at Olivine Mountain, in the Tulameen River, Yale district, British Columbia. The mountain was named by Prof. James Furman Kemp when he was seeking platinum in this region about eight years ago, and at the time discovered olivine. Thus, for want of a more appropriate name, he called the elevation "Olivine Mountain." It was here that Mr. Camsell found, in 1910, the specimen of rock containing chromite which has aroused so much interest, and had excited hopes in some quarters that important diamond deposits exist in this part of Canada.

As described to me by courtesy of Prof. Johnston, this rock is essentially an altered peridotite, nearly of the original olivine being now represented by a massive and somewhat easily friable serpentine, varying in color through a pale yellow to a dirty yellowish white. Through this rock the chromium ore is distributed in the form of veinlets and scattred patches and grains. Superficially the chromium ore does not present any unusual characters and responds to the ordinary tests for chromite; a preliminary examination made upon some of the finely pulverized material showed that it was readily separable into two portions (a magnetic and a non-magnetic portion) by the aid of an ordinary magnet; these two portions were found to be approximately equal in amount.

Prof. Johnston first submitted the non-magnetic portion to analysis, and in order to effect the decomposition he fused it with about four times its weight of carbonate of soda for several hours; after cooling, the melt was removed by filtration and washing; the insoluble portion was then digested with hydrochloric acid to remove oxides of iron, magnesium, etc. There still remained a large amount of a brownish residue which was subjected to a repetition of the process just described, but without any sensible diminution in its amount, which was found to equal 3.63 per cent. of the sample employed. This residue was then tested with hydrofluoric acid, but this reagent had no effect upon it; fusion with bisulphate of potassium likewise produced no result; but fusion with peroxide of sodium resulted in the formation of a black graphitic material. Its specific gravity could not be determined satisfactorily, but by means of a solution of the double nitrates of thallium and silver it was found to exceed 3.3. Under the microscope Prof. Johnston observed that the residue was made up of sharp angular particles, many of which exhibited an octahedral form, and they were shown by Mr. Camsell to be perfectly isotropic. They were found to be very hard and, when mounted on a small piece of wood, scratched sapphire with facility, thus indicating a hardness of 10, which is that of the diamond. Experiments by P. Higman, Chief Electrician of the Department of Inland Revenue, show that these crystals transmit the Röntgen rays without interruption, a fact which in itself points conclusively to the identity of the substance with the mineral diamond.

Several attempts were made by Prof.

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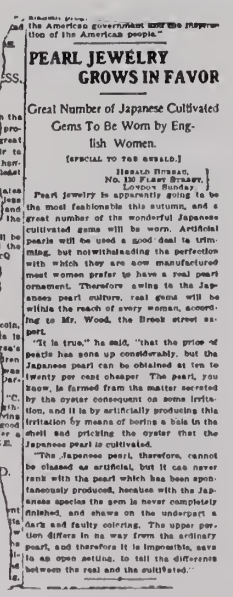
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PEARL JEWELRY GROWS IN FAVOR

Great Number of Japanese Cultivated Gems To Be Worn by English Women.

[SPECIAL TO THE HERALD.]

HERALD BUREAU, No. 190 FLEET STREET, London Sunday.

Pearl jewelry is apparently going to be the most fashionable this autumn, and a great number of the wonderful Japanese cultivated gems will be worn. Artificial pearls will be used a good deal in trimming, but notwithstanding the perfection with which they are now manufactured most women prefer to have a real pearl ornament. Therefore owing to the Japanese pearl culture, real gems will be within the reach of every woman, according to Mr. Wood, the Brook street expert.

"It is true," he said, "that the price of pearls has gone up considerably, but the Japanese pearl can be obtained at ten to twenty per cent cheaper. The pearl, you know, is formed from the matter secreted by the oyster consequent on some irritation, and it is by artificially producing this irritation by means of boring a hole in the shell and pricking the oyster that the Japanese pearl is cultivated.

"The Japanese pearl, therefore, cannot be classed as artificial, but it can never rank with the pearl which has been spontaneously produced, because with the Japanese species the gem is never completely finished, and shows on the underpart a dark and faulty coloring. The upper portion differs in no way from the ordinary pearl, and therefore it is impossible, save to an open setting, to tell the difference between the real and the cultivated."

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Johndston to extract the diamond crystals, with various solvents, by treating large quantities of coarsely broken material, but with indifferent success. He has found that when a very active reagent is employed to remove the chromite, such as bisulphate of potassium, the individual crystals crumble into dust from internal strain before they can become accustomed to the changed conditions incident upon their release from the matrix in which they have become enclosed; better results were obtained by the use of carbonate of sodium, but the action is very slow. In a number of cases, when this reagent was used, Prof. Johnston observed the interesting phenomenon of the breaking up of individual diamonds when released from the matrix.

The largest diamonds so far extracted by Prof. Johnston do not, as he reports, exceed a pin head in size; some of them are colorless, while others exhibit various brownish tints. In one large sample of the rock which was worked for diamonds the analyst states that he found two particles of native gold, and several particles of native platinum were also found in the diamond residuum.

The method employed by Prof. Johnston for a preliminary mechanical separation of the diamonds from the chromite is effected by means of the mixture of thallium and nitrates, first suggested by Retgers and further elaborated by Penfield. He states that this operation may be conveniently carried out in a test tube, and I give the details essentially in his own words. The temperature of the mixture is maintained by suitable means at about 90 degrees C. and its specific gravity is adjusted by means of the addition of hot water until a selected fragment of the chromite to be tested will slowly sink through it; the experimenter then added the coarsely crushed ore to the contents of the tube, and gently stirred the mixture for 15 to 20 minutes by means of a stirring rod, after which the constituents of the ore were permitted to group themselves according to their specific gravities; in this way the diamonds will rise to the top of the column along with any silicates that may be present. The tube with its contents is then cooled and broken off between the lighter and heavier portions; the lighter is then washed out with water and the residue thus obtained fused with anhydrous carbonate of sodium at a cherry-red heat, in a platinum crucible, for half an hour; the melt, after cooling, is digested in water till complete disintegration is affected; the supernatant liquid is then poured through a filter and the residue treated with strong hydrochloric acid and washed with distilled water to remove oxides of iron, magnesium, etc. In this manner a clean extraction of the diamonds, if present in the original ore, may be effected.

One remarkable feature about these diamonds is that they occasionally explode while under the microscope. This may perhaps be due to the light-pressure, or else to this extra light and possibly some heat; the fact that in one of these diamonds there appeared a large inclusion which may have been of a liquid nature also offers a possible explanation. This is especially interesting and remarkable inasmuch as the chromite itself is fused with sulphate of soda or sulphate of potassium and has been exposed to a high heat. In spite of this fact diamonds sometimes explode when exposed to the light.

South African diamonds have often been known to explode shortly after they have been taken from the mine, and even after they have been out for some time, and Dr. Leidy, of Philadelphia, had a cut stone explode while examining it with a lens when held in direct sunshine.

I have still further investigated these diamonds by the aid of the microscope and find that phosphoresce when placed in contact with the Mme. Curie radium of the strength of 1,800,000, the radium tube being covered with black paper. This is of still greater interest because Prof Johnston has recently examined the chromite of Black Lake and found that this also contains microscopic diamonds, the locality being over 1,000 miles distant from Olivine Mountain. By careful examination the investigators were also able to find microscopic diamonds in the chromite itself and have, moreover, obtained this chromite in microscopic sections, but that diamond should form in the chromite is a most interesting phase of its genesis.

These discoveries, however, bear no relation whatever to the occurrence of diamond north of Lake Ontario, with the exception, possibly, of the Ungave district; that is, with those diamonds that have been found in Ohio, Indiana, Michigan and Wisconsin, having been brought there from the James Bay district. Neither can any commercial value be placed on this discovery as yet, or is there any reason for the excitement that seems to pervade the country as a result of the news that diamonds have been found in Canada. A number of inquiries have been made of me concerning the rumor, and mining people are looking with increased interest upon the lands as far east as the Porcupine district. All the diamonds that have been found up to the present time would not weigh one carat, and they are used as diamond dust representing in value not more than 50 or 75 cents. It has, however, been suggested that larger stones may occur in the placer deposits derived from the peridotite rock, although no such discovery has as yet been made by miners who have worked these deposits for several years.

Great credit, however, is due to Prof. Johnston for detecting the diamonds in such minute quantity. It seems not unlikely that diamonds will be found in a similar condition in chromite in other localities, and that the presence of carbon in the form of shales, as in the rock of Kimberly, is not entirely essential to the formation of the diamond.

United States.—In the Arkansas fields the situation has not materially changed from last year, the systematic exploitation of the deposits not having yet been initiated. The work done has been confined to the pipe of sections 21 and 28, where 145 loads washed in a small test plant yielded 142 diamonds, weighing 53.56 carats, an average of 0.369 carat to the load. There should be added 44 diamonds, weighing 20.5 carats, picked up on this site, making a total of 186 diamonds, weighing 74.06 carats found in 1910.

These results, secured in preliminary test work, serve to show the general character and quality of the deposits. Diamonds have been found in every part of the 60 acres on the neck. At one time 150 visitors found nearly 40 diamonds in various spots on a small part of this area.

The discovery of this new diamond field has already had its effect upon the neighborhood. Murfreesboro, the county seat of Pike County, which formerly contained but one brick building—the courthouse—now has seven such buildings, one a bank and another a department store. Nearer the diamond fields a small town has arisen, bearing the suggestive name, Kimberley; here are already 15 comfortable wooden houses, a bank, and a hotel building with 20 rooms. A few years hence, when the deposits are systematically worked, this will very likely become quite an important settlement. The raising of capital for a full equipment of the mine on a large scale is now in progress; and in the meanwhile the work will only be that of a development character.

Diamond Cutting.

The influx into Antwerp of a large shipment of the diamonds from the German mines, through the operation of the contract made by three leading diamond firms of Antwerp with the German Diamond Regie, has had an important influence upon the conditions of the diamond-cutting industry in that city. The rapid accumulation of rough stones due to the receipts from the German mines, necessitated an increase in the number of workmen, and as the union in Antwerp refused to permit this, the diamond firms were forced to establish workshops in other parts of Belgium, where non-union workmen could be engaged to cut the surplus material. This has resulted in notably increasing the Belgian output, and has not, so far, reduced wages either in or outside of Antwerp. The total amount of wages paid in 1910 is estimated at between $8,000,000 and $10,000,000, the average wage being $20 a week, although the number of cutters, polishers, etc., has increased from 5,000 to 10,000 or 12,000. Indeed, the fact that Antwerp now exports more cut diamonds than does Amsterdam is largely owing to the introduction there of the German material. The material is all small, so that a much longer time is requisite to produce a carat of cut stones than if the stones were larger.

Because of the great demand for medium-sized diamonds, the wages of the diamond cutters who handled such stones were raised above the standard fixed by the diamond cutters' union. Now that this special demand has somewhat relaxed, a prominent diamond firm in Amsterdam has wanted to reduce these wages to the standard figures, but the union objects on the ground that any reduction of wages might tend to become general.

The progress of the diamond-cutting industry in Antwerp as compared with that of Amsterdam appears in the figures giving the exports from these centers to the United States for the past six years;[1] it will be noted that 1910 does not make as

[1]Journal of Commerce, Feb 28, 1911

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good a showing as 1909, although representing a fair average.

TABLE VI.—EXPORTS OF DIAMONDS TO THE UNITED STATES.

	Amsterdam	*Antwerp.*
1905	$10,425,814	$6,465 464
1906	12,435,161	6,448,894
1907	7,905,852	6,283 576
1908	4,571,804	4,408,366
1909	12 411,243	12 914,793
1910	10,655,753	*10,857,038

*The official record of imports offers some slight, but quite unimportant variations in the figures for 1909 and 1910, probably these trifling discrepancies represent the exports from the European ports and the other imports as received in United States ports. Loads shipped from Europe at the end of Dec. 1909, would not arrive here before the beginning of 1910.

These figures seem to indicate that Antwerp has not grown at the expense of Amsterdam, but has obtained a great part of the increase in diamond production since 1908, a considerable part of this coming from the German mines.

The diamond-cutting works at Hanau, Germany, are worthy of mention. In the largest establishment there are 150 mills, and 180 workers are employed, about 20,000 carats of rough diamonds being cut and polished each year. These stones come from both British South Africa and German Southwest Africa.

Best Form for Brilliancy.—From time to time patents have been taken out for a change in the form of the cutting of the crown, the upper part, or that part of the diamond which is above the girdle, the line of the setting. First, we have what is known as the rose top, differing from other brilliant forms only in the number of facets, and with a rose top continuation above; this has been known as the "rose brilliant" for centuries. Secondly, there is the system of hollowing out or concaving certain of the facets around the table or pavilion, and finally comes the concaving of the table itself, the claim being made that this adds considerably to the brilliancy of the stone. But while the grooving of the facets or of the table, the rose-brilliant form, or the concaving of the facets, may give a trifle better color to an off-color stone, and may be effective in hiding an interior imperfection, the greatest brilliancy is only obtainable from a true brilliant, and the concaving often is used to disguise the true color of the stone.

Diamond Cutters' Union.—A threatened strike of the diamond cutters of Antwerp draws attention to the general condition of the diamond-cutting industry. The total number of diamond cutters in the world is given as 20,000, of whom 10,000 or more live in Antwerp, and each one contributes from 50 to 75 cents per week to the International Union, which therefore receives from $12,000 to $15,000 each week. The resulting accumulation of funds enables the Union to pay a weekly wage to those of its members that may be engaged in a strike. To restrict the number of diamond cutters, it is provided that only sons of union members shall be received as apprentices, the number of these being limited to five per cent. of the total number of diamond cutters. The weekly wage paid to the apprentices in the first year is $5, and it is gradually increased until in the third year it reaches $25. During the prolonged depression resulting from the American panic of 1907, the American establishments were closed, and did not reopen until April, 1909. This led the cutters to consent to a reduction of 25 per cent. in their wages; half of the reduction has since been regained. It is believed that the Antwerp strike will not take place, as the points of difference between the workers and the employers will probably be settled by arbitration.

Gems other than Diamonds

RUBIES.

The recovery from the reaction in the market for colored stones during 1908 is reflected in the report of the Burma Ruby Mines, Ltd., for the year ended Feb. 28, 1910. The income and expense account shows a net profit of £658 17s. 8d., against a deficiency of £8,242 14s. 3d. for the year ended Feb. 28, 1909; these net profits added to the previous balance of £10,622 18s. 6d. gives a net balance (or surplus) of £11,321 16s. 2d. Although the depression in the market for rubies continued there were some signs of improvement, and the output was notably greater than in the previous year, as 1,594,993 trucks of ruby earth were washed at a cost of 6.2d. per truck, while in the year ended Feb. 28, 1909, but 1,071,166 truck loads were treated at an expense of 7.9d. per truck.

The company has solicited from the Secretary of State for India the remission of the arrears of rent due the Government. Under present conditions, a successful prosecution of the enterprise is largely dependent upon the action on the part of the Government, according to a readjustment of the terms exacted from the company when prospects were brighter. In spite of the increase of the output, the stock of rubies on hand decreased during the year from £50,884 6s. 7d. to £49,985 3s. 5d. The amount realized for stones sold during the year was £55,443 12s. 10d., against £34,175 14s. in the previous year. In the summer of 1908 the Mogok Valley draining tunnel was finished. Upon this improvement the company has expended £40,746 15s. 2d., and it has proven of great value; even in severe storms the water no longer floods the lower levels, as was the case before, but runs away rapidly, leaving the workings dry.

SAPPHIRES.

The only sapphires of blue color in the United States are those from the Judith basin, Fergus County, Montana, where mining is conducted by the New Mine Sapphire Syndicate, an English company, and the Yogo American Sapphire Syndicate. The workings are on the one great dike, 10 to 20 feet wide, which cuts through limestone country-rock (probably carboniferous) almost vertically, and has been traced about six miles from east to west. The English company has the eastern end and the American the western, to and beyond the Judith River. The dike material presents three types, a rhyolitic, a porphyritic and a dark diabasic rock that decomposes easily. This latter carries the sapphires, usually in crystals of a low rhombohedral form, with marked development of the basal planes, which are often triangular. No crushing is employed for fear of breaking the larger crystals. The rock is wetted and then disintegrates. The gems are obtained by sluicing and riffles. The undecomposed rock is then put through the same process several times before being rejected.

Perhaps 70,000 carats of cutting material, yielding cut stones representing from one-sixth to one-third of the original weight, were found here in 1910, as well as 2,000 ounces of mechanical and poorer material. The largest gem-stone reported weighed in the rough 19 carats, and when cut 8½ carats. This was cut as a seal. A 12-carat rough crystal of fine color is also noted, and a fine cut stone of 4⅜ carats. A larger output might have been realized had the weather conditions been more favorable, but a prolonged drought caused a suspension of washing operations for some time. Transportation facilities here have been greatly facilitated by the building of a new branch of the Great Northern Railroad from Great Falls to Billings.

The sapphire deposits near Anakie, Queensland, Australia, which produced sapphires to the value of nearly £40,000 in 1907, were much less profitably worked for a time, but in 1909 and 1910 there was a slight recovery, the returns for the former year being about £15,000 and those for 1910 about £18,000. This Anakie gem field has recently furnished a splendid canary yellow sapphire of great brilliancy and depth of color, which cut and polished weighs 43 carats.

(To be continued.)

Mother of Pearl Industry of the Society Islands.

In a report of the Bureau of Manufactures in regard to the trade of the Society Islands, Consul North Winschip, at Tahiti, speaks of the exports to the United States from there. Principal among the exports is mentioned mother-of-pearl, of which $15,298 was exported to the United States in 1910. The consul states that the steady gain in the mother-of-pearl, particularly during the last few years, was looked upon as encouraging until several merchants realized that it would be a wise practice to conserve it, and supported by the Chamber of Commerce they had the diving season of 1910 postponed from June 1 to Aug. 1, thus reducing its duration from six months to four months.

The plan also includes the closing of the lagoons consecutively for five years instead of three years. By these means and by opening fewer lagoons than last year it is hoped to protect the mother-of-pearl industry and hasten the sale of the shell now on hand and thus prevent the threatened drop in prices.

The consul further states that the pearl dealers are the only ones from whom information may be obtained as to the value of pearl exported from Tahiti. They are extremely reticent in regard to the business and no statistics on the subject are published. The value of the pearl is estimated, however, at from $60,000 to $100,000 for 1910.

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DIAMONDS
FANCY SHAPED DIAMONDS
AND PEARLS

Jewelers of Washington and Baltimore Accompanied by Their Families, Hold Joint Outing and Business Meeting.

BALTIMORE, Md., Aug. 23.—A large number of Baltimore jewelers, with their wives and families, took advantage last week of an excursion from this city to Chesapeake Beach, a Maryland seashore resort, and it was a very merry party that embarked on the steamer *Dreamland* for a trip down the bay.

The day was an ideal one and "Tommy" Sanford, at his best, kept everyone in good humor as usual, the others aiding him from time to time in entertaining.

Each family had supplied themselves with a good sized lunch box and upon arrival at the destination proceeded to take possession of a pavilion that had been reserved for them and to appease their now gigantic appetites. Here they were joined by a representation from the Retail Jewelers' Association of the District of Columbia, similarly provendered and then the real fun began.



A GROUP OF BALTIMORE AND WASHINGTON JEWELERS AND THEIR FAMILIES WHO ENJOYED THE JOINT OUTING AT CHESAPEAKE BEACH.

Following the completion of the luncheon the ladies gathered together for the discussion of domestic affairs and other matters of interest to femininity alone, while the sterner sex got together on good hard business problems.

The main question discussed was that which they allege to be illegitimate advert'sing—using space in a daily paper calling the attention of the public to sales of watches at prices ridiculously low and when the purchaser calls at the store informing him that the last one of the lot had just been sold. No specific cases were mentioned, but from the talk it would appear that there were one or more firms resorting to this manner of doing business. How to overcome this was the question.

R. B. Smith, in the absence of President Schirm, extended a hearty invitation to the members of the Retail Jewelers' Association of the District of Columbia to attend the annual convention of the Maryland Retail Jewelers' Association, to be held Sept. 12 at Pen-Mar, Md. President Hutterly accepted the invitation for the latter and stated that in all probability a number of Washingtonians would be present. A formal invitation will be sent to the secretary of the latter and to the secretary of the Pennsylvania association, a number of jewelers located in the vicinity of Pen-Mar being expected to attend. Headquarters will be at the Washington Cliff House.

Secretary Euler informed those present that applications for membership had been received from the following jewelers, all of Hagerstown, Md, which applications were submitted as the result of the efforts of Milton Kohler, of that place: A. B. Pollack, Bruce R. Carson, W. H. Needy and Claude B. Bender.

The following were among those who were present: R. B. Smith and wife; J. J. Bartholomee, wife and family; Thomas Sanford, wife and family; Fred Euler and wife; Charles Snyder, wife and mother; George Schaffer, wife and child; Miss Bessie Smith and Howard Mellen, all of Baltimore; A. O. Hutterly, Miss Corrine Hutterly, Charles A. Schwartz, A. A. Freudberg, M. H. Fearnow, wife and child; W. J. Kettler, wife and child; Mr. and Mrs. C. L. Linz and Joseph Baum, all of Washington.

Members of New England Watchmakers Club Hold Annual Midsummer Outing.

BOSTON, Mass., Aug. 25.—About 40 members of the New England Watchmakers' Club had their annual midsummer outing, Aug. 20, at Nantasket Beach, where they enjoyed the many attractions of Paragon Park and had dinner in the Palm Garden. The affair was wholly informal, and everybody present thoroughly enjoyed the day's program. A group picture was taken of a large number of participants.

Among those present were: Mr. and Mrs. J. C. Stever, H. E. Duncan and family, Thomas F. Proctor, G. M. Dill, Mr. and Mrs. J. Sundin, F W Derbyshire and family, J. Freistadter, Mr. and Mrs. L. E. Nichols, Joseph Emanuels, G. Gindrat, Aroid Sappin, Herman Hoelscher, Charles G. Stever, T. P. Pratt, C. E. Walker, A. L. Cahors, F. Freistadter, A. H. Krause and others.

J. Henry Heil, Baltimore Jeweler, Accidently Asphyxiated While at Work in His Shop.

BALTIMORE, Md., Aug. 24.—J. Henry Heil, Sr., for over 40 years a manufacturing jeweler, was accidentally killed on Aug. 21 while working over his smelting pot. It seems that prior to lighting gas beneath the pot in which he was about to melt some metal, Mr. Heil turned on the stopcock in the pipe allowing the gas to escape and upon bending over was affected by the fumes. He had evidently tried to get to a window, but had been fatally stricken before he could accomplish his purpose. The windows were all closed and death ensued from asphyxiation.

The janitress of the building at 202 N. Calvert St., in which Mr. Heil had his shop, noticed a very strong odor of gas emanating from the room shortly before 9 o'clock in the morning and tried to open the door to investigate, but it was locked. She called to her husband and a window was forced by John A. Immler, engraver, a life long friend of Mr. Heil, but it was too late.

Mr. Heil was born in Hanault, Germany, 63 years ago and learned his trade in his native land. He came to this country when about 16 years of age and continued in the jewelry business all his life. He was a member of several lodges and is survived by his widow, four sons and two daughters.

The funeral took place from his late residence, 2505 E. Preston St., with burial in Baltimore Cemetery. John A. Immler, Frank A. Persohn and August Thurn were among the pallbearers.

Bert Mannel has succeeded M. O. Wallace at Norwalk, Wis.



A GROUP OF MEMBERS OF THE NEW ENGLAND WATCHMAKERS' CLUB, WHO ENJOYED THE ANNUAL MIDSUMMER OUTING AT NANTASKET.



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In variety, beauty and novelty of design, our stock of Diamond La Vallieres and Pendants is unequalled, and is always timely because we are constantly adding new and up-to-date pieces—all selected diamonds, platinum mountings, **Wheeler Workmanship.** We always have something new to offer.

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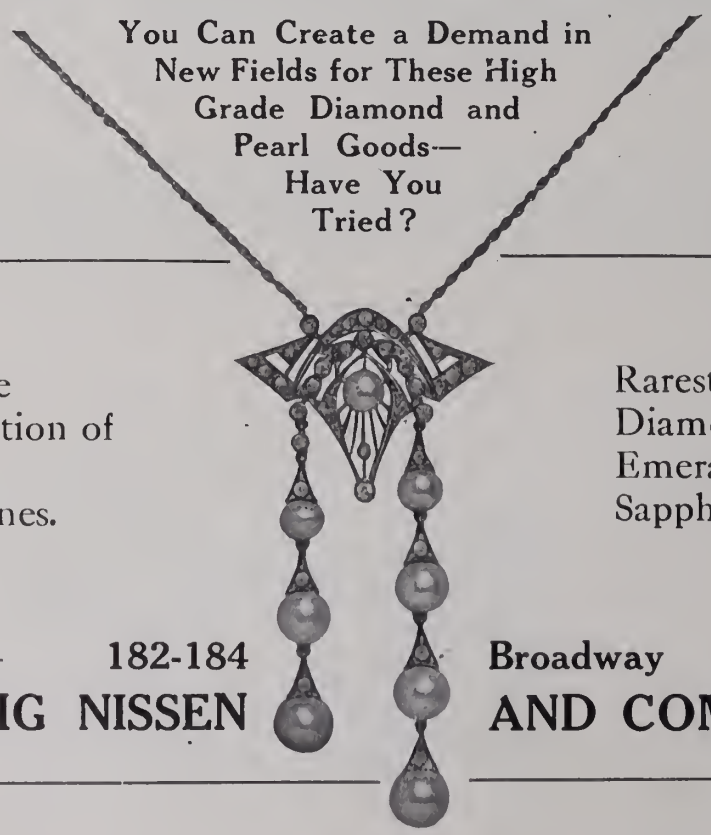
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Police Searching for Four Italians Accused of Swindling Jewelers in Washington, D. C.

WASHINGTON, D. C., Aug. 25.—As briefly noted in the last issue of THE JEWELERS' CIRCULAR-WEEKLY, four Italians, accused of obtaining about $1,500 worth of jewelry from two Washington jewelers by means of false representations and worthless checks, are being diligently sought by the police. Police in all large cities have been asked to maintain a lookout for the men and warn jewelers against them.

The leader of the men wanted is said by the police to be Joseph Debella, a former coal dealer. Where he is now is only a matter of speculation, but detectives are taking up the trail in the hope of locating him. Search is aso being made for his compatriots, who gave the names of Michael Giarra, Victor Vello and Vincenzo Viola. Detective McNamee spent several days in New York in quest of the men.

The Saks Optical Co., 708 7th St., and Marcus Korman, 1335 7th St., are two of the complainants in warrants that have been sworn out for the men. It was business on the installment plan that afforded the opportunity for the transactions, and it is charged that bad checks given by Debella exposed the scheme. The other men wanted were introduced by him to the dealers, after his financial standing had been established, entitling him to the credit he asked.

It is charged that about Aug. 16 Debella bought from the Saks Optical Co. a locket, valued at $40; two diamond rings, worth $250 and $132, respectively; two small rings, worth $15 each, and some silverware. He had previously made purchases at the store and his credit was regarded "O. K." Introduced by Debella, Vello a few days later bought a large solitaire diamond ring, paying $40 on account. Giarra got a ring worth $287, paying $50 on account.

From Marcus Korman Debella obtained articles valued at more than $200. He had previously dealt with the firm, and had induced Korman to buy coal and wood from his yard on the score that he was a good jewelry customer. In part payment for his last purchases Debella is alleged to have given a check for $55, drawn on the Home Savings Bank. The check was returned and the police notified. When detectives got busy on the case it was found that Debella and the other three Italians for whom he had stood sponsor had left the city. They are believed to have gone to New York.

Debella is described as 26 years old, 5 feet 6 inches tall, of medium build, and has a smooth shaven face and black curly hair cut short. When last seen he wore a Panama hat, blue pin stripe sack suit, and was adorned with a heavy gold curb chain with lion head locket and a diamond stickpin with ruby center. Giarra is about 27 years old, 5 feet 9 inches high, weighs 140 pounds, is of slender build, and had a small black moustache, which he will probably shave off. Vello is 28 years old, 5 feet 10 inches high, very erect in carriage. He is clean shaven and wore a Panama hat and light brown suit. Viola is 36 years old, 5 feet 4 inches tall, weighs 145 pounds, is of stocky build and wore faded brown suit. He has the appearance of a mechanic.

Watchmakers Form Club at South Bend, Ind., and Will Try to Found a National Organization.

SOUTH BEND, Ind., Aug. 23.—There is considerable interest among watchmakers and jewelers of this section in the watchmakers' club, which was recently organized on a permanent basis at a meeting held in the Elks' Temple. The organization, which began with a membership of 35 (all watchmakers employed in the South Bend Watch Co.), is now branching out with a view of making this a national movement. The officers of the local club desire to co-operate and affiliate with other similar clubs of watchmakers in other watch manufacturing centers, and if possible develop a national organization, which will cover the whole country.

The formation of the club was the outcome of a series of social gathering among the employes of the South Bend Watch Co.'s factory, and a desire of obtaining facilities to perpetuate these gatherings. At the formation meeting M. J. Bolger acted as temporary chairman, and J. W. Blakely acted as temporary secretary. S. D. Rider, vice-president of the South Bend Watch Co., and C. T. Higginbotham, the consulting superintendent endorsed the movement and promised it support.

The officers chosen by the club are: M. J. Bolger, president; John Birby, vice-president; J. W. Blakely, secretary, and D. J. Sylvester, treasurer. The president has appointed committees on new quarters, finance, membership, constitution and by-laws, name and publicity.

Girl Charged with Robbing Two Boston Jewelry Firms Held in Heavy Bail—Stolen Property Recovered.

BOSTON, Mass., Aug. 26.—Sarah V. Dowling, alias Vera Darling, the young woman who was arrested twice recently in connection with the disappearance of diamond jewelry from the stores of Shreve, Crump & Low Co. and Bigelow, Kennard & Co., was arranged Aug. 22 in the municipal court, where Judge Wentworth held her in $2,000 bonds on the Bigelow, Kennard & Co. charge, as she had been held previously on the Shreve, Crump & Low Co. charge, for the Grand Jury.

She was unable to furnish bail and was taken to the Charles St. jail. The ring stolen from Bigelow, Kennard & Co., which was valued at upward of $1,000, has been restored to the firm. It was in the possession of Max Levine, a second-hand dealer at 112 Merrimac St., and is said to have secured the $500 cash bail on which the woman was released after her first arrest, which was made on the charge preferred by Shreve, Crump & Low Co., where two pendants were missing after her visit, one valued at $325 and the other at $350. Both were recovered subsequently where they had been pawned.

Thieves entered the jewelry store of A. R. Steely, Berne, N. Y., and stole watches and jewelry valued at about $100.

Receivers Appointed for the Frank F. Bonnet Co., Columbus, O., After Creditors File a Bankruptcy Petition.

COLUMBUS, O., Aug. 26.—A petition in involuntary bankruptcy was instituted in United States Court here last Thursday against the Frank F. Bonnet Co., N. High St. The proceedings were brought by the International Silver Co., which has an unsatisfied claim of $3,100; Connors & Settler, New York, whose claim is $1,220, and A. S. Uderov, New York, whose claim is $1,994. The allegation is made that the company has been insolvent for some time, and that an act of bankruptcy has been committed in that the concern turned certain property over to several creditors with intention to prefer them over other creditors.

Benson G. Watson and A. T. Seymour, both attorneys, were appointed receivers by Referee in Bankruptcy Frederick Sinks, who acted in the absence of Judge Sater.

The company's troubles date back to the panic of 1907. The usual Fall business was hurt by this panic; the next year was but a slight improvement, and recovery continued slow in 1909. In 1910 business was paralyzed by a street car strike, and from the combined poor business of four years the company has not succeeded in pulling from under.

Frank F. Bonnet is president of the concern; George W. Bright, vice-president and treasurer, and J. N. Bonnet, secretary. Frank F. Bonnet has been in the jewelry business for many years, as was his father before him. When his father died he left half of the stock in his store at Zanesville to his three sons.

In 1885 or 1886 Frank F. Bonnet left Zanesville and went to New York, where he became interested in a jewelry firm. In 1888 he came to Columbus, where he opened a jewelry store, which he conducted for 13 years. In 1901 he met with financial reverses and the Bonnet & Ross Co. was formed to succeed him, Mr. Bonnet being associated with Thomas H. Ricketts and Frank B. Ross. Later the stock of the last two was bought by George W. Bright, now chairman of the board of directors of the Citizens Trust and Savings Bank, and vice-president of the present Bonnet Company, which was organized under Ohio laws with a capital stock of $50,000, of which $48,000 was paid in.

In April, last year, the company moved from 77 N. High St. to 98 N. High St., and this removal may also be included in the list of things which brought on its present difficulties. The move was an expensive one, as the company made extensive improvements on the storeroom at 98 N. High, putting in marble floors, steel ceilings, etc., before moving in. The company has had, with one exception, the finest appearing store in the city, and has an old established clientele.

It is too early for more than a rough estimate of assets and liabilities, but the latter may be in the neighborhood of $60,000, while the stock, at retail price, may inventory $40,000 or $45,000, according to B. G. Watson, one of the receivers, who is Columbus attorney for the Jewelers Board of Trade.

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American Pearls

Leadership and Liberality

They were discussing the secret of business leadership at a Jewelers' club, when one of them said:

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THE NEWS FROM ENGLAND.

Jewelry Trade Suffering from Many Causes—Isolation of Birmingham and Sheffield by Reason of the Strike—Jewelry and Horological Jurors at Festival of Empire and Imperial Exhibitions

LONDON, Aug. 19.—We are still suffering from the effects of the long drought and the sweltering heat. It is certainly not conductive to business, and there are also the holidays to quiet things down in the great cities. Moreover, the strikes in the most important cities cannot do otherwise than affect trade and upset commerce generally. The consequence is that London, Liverpool, Manchester and Glasgow have been very quiet so far as our business is concerned. Birmingham is just marking time, despite a few instances of full time and overtime also, while Sheffield is fairly well employed. The seaside resorts have done well, for a spell of over 40 days' sunshine has been a perfect blessing to them; but the demand at such places is generally for the cheaper class of goods, which, alas, is often the case in the principal cities.

Added to the troubles occasioned by the strikes and lockouts, we have the unpleasant fact that July's Board of Trade returns show a considerable drop on the export side, the lessened value being £3,780,000. On the other hand, the imports have gone up by £1,690,000, which is an improvement on the previous month. But with the strike of the railway men and the transport workers, and many of the men connected with the distributing trades, there is every reason to believe that the trade of the country will show a considerable decrease when the figures for August are ready.

* * *

One can hardly believe what a dislocation of trade can be effected in a few hours unless face to face with the fact. Birmingham has been isolated so far as every trade is concerned. Effect—little good stuff entering the city; no jewelry jobbing gets into the manufacturer's and repairer's hands, because both goods traffic and mail traffic are seriously hampered. Sheffield is in a worse plight so far as sending goods out is concerned. Silver and E. P. being heavier and more bulky, it means transit by goods in passenger train. These have been practically hung up. Mails are run when possible, so small parcels of jewelry may occasionally get through. Then, of course, there is the risk of loss, and no risks are being taken. I have just had a run round the railway stations on the north side of the Thames, and it seems extraordinary to see the military bivouacking in the open squares outside the gates of the railway stations, and more remarkable still to see individual sentries posted with fixed bayonets on the ends of the platforms. All this makes the shopkeepers very uneasy, for the strikers are mostly of the lower working classes and, although in London they have been kept fairly under control, there is no knowing when they may break out

* * *

The Board of Education is at least awakening to the fact which I and others have been hammering at for the past 20 years, viz., that it is absurd to have set examinations for which students can be coached and crammed, and that the teaching of drawing and design should fit the requirements of the district. This means that, at last, in districts like Sheffield and Birmingham and parts of London where the silversmithing and jewelry trades are carried on, that the teachers need no longer be compelled to teach their students on those narrow but so-called general lines which lead no where, but will be permitted to give such instruction as the crafts really require. The same in the pottery districts or where furniture is a special craft. We are moving slowly!

* * *

The jurors for the arts and crafts section of the Festival of Empire and Imperial Exhibitions have just been chosen at the first meeting of the general committee of jurors, over which W. Augustus Steward was chosen to act as president. R. W. Cole, one of the most enthusiastic of British watchmakers, who was juror at the Japan-British Exhibition; Starkie Gardner, the famous authority on metal working generally, who acted in like capacity at the Imperial Exhibition and the Japan-British Exhibition; Daniel Buckney, who is one of the leading horologists of the kingdom, are also members of this jury and will likewise act as such on the science jury and with Mr. Steward as juror of the public institutions section. W. Augustus Steward is president of the arts and crafts jury, a position which he has held at the last two exhibitions here, following his appointment as vice-president of two sectional juries and honorable secretary of the group jury at the Franco-British Exhibition.

* * *

I just learn from Paris that the jewels of the ex-Sultan Abdul Hamid ("Abdul the Damned," he was christened in England) are to be sold through the medium of a jeweler of the quartier de la Madeline, Paris. It is expected that they will fetch 10,000,000 francs. They are to be sold by order of the Minister of Turkish Finance. And now I am off to Paris and hope on my return to be able to give my readers some impressions which may be of service to them.

ST. GEORGE.

Importations at the Port of New York.

Weeks ended Aug. 20, 1910, and Aug. 19, 1911.

	1910	1911.
China, glass and earthen ware:		
China	$77,423	$44 979
Earthen ware	15,540	14,595
Glass ware	66,994	34,540
Optical glass	1,772	738
Instruments:		
Musical	10 598	21 024
Optical	12,528	8,739
Philosophical	3,557	.....
Jewelry, etc:		
Jewelry	24,474	37,411
Precious stones	655,320	1,465,077
Watches	37,136	50,310
Metals, etc.:		
Bronzes	3,353	1,821
Cutlery	30,687	69,991
Dutch metal	1,212	.....
Platina	34 142	177 631
Plated ware	151	485
Silverware	3,709	7,250
Miscellaneous:		
Alabaster ornaments	338	689
Amber	10,771	14,472
Beads	3,639	17,830
Clocks	12 924	9,400
Fans	3,780	2,601
Fancy goods	13,377	19,946
Ivory	39,771	30,758
Ivory, manufactures of	201	207
Marble, manufactures of	62,297	60,565
Statuary	16,406	9,688

Death of John Gewehr.

The funeral of John Gewehr, a well-known member of the silverware trade of New York, who died at his home, 606 Decatur St., Brooklyn, Sunday, Aug. 20, of cancer, was held in the Church of St. Benedict, Fulton St. and Ralph Ave., last Wednesday morning, the interment being in St. John's Cemetery, Brooklyn.



THE LATE JOHN GEWEHR.

Mr. Gewehr was in the 59th year of his age, and had been in the silverware business for the past four years at 8 John St. He came to this country from Germany when a young boy, and at the age of 16 obtained employment with the old house of J. A. Babcock, jewelers.

When J. W. Johnson began business in 1869, Mr. Gewehr associated himself with him and remained with him for 40 years. In 1907 he started in business for himself at 8 John St., and continued until last May, when, on account of failing health, he was compelled to retire.

Mr. Gewehr was well known and popular in the trade, and was respected for his conscientiousness, his integrity and other sterling qualities. He is survived by a widow, Johanna, three sons, Florence, Charles and George, and two daughters, Katherine and Mary.

In a destructive fire which occurred in Lore City, O., recently, Dunn's jewelry store at that place was destroyed, with a number of other buildings. The total loss is about $50,000.

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Extract of address delivered by J. P. Archibald at the sixth annual convention of the American National Retail Jewelers' Association at Richmond, Va.

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Involuntary Bankruptcy Proceedings Filed Against the Columbus Clock Co., May Be Contested.

COLUMBUS, O., Aug. 26.—Involuntary bankruptcy proceedings were started Friday in the United States Court here against the Columbus Clock Co. The petition was filed by the Scoville Mfg. Co., the Terry Engraving Co. and H. C. Leister, whose aggregate claims amount to about $750. The usual allegations concerning acts of bankruptcy are made. There is a probability that the proceedings will be fought.

The Columbus Clock Co. was organized to purchase the business of the Rochelle Clock Co. of Illinois a year or so ago. The Rochelle company was sold originally to Wm. Reel, who was to organize the Columbus company. Stock amounting to $15,000 was to be sold to pay in part the stockholders of the Rochelle Clock Co. This was not sold and John Zuber, Isaly Bros. and Herman Falter gave their note for $15,000, the understanding being they were to sell stock to reimburse them. Again the stock was not sold, but finally the company assumed this indebtedness, with these four men as indorsers of the note.

The bank making the loan then called it, and Charles P. F. Krumm, an attorney, who is counsel for the company, its vice-president and a director, assumed the indebtedness, taking a mortgage to protect himself. These involved financial proceedings have been followed by the suit in bankruptcy.

The company has been doing a fairly good business, according to Secretary E. A. Bazzett, who gave out the above statement of its affairs. W. O. Frohock, a furniture man, is president of the company, and H. R. Isaly is treasurer. Some of the stock was disposed of to Columbus citizens, who still hold it.

The clock company's plant is at City Park Ave. and Thurman St. in the building once occupied by the defunct Columbus Watch Co.

Death of Joseph Kaufman.

PHILADELPHIA, Pa., Aug. 23.—Joseph Kaufman, treasurer of the jewelry firm of the A. J. Gannon Co., 1004 Chestnut St., this city, died suddenly Aug. 16 from an attack of apoplexy, at his Summer cottage at Atlantic City, where he had gone to recuperate from similar attacks which had undermined his health during the recent hot spell.

While Mr. Kaufman had been ailing, off and on, for the past year, his condition was not regarded as serious by his family. On the morning of his death he was preparing for his usual walk on the strand when he was suddenly stricken as he left his bedroom.

Deceased had only been associated in business with the A. J. Gannon Co. for one year. Previous to identifying himself with that firm he was for 15 years a member of the Pollitz, Kaufman & Le Fort Co., curtain manufacturers.

Owing to Mr. Kaufman's short career in the jewelry business he was not intimately known in the trade. He was 62 years of age, and is survived by his widow and two sons, Dr. A. S. Kaufman and G. S. Kaufman. The latter is connected with the A. J. Gannon Co., and may assume his father's late position with that firm.

Sneak Thief Steals Nineteen Rings From Jewelry Store at Washington, D. C., and Leaves No Clue.

WASHINGTON, D. C., Aug. 25.—The local police are endeavoring to get some clue to the identity of a clever thief who a few days ago stole a tray of diamond rings from the store of Adolph Seiverling, 710 H. St. N. E. On the day the theft occurred Seiverling was away from the store for about three hours, leaving his daughter in charge. Miss Seiverling went into the rear yard for a few minutes, leaving no one in the store. There is a window in the back of the building through which she believed she could see anyone who entered the shop.

Returning to the front part of the store, the young woman was surprised to find a tray that had contained rings, but it was empty. Thinking that her father might have put the rings away before he went out, although she was sure she had seen them in the case after he left, she looked in the safe, but failed to find them. The police were notified immediately upon Seiverling's return, and detectives who investigated the case said they were convinced the thief had entered the store and had stolen the rings while Miss Sieverling was out in the yard.

There were 19 rings on the tray, set with diamonds ranging from ¼ to ¾ carats. They are valued at $300.

Miss Seiverling told the detectives that when she came into the store she noticed a man in front of the place ride away on a bicycle, but she was unable to furnish the police with his description.

Assets and Liabilities of L. J. Vierson, Chicago For Whom Receiver Has Been Appointed.

CHICAGO, Aug. 28.—A meeting of the creditors of L. J. Viersen, 10944 Michigan Ave., will be held on Wednesday, Aug. 31. Ed D. Buell has been appointed receiver under a bond of $2,500. The liabilities are $15,410 and the assets are about $5,300.

The creditors and the amounts owing them are as fallows: Less than $25, Watson & Newell Co., Rockford Silver Plate Co., Otto Young & Co.; Max Nathan & Co., $39; S. J. Son, $60; Norris, Alister & Co., $68; Rockford Watch Co., $55; Despres, Bridges & Noel, $100; Stein & Elbogen Co., $130; John Neuman, $225; A. L. Williams & Co., $141; Wands Art Co., $135; A. C. Becken Co., $639; W. A. Burrows, $450; W. J. Johnston Co., $1,245. He owes for borrowed money on notes $1,500 to Chas. Fisk, Oakland, Nebr., and to his brother-in-law, J. De Bruin, $9,500.

The assets consist of book accounts, $315, and stock listed at $5,000, but Mr. Viersen claims $400 exemption under the act.

William B. Joseph, jeweler, 405 State St., Schenectady, will soon turn his store over to carpenters and builders for an extensive overhauling. New mahogany cases, mirror wall cases and other up-to-date fixtures will be installed.

Memphis Jeweler Swindled by Strangers Whom He Met at Providence, R. I.

PROVIDENCE, R. I., Aug. 2.—Arthur Bailer, of the Bailer Jewelry Mfg. Co., Memphis, Tenn., was the victim of three clever confidence men in this city a few nights ago, according to the story which he told to the police of the Fifth Precinct. His statement is that he was relieved of $110 in money and a $400 diamond ring in less time than it takes to tell it, and was left standing alone while his three newly-made acquaintances disappeared into a building at 84 Weybosset St., from which they failed to emerge.

About 8 o'clock Mr. Bailer, who was stopping at the Crown Hotel while on a buying trip to this city, sauntered out for a short walk before retiring. Near the corner of the street he came across an agreeable stranger with whom he soon made friends. His new-found friend informed him that he intended taking in a moonlight excursion and, after expatiating upon the delights of moonlight excursions, prevailed upon Mr. Bailer to go along. The two walked leisurely along toward the wharf, and, when about half the distance, Bailer says two well-dressed strangers stepped up to them and inquired the way to the docks. It wasn't long before all four were engaged in friendly conversation, and it developed that the two new arrivals were also bound for the moonlight sail. Someone suggested that they have a cigar before going on board the boat, and a second suggestion was made that they match coin to see who would pay for them. This being agreeable to all hands, they proceeded to match.

The game failed to stop at cigars, however, $5 and $10 bills being substituted in a short time. Before Bailer realized it he says that he was out his roll, consisting of $110 in all. A $400 diamond ring which he wore on his finger was then put up as security for a $50 loan, and again the game went on. This $50 went the same road as the $110, and soon Bailer was "broke" again. At this stage of the game the men decided that they would not take in the moonlight excursion after all, and Bailer says all hands retraced their steps and walked down Weybosset St. toward Turk's Head.

When the party arrived in front of No. 84, Mr. Bailer's acquaintances requested him to wait a moment while they stepped inside the building. This he did, but so far as their return is concerned he might have been waiting yet. The building makes connections with another which has an exit on Westminster St. by a bridge, and it is supposed that the men went through this after leaving their victim on the Weybosset St. side.

After waiting for some time for the men to return, Mr. Bailer went to the Fifth Police Station, where he reported the case to Lieut. Muldoon. The inspectors' department was at once notified and has since been at work upon the matter, but no clue to the strangers has been found.

J. P. Hoeltgen, of Belle Plaine, Minn., has disposed of his jewelry stock and will engage in the optical business in St. Paul.

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Before long, fanciers of this phenomenal gem will be seeking pieces showing their national colors.

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Ninth Annual Exhibition of Jewelry Opened by Powers & Mayer, New York.

For six days—from Aug. 28 to Sept. 2—at their show rooms, 8-14 W. 38th St., New York, Powers & Mayer are holding their ninth annual exhibit of diamond jewelry of the highest grade, and beyond the very shadow of a doubt it is one of the most, if not the most, remarkable displays, from the viewpoints of artistic merit and variety of design, that has ever been given by any one manufacturing concern in the United States.

The exhibit is open to the retail trade only—manufacturers are respectfully barred—and without question no retail jeweler or buyer in Greater New York, having a desire to keep abreast of the times, or those in other cities who can get to the "big town," should fail to take advantage of this exceptional opportunity.

Even if there be no idea of purchase—forgetting commercialism, so to speak—it is an education, in the strictest sense of the term, to see in the neighborhood of 2,000 numbers—the handiwork of most expert artisans, ranging from stickpins to the most exquisite and delicately patterned diamond and pearl-and-diamond platinum-set collars, pendants, La Vallieres, and the new jabot or handkerchief effect, every piece of which is of an original and exclusive design.

There are two necklaces of particular beauty and artistic design—one of pearls and diamonds set in platinum lace effect of the most delicate workmanship; the other in all diamonds, having a different design, but still of the popular lace effect. There are scores of rings set with beautiful specimen stones—brown, rose, Nevette, pear-shaped, square and oblong diamonds, and many others with the choicest of rubies and emeralds, together with a choice array of pendants and drops in amethysts and opals. The showing of men's rings is quite the largest and most varied ever seen in New York.

The entire display includes rings, La Vallieres, pendants, drops, neck chains, combs, tiaras, collars, bar pins, neck chains, men's cuff buttons, jabots, stickpins, all in bewildering display, each having its unquestioned individual merit, so that it is very difficult to even consistently describe them, but it can all be summed up pretty well in the remark passed by one of the visitors, who said: "Well, it is the best ever—quite the finest exhibit of the kind that I have ever seen in New York, or, in fact, anywhere."

One of the special features that is calling forth most favorable comment is the "Phenoma" watch, and which is indeed a novelty in watch construction. It is evolved from the locket, made on somewhat the same plan, and has plates of different colored enamel, which gives it a different color scheme as the different plates are inserted. The timepiece itself is permanently fixed on one side, the reverse being made of the finest sort of openwork design, and four different enamel plates go with each watch. Thus it is possible for the woman to change the whole color effect of her Phenoma watch to conform with her gown if she so desires. This watch is being made up in many beautiful designs, and by its construction any number of color schemes are possible.

Upon the whole, Powers & Mayer in their exhibit are to be congratulated in offering something to the trade that is not only of intrinsic value but having an unquestioned educational factor, and a visit to this exhibit by dealers in the beautiful in jewelry can truthfully be done in the same spirit as a true artist regards a visit to the beautiful paintings in a famous art gallery.

Death of Walter Hubbard.

MERIDEN, Conn., Aug. 26.—The death of Walter Hubbard, of the Bradley & Hubbard Mfg. Co., of this city, who was one of the most prominent business men in that section of the State, died in Burlington, Vt., on Aug. 24, after an illness of only six hours. Death was due to an acute attack of congestion of the lungs. Mr. Hubbard had gone to Burlington with his niece, the wife of Dr. E. W. Pearce, to spend the Summer, and his sudden death came as a great shock to his family and friends.

Mr. Hubbard was born in Middletown, N. Y., Sept. 23, 1838, and was one of a long line of New Englanders in direct descent of George Hubbard, who came to this country from England in 1763. He was educated in the public schools and started in business for himself about 1861. After some time he married Miss Abbie M. Bradley, who died a short time later.

Mr. Hubbard and his brother-in-law, N. L. Bradley, were founders of the big art metal and lamp industry, which is now one of the most important manufactures in Connecticut. Mr. Hubbard gave Meriden a fine assset when he built the Windsor Hotel, said to one of the finest hotels of its size in New England. The gift which will commemorate the name of Walter Hubbard is Hubbard Park, an estate of 100 acres of beautiful woodland, which is considered by landscape lovers as one of the most noted parks in the district and famous for its wild scenery and natural beauty.

Deceased was a director of the Meriden Jewelry Co., the founder of the Meriden Gas Lighting & Electric Light Co., one of the original incorporators of the Meriden Trust & Safety Deposit Co., and also a director in several banking institutions.

Mr. Hubbard's character and the civic pride he took in his native town made him very popular with his friends and business acquaintances and sincere regret was expressed by all who knew him, when the news of his death was received.

Market Prices for Silver Bars.

The following are the quotations of silver bars in London and New York as reported last week:

		London.	*New York selling price, .999 Basis.*
Aug	22	24 1-8d.	$0 54⅜
"	23	24 1-8d.	54⅜
"	24	24 1-8d.	.54⅜
"	25	24 1-16d.	.54¼
"	26	24 1-8d.	.54⅜
"	28	24 1-16d.	.54¼

Creditors File Involuntary Bankruptcy Petition Against Harry Mermelstein, New York.

An involuntary petition in bankruptcy was filed last Monday in the United States District Court at New York against Harry Mermelstein, a jeweler at 368 Grand St., New York. The petitioning creditors are Chas. Aronowitz, with a claim of $411; Simon Brand, with a claim of $296, and John H. Cadmus, with a claim of $131.

The petitioners allege that Mermelstein committed an act of bankruptcy within four months preceding the filing of the petition in that he transferred various moneys to various creditors with intent to prefer them; that he transferred all his merchandise and assets to an assignee, and that the assignee has taken possession of the property.

The liabilities are placed at $15,000 and the assets at $1,500.

Mermelstein has been in business many years, and after acting as a traveling salesmon for some time started in business for himself about seven years ago. He has had establishments previously at 75 Ave. B, 163 E. Broadway and 392 Grand St., Manhattan, and also in the Bronx.

A petition in bankruptcy was filed against him in March last, but he effected a settlement with creditors and the petition was dismissed and he was not adjudicated a bankrupt.

Attleboro and Providence Jewelers Will Participate in Joint Exhibit at Boston This Fall.

ATTLEBORO, Mass., Aug. 26.—The jewelers of the Attleboros and Providence are making considerable progress in preparations for the jewelry exhibit they intend to make in connection with the Boston Chamber of Commerce exhibition at Boston this Fall. A number of firms have already agreed to enter, and others will give their answer within a short time.

Charles I. Campbell, general manager of the exhibition, now has charge of interviewing the jewelers, having agreed to perform the work for the Attleboro and Providence committee of jewelers. He announces that the following firms have agreed to exhibit:

The Bates & Bacon Co., the D. F. Briggs Co., the C. M. Robbins Co., the Standard Button Co., the Electric Chain Co., the J. F. Sturdy & Sons Co., the R. F. Simmons Co., S. O. Bigney & Co., the Fontneau & Cook Co., the C. D. Lyons Co., the Irons & Russell Co., Wolcott Mfg. Co., and the E. L. Spencer Co.

The exhibit will be arranged in showcases, each firm having a case of its own. It was first intended to have an exhibit of unfinished work, but this was abandoned on account of the work involved.

Nathan W. Welch, doing business in Taunton, Mass., under the name of Vigilant Button Works, is defendant in an involuntary petition in bankruptcy filed in the United States Court. The petitioners were Herman G. Hodges, John H. Eldridge and the Taunton National Bank, all of Taunton.

Out-of-Town Buyers

are cordially invited to inspect the STONES we cut to unique designs ready for mounting in jewelry that are so ABSOLUTELY DIFFERENT as to compel attention and FORCE SALES.

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Death of Michael Fitz Gerald.

PROVIDENCE, R. I., Aug. 28.—Michael Fitz Gerald, one of the pioneers of the modern type of manufacturing jewelers, as well as one of the oldest and best known members of the guild in this city, died at his home, 72 Doyle Ave., this city, at an early hour this evening, after being confined to the house since July 6. He was stricken about 5 o'clock on the afternoon of that date, being one of the victims of the excessive heat that caused the death of nearly 50 persons and prostrated several hundred others. Mr. Fitz Gerald had not been feeling well for several months and the unusually high temperature induced an attack of apoplexy and hemorrhage. Dr Byron J Lillibridge was summoned and Mr. Fitz Gerald apparently rallied under his ministrations, but the improvement was only temporary and he gradually sank into a comatose condition, and for more than a fortnight he had been unconscious.

Mr. Fitz Gerald was one of the few remaining links between the old-time manufacturing jeweler who came up through an apprenticeship and shop experience and the later-day jeweler of the mercantile type. He was fortunately one of those men who could adapt himself to the conditions of the times and was counted among the most successful of the representatives of the industry which he so generally typified.

Although a man who depended entirely upon himself and who acted individually upon all business affairs, he was ever ready and willing to give freely of his hard-earned experience and to lend financial assistance to any young man just starting upon a manufacturing career, provided the applicant could show the possibilities of results. He also frequently extended a helping hand to those who had been longer established but who required temporary tiding over.

He was born in Ireland, within a few miles of the city of Dublin, of poor parents, in August, 1838, but through the death of both was left an orphan when very young. Through the assistance of relatives and friends in this country, in company with three brothers and a sister, he emigrated to America, crossing the Atlantic in a sailing vessel, or merchantman, arriving in Boston in November, 1849. They went immediately to Attleboro, Mass., where the friends who were to care for the young wayfarers lived. The latter were too poor to more than furnish a shelter for the young emigrants and they were at once placed at work. The manufacturing jewelry industry was in its infancy at that time, but Michael was apprenticed to one of the leading concerns of the day and served through all the varied and intricate departments. After completing his time he was employed as a journeyman until 1860, at which time he had thoroughly mastered all parts of the trade.

About this time he removed to this city, believing that with the larger number of manufacturing jewelry concerns his opportunities would be correspondingly increased. But the disturbances in business occasioned by the political contentions preceding the outbreak of the Civil War, and the beginning of the hostilities themselves completely disrupted the jewelry business and manufacturing practically ceased. Hundreds of those employed at the industry enlisted in defense of their country, and fired by the spirit of patriotism Mr. Fitz Gerald was among the first to tender his services to his adopted country. In the early days of the outbreak the physicians were especially strict in their examinations, and the loss of a part of one of the fingers of the left hand was considered so serious a defect that he was rejected.

As there was no employment at his trade in Providence Mr. Fitz Gerald removed to Wisconsin, where he remained for two years, devoting himself to whatever employment offered itself, but by hard work and business acumen he was successful in materially increasing his capital so that upon the revival of the jewelry business after the reconstruction period, he returned to Providence and at once secured work at the bench, remaining until 1869, when he decided to start in business for himself. At that time he had accumulated considerable more than is usual for a journeyman who has to earn his capital. He formed a partnership with Charles H. Brown, who died four years later, Mr. Fitz Gerald purchasing his partner's interest.

Mr. Fitz Gerald took the firm name of M. Fitz Gerald & Co., although doing business alone, and there was never any change in the style. He had, however, given an interest in certain lines of the business to different persons in his employ as recognition of their faithfulness, as from time to time he undertook the manufacture of other lines of goods. About 1873 Mr. Fitz Gerald had an opportunity of purchasing the valuable and desirable real estate on Eddy St., between Friendship and Clifford Sts., whereon he erected the Fitz Gerald building, which was one of the first in the city to be erected exclusively for manufacturing jewelry purposes, and for many years it afforded shelter of the most valuable aggregate product of any building in the country.

The deceased was essentially a home loving man and never affiliated himself with any secret society of any description. He was for several years a member of the Manufacturing Jewelers' Board of Trade, and was one of the first to advocate the uniform closing of the manufacturing jewelry establishments for the Summer vacation period, and almost from the first year that his building was completed he has shut down the power which operated every shop in the structure during the first week in July.

Mr. Fitz Gerald, soon after his return to this city from the west, married Miss Sarah A. Morgan, of this city, who died eight years ago. He leaves four children, two daughters and two sons, one of the latter being Jerome Fitz Gerald, associated with the leading retail firm of Tilden-Thurber Co., of this city. His funeral will occur Thursday at 9:30 o'clock from the Holy Name Church.

W. C. Graves has succeeded C. E. Millard at Spencer, Ia.

Man Suspected of Being One of the Robbers Who Murdered a New York Jeweler Goes to Prison on Another Charge.

Ernest Vandervoort, alias John Reid, 821 Columbus Ave., arrested in connection with the murder last month of Adolph Stern, the clerk in Jacab Jacoby's jewelry store at 13th St. and Sixth Ave., when a gang of men drove up in a taxicab and after throwing a brick through the window shot Stern and stole a tray of diamonds, was sentenced to four years in Sing Sing by Judge Swan in the General Sessions Court at New York, Monday, after he had pleaded guilty to carrying a blackjack and loaded revolver.

Detective Fitzpatrick, who arrested the prisoner, said that he had also been arrested for shooting a man during a baseball game in the Bronx. When Judge Swan spoke to him about this the prisoner boastingly said:

"Oh, that case was easy; I beat that."

Detective Fitzpatrick said one of the witnesses of the attack upon the jewelry store had positively identified Vandervoort as one of the men who drove up in a taxicab and escaped in it after the killing.

Jet Articles and Other Articles of Personal Adornment Declared Not "Jewelry" by United States General Appraisers.

Several decisions were rendered by the Board of United States General Appraisers, Monday, which affect the classification of articles of personal adornment. A protest filed by G. W. Sheldon & Co., regarding the classification of jet brooches, jet hatpins, together with other articles of jet, was decided in favor of the importers. Their claim was for a rate of 50 per cent. under the jet provision in the present tariff act as against the Collector's classification at 60 per cent. ad valorem as "jewelry." The same firm imported bracelets and amethyst pins. Judge Sharretts holds that the classification of these articles was correct and that they must stand the tax as jewelry.

The American Express Co. succeeded in securing a reduction in the rates of duty exacted on merchandise similar to that entered by Sheldon & Co. D. Lisner & Co. also were granted lower duty on jet goods. The board overruled a protest filed by the H. B. Claflin Co. in a claim for reduction in duty on personal articles of adornment. It was decided that the assessment made on beads imported by M. C. Lilley & Co., Columbus, O., is correct, relief being refused. Other protests involving the classification of jewelry decided adversely to the importers included Strawbridge & Clothier, John M. Harris & Co., Darlington & Co., and E. Klauber & Co.

Many importers of glassware failed to have their protests sustained. The merchandise included gas globes of blown and opal glass, bonbon boxes of glass, vases, table glasses and a large variety of other articles.

Eugene A. Gaston has succeeded Gaston Bros. at Ness City, Kans.

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It appeals *Quickly* to the fancy of *Every Woman*

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Black Opal Doublets

We have introduced this novelty that this article refers to, to the trade.

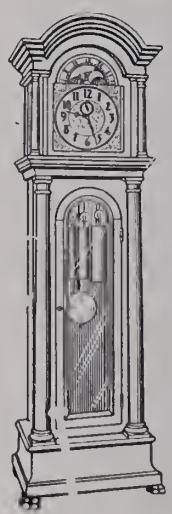
One error though, we use no jet for the back, but we take the matrix found with the stone. They do not only resemble black opals, but are extremely difficult to tell from the Australian after they are mounted.

Ask your manufacturer to show you some of these new stones mounted.

From the N. Y. "Sun," July 25th:

"The jewelers have taken their cue for a new and startling effect from *Mexico*. Now they mount opals on a thin base of jet, the heavy black background changes the aspect of the opal entirely and practically produces another precious gem. In appearance it somewhat resembles the much-prized black opals of Australia."

MAYER & MILLER CO. **12-16 John St., N. Y.**



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Mr. R. H. Mayland, the celebrated bell specialist, makes exclusively for us, our bells. Each bell bears the patent stamp Dec. 4, 1900.

No tubular bells are imported, as the public is led to believe.

Things change. English clocks and fusée watches had once a reputation of superiority. Enterprise and improved machinery have enabled manufacturers of other countries to produce better goods and more variety.

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BY JOHN J. BOWMAN

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Jewelers' Circular Publishing Co.
11 John St., New York.

Buffalo, N. Y.

The site of the store owned by James Clegg, at 14 Seneca St., will be occupied after May 1, 1912, by a new office building, the plans for which will be announced later.

Jewelers are prominent in the arrangements made for the Genesse St. Business Men's Outing. The day included athletic games and was largely attended. The Genesec St. Carnival, which provided the entire length of Genesee St. with Tungsten lights a year ago, gave the outing.

Charles M. Hall, of Niagara Falls, the inventor of commercial aluminum, is reported very ill in New York, being seized with an attack of appendicitis, for which he underwent an operation. Mr. Hall had not entirely recovered from an operation which he underwent at Rochester, Minn., not long ago.

Charles F. Smith, of the King & Eisele Co., with his family, who have spent the summer at Waverly Beach, Canadian shore, Lake Erie, will return to Buffalo in the early part of September. James K. Thompson, also of this firm, has spent the Summer at Waverly Beach, but will return to Buffalo September 1.

Madison Buell, who for many years kept the big clock in the City Hall in repair, died Sunday at his home at Irving Pl. Flags at the City Hall were all at half-mast. Mr. Buell was 77 years old, and besides being a clock repairer he was an expert telegraph operator, being one of the first to join the Union forces as an operator in the Civil War.

The store of Benjamin Kimmel, at 207 Main St., was broken into recently and jewelry valued at $150 was stolen. When Mr. Kimmel arrived at the store in the morning he found the contents of show cases strewed on the floor and the safe blown open. The police were notified at once and a patrolman in an hour's time had arrested Albert Crouch, of Lombard St., Buffalo, as he was leaving a pawnshop. At the station house Crouch was searched and the missing jewelry was found in his possession.

One of the most enjoyable outings in the history of the Buffalo Retail Jewelers' Association was held on Aug. 23 at the Island Club. There was a large attendance. Athletic games were held in the afternoon, a banquet and ball in the evening. President Albert Zilliox was one of the speakers. Plans were perfected for the formation of the Buffalo 24-Karat Club, which will be formerly organized at the first Fall meeting of the Buffalo Retail Jewelers' Association, the second Friday in September, at the Statler Hotel.

In the conflict which has been going on in Buffalo over the State law and city ordinances in regard to pawnbrokers' licenses, Corporation Counsel Hammond sticks to his original opinion that the State law takes precedence over the city ordinances. The attorney for the Buffalo pawnbrokers claims that city ordinances apply and that they should pay a license fee of only $250. Judge Hammond claims the fee should be $500, as under the State law, and if they wish to test the law they should mandamus the mayor to issue licenses for a smaller amount.

News Gleanings.

Albert H. Camp has moved to Leonardsville, N. Y.

Philip A. Clarke, Knox, Ind., has moved to La Porte.

P. Allix, Brookville, Kans., has transferred his business to Bavaria.

Ernest G. Oger, with the Smith-Patterson Co., Boston, has just returned from a vacation through New York State.

The jewelry store of Charles A. Harriman, Bath, Me., was recently damaged by smoke when a fire started in the building.

S. Toersey, Aberdeen, S. Dak., is seeking a new location. He has visited Berlin, N. Dak., and also Jamestown, N. Dak.

Spiess Bros., Norwood, Minn., have purchased a large safe and have also added several pieces of machinery to their equipment.

Roulet & Son, Toledo, O., have acquired the business formerly conducted by Hause & Roulet, and have consolidated both plants.

Mr. Russell, of Russell & Kenrick, Waterville, Me., is able to attend to business after being confined to his home with a broken knee-cap.

F. E. Morrill, successor to the Camden Jewelry Co., Camden, Me., has put in a new steel ceiling and fitted up an optical parlor with modern appliances.

W. H. Gates' store at Milton Junction, Wis., a jewelry, general store and bank, was entered and robbed of five gold watches, $40 in cash and $400 in stamps.

The liabilities of Luke A. Nicolet, a jeweler of Fall River, Mass., who filed a petition in bankruptcy Aug. 19, are placed at $3,974 and his assets are said to be $1,304.

T. J. Routledge, Elmira, N. Y., recently furnished the local lodge of Elks with a Past Exalted jewel, diamond studded. He also received an order for 1,000 dedication badges for this lodge for their new home which is to be dedicated June 1.

The Worcester County (Mass.) Grand Jury, Aug. 23, returned indictments for larceny against Mitchell Dumas, Pierre Lamontagne, Paul Cournoyer and John A. Anderson, of Southbridge, Mass., on the charge of taking gold scrap from the American Optical Co., of that town.

Gamaliel Bradford, lineal descendant of Governor Bradford, of Colonial times in Massachusetts, was killed by being struck by a trolley car at Wellesley, Mass., Aug. 20. He had been treasurer of the Ames Sword Co., of Chicopee, Mass., since 1886, and his death follows close upon that of the president of the same company, John D. Bryant, of Boston.

Max Jennings, a well-known jeweler of St. Clair, Mich., and ex president of a number of jewelry organizations, recently celebrated his 40th year in the jewelry business, and the occasion was the subject of a long article in the St. Clair County *Press*, in which was given a sketch of the career of Mr. Jennings, with a half-tone portrait of the jeweler. Mr. Jennings started in the jewelry business in August, 1871, and has been located in St. Clair since 1893.



John Lang has opened a jewelry establishment in Ocean City, N. J.

A. S. Levi has opened a new store at 329 W. 5th St., Los Angeles, Cal.

Isador Falk has begun business at 240 Cedar Ave., Minneapolis, Minn.

A new jewelry business has been opened at Waterloo, Ia., by C. E. De Voe.

Church Bros. have opened a retail store at 92 S. 7th St., Minneapolis, Minn.

H. Johnstone, Tacoma, Wash., has opened a store at 5234 Union Ave., in that city.

James A. Stubbs will open his new store at Eatonton, Ga., on Sept. 1, under the style of "Stubbs the Jeweler."

The Teweless Box Co., New York, has been incorporated with a capital of $1,000, to manufacture jewelry boxes.

Harry M. Sagorsky, a manufacturing jeweler and diamond setter, has opened a store at 531 South St., Philadelphia, Pa.

The Imperial Art Co., New York, has been incorporated with a capital of $20,000, for the purpose of manufacturing jewelry.

C. M. Powers has begun business as a diamond broker and jewelry jobber in the Columbian Memorial building, Chicago, Ill.

A new jewelry store will be opened at Moore, Pa., by E. D. Kelly, who was for some time with E. D. Sturmer, Easton, Md.

The Ideal Jewelry Co., of New York, will open a new store at Scranton, Pa., to do business under the style of the Ideal Jewelry Parlors.

J. Levine, 4278 Frankfort Ave., Atlantic City, N. J., and Barney Byrens, of Philadelphia, have opened a jewelry and optical store at 819 Atlantic Ave., Atlantic City.

F. Straub, for some time with S. Haas, 1738 Market St., Philadelphia, Pa., has started in business for himself at Germantown Ave. and Somers St., Philadelphia, Pa.

The Brand-Hier Co. is a new jewelry concern which has been incorporated in Manhattan with a capital of $100,000. Geo. D. Zahn, 261 Broadway, is the incorporator and attorney.

The Young-Hamilton Jewelry Co. has applied for a charter of incorporation with a capital of $40,000. They have purchased the stock, etc., of B. F. Roark, at Rome, Ga., and will continue the business there.

A charter has been issued to the S. Finn Jewelry Co., Waterboro, S. C., with a capital of $3,000. The officers are: Samuel Finn, president and treasurer, and T. C. Kershaw, secretary. The company will do a general jewelry business.

F. S. Guidl, Stratsford, S. Dak., has moved to Breckenridge, Minn., where he will take possession of the former Kanera jewelry stock, which he recently purchased.

14-K. and Platinum Bag



Gold Bags, Engraved, Pierced and Engine-turned
New Effects in Shirred and Herringbone Mesh

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Our New Line of

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LEIPZIG, PFAFFENDORFERSTRASSE 24

LONDON, ENGLAND

PRACTICAL COURSE IN ADJUSTING

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THE JEWELERS' CIRCULAR PUBLISHING COMPANY, 11 John Street, New York

Pittsburgh.

Joseph DeRoy, of Joseph DeRoy & Sons, is enjoying good bathing at Atlantic City.

C. E. Snyder, Butler St., who has been seriously ill for some time, is slowly recovering his health.

Carl H. Leighner, Butler, Pa., who was in Canada for several weeks on a vacation has returned home.

A. A. Gillespie, of Gillespie Bros., will return next week from Toledo, where he has been spending the last six or eight weeks.

J. Loughrey Roberts, of the John M. Roberts & Son Co., left Saturday night for Wildwood-by-the-Sea, where he will spend several weeks.

J. H. Wright, Corry, Pa., is building an attractive new front in his establishment and renovating the interior of the store, making it one of the most attractive in the town.

D. G. Krouse, manager of the B. K. Elliott Co., left last week for Atlantic City, and will also visit the leading optical houses at Southbridge, Mass., Boston and New York.

W. J. Sarver has moved from his old location in Federal St. to 805 Federal St., this action being necessary because of the filling in of the street in front of his old place of business to a depth of 8 feet.

W. F. Hassinger, who formerly was in business at Blairsville, Pa., is now engaged in the jewelry trade at San Francisco. He visited friends in Pittsburgh last week and also in Blairsville. He reports very fair trade on the Pacific Coast.

G. Warren Wattles, of the Hardy & Hayes Co. and his family are spending a few weeks on Mr. Wattles' farm in Butler County. H. B. Hayes and his family will return this week from Cape Cod, where they have been for a month.

The Chessman Optical Co., of the North Side, will have the usual exhibition at the Pittsburgh Exposition, which opens its 23d annual season to-night. As is customary, the exposition is expected to attract many out of town buyers.

Out-of-town buyers in Pittsburgh last week included Frank Bloser, New Kensington; M. A. Burston, Beaver; C. R. Pattison, East Liverpool; B. H. Horowitz, Canonsburg; F. B. McKinley, Washington; John Linnenbrink, Rochester, Pa.

Edward Hill, a son of E. W. Hill, of the E. W. Hill Co., has been awarded a scholarship by the Allegheny Preparatory School, entitling him to a three-year course in Brown University, Providence. The young man will take this opportunity to finish his education.

Sam F. Sipe, who with Mrs. Sipe, returned last week from Europe, had a narrow escape from being detained in England, because of the strike. They arrived at Liverpool just in time to embark on the *Mauretania*. Mr. Sipe said things were getting mighty lively when he left England.

F. A. Keating, of the Grogan Co., who with his family was spending the Summer in Canada, has returned to Pittsburgh. Mr. Keating enjoyed the fishing, having the best luck in his career. J. C. Grogan, of the same firm, and his wife are touring the White Monutains in New Hampshire in an automobile.

Beginning next Saturday most of the stores which have been closing at 1 P. M. Saturday will remain open until 5:30 o'clock, which latter time will be the customary closing hour for nearly all the retail stores on other week days instead of 5 P. M., which hour was in vogue during the summer months.

The item which appeared in THE JEWELERS' CIRCULAR-WEEKLY of the issue of Aug. 16, stating that the store of the Federal Loan Co., which had been damaged by fire several weeks preceding, was worse than at first reported, was erroneous. It should have read the Anchor Loan Co., a concern also located in Federal St., but which is not affiliated with the Federal Loan Co., of which Horovitz & Goerfinkell are the proprietors.

Eugene Heard has finished and has moved into his new home at West Liberty. A nine-room bungalow takes the place of the home destroyed by fire last Winter. Mr. Heard intends to sue the city for $17,500 for the loss of his property because of insufficient fire protection. He alleges that the city built a fire engine house, but failed to equip it with proper fire protection. As a consequence, aid was not given until the flames were beyond control.

The Pittsburgh Association of Optometrists will hold its first meeting after the Summer holidays, Sept. 19, on the fifth floor of the Wabash building. A feature of the first Fall session will be a paper on "Optometry," read by W. T. McConnell, former president of the Pittsburgh association. Arrangements for the annual banquet also will be made at this gathering. Secretary William J. Van Essen has received a number of applications for new membership since the last meeting. He announces that if the new applicants are admitted, it will bring the membership of the association up to the 100 mark.

Steele F. Roberts, president of the American National Retail Jewelers' Association, on Saturday received a letter from the Buffalo Chamber of Commerce, inviting the association to hold the 1913 annual meeting of the association in that city. It would have been pleased to have entertained the association next year had not Kansas City secured the plumb. Mr. Roberts will answer expressing his gratification at the interest which the Buffalo men's business organization is showing in the matter. Since Buffalo is the second city to make a bid for the convention two years hence, it will be well up in front for success. Mr. Roberts says he believes that the association now has between 4,800 and 5,000 members.

The Jewelers' 21-Karat Club of Pittsburgh will hold the first annual picnic and outing at Springdale, on the Allegheny Valley Railroad, next week. The success of similar future events depends on the interest shown in the one which has been arranged for. The indications are that most all of the members of the club will avail themselves of this opportunity to take a day off and go to the woods for a splendid time. Various athletic events are being arranged and prizes will be given. The committee, which met in the office of the Chas. A. Hoyland Co. last Tuesday night, will send out invitations this week and will also announce what events will be the order of the day. The club on this occasion will have the use of the house and ground of the Laetus Club, a very fashionable organization of the Allegheny Valley. Trains will leave for Springdale (Union Station) at 8.30 A. M., 12.05 and 2.05 P. M. Trains will leave the East Liberty Station 12 minutes later than the time given. Secretary W. O. Harrison hopes that the jewelers will show a disposition not only to co-operate to make the affair a success, but that they will help to make it a memorable one by attending. The event will be an old-fashioned picnic and everything will be informal.

Canada Notes.

Max Woods, London, Ont., has discontinued business.

Harold Seifert, Quebec, was in Toronto, Ont., last week.

A. H. Brittain, late of Strathroy, Ont., has removed to Moose Jaw, Sask.

C. R. Tate is retiring from the firm of Sadowski & Co., Lethbridge, Alta.

W. H. Irving, jeweler and optician, St. John, N. B., has made an assignment.

Thomas Tucker, Madoc, Ont., has given a chattel mortgage for $672 to J. Tucker.

Frank H. Pearson, Dundas, Ont., has given a chattel mortgage to W. E. S. Knowles for $312.

O. B. Knight, Winnipeg, Man., who has been enjoying a vacation in eastern Canada, has returned home.

John Peebles, Hamilton, Ont., has been nominated by the Liberals of the Eastern Division of that city as their candidate for the Canadian Parliament at the approaching election.

The store of A. K. Lavine, Macgregor, Man., was broken into by burglars on the night of Thursday, Aug. 17, by prying the lock off the front door. The robbers secured jewelry and other goods valued at $300.

The Canadian Jewelers, Ltd., has been incorporated with a capital stock of $5,000,000. The head office of the new company, which is reported to embrace an old-established jeweler's concern, will be in Montreal.

Burglars visited Chesterville, Ont., on Tuesday night of last week and perpetrated a number of robberies. Four stores were looted, and from the jewelry store of W. Lauchien 100 rings, 20 watches and other jewelry amounting to $100 were stolen.

A new jewelry store has been opened at Ripon, Wis., by R. A. Lambert. An entirely new stock of goods has been installed.

Announcement has been made that the Doering Jewelry Co., Waterloo, Wis., has opened a new store in Berlin, Wis. Quarters have been secured in the Christy Knutson building. F. Griffin and R. S. Doering are in charge of the new store. The company maintains stores at Waterloo and New London, and the Berlin establishment will be conducted as a branch.

TRADE MARK
STERLING

Plymouth

The Colonial Pattern of Today

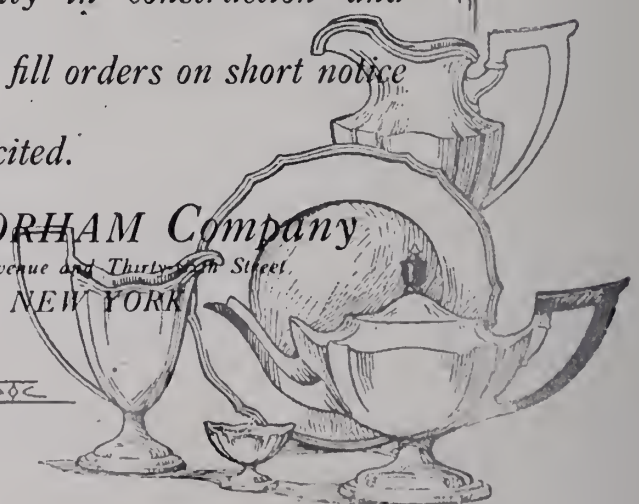
THE *Plymouth design of Hollow Ware, first offered by us a few years ago, met with pronounced success. In response to urgent requests from the trade we have prepared and are now offering a full line of Flatware to meet this popular demand.*

The simplicity of the outline and the refinement of the decoration produce a design in harmony with the Plymouth Service, and equally appropriate for use with other Colonial or Old English bright finish ware. It is made bright finish only.

In addition to the Spoons and Forks, a complete assortment of fancy serving pieces is included. A radical departure has been made in the bowls of fancy pieces, which, while in perfect accord with the general spirit of the design, afford a most attractive novelty in construction and appearance.

We are prepared to fill orders on short notice for Fall Trade.

Correspondence solicited.



TRADE MARK
STERLING

The Gorham Company
Fifth Avenue and Thirty-fourth Street
New York

August, Nineteen hundred eleven.

THE JEWELERS' CIRCULAR
WITH WHICH ARE CONSOLIDATED
THE HOROLOGICAL REVIEW.
THE JEWELERS' WEEKLY.
THE JEWELERS REVIEW

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Look Out for Jewelry Marked "J. J."

IT may be possible for jewelers and pawnbrokers throughout the country to aid the New York police in their efforts to run down the murderer of Adolph Stern, the nephew of Jacob Jacoby, whose store at Sixth Ave. and 13th St., Manhattan, was robbed by thieves on July 22, at which time Mr. Stern was killed as he attempted to intercept one of the robbers. As published at the time in THE JEWELERS' CIRCULAR-WEEKLY, the thieves came up to the store in a taxicab, smashed the window and escaped with a tray containing 15 diamond rings. A description of these rings has been sent out by the police, and it is requested that jewelers and pawnbrokers in all parts of the country be on the lookout to see if the stolen property is disposed of in their neighborhood. The rings all contain one or two stones ranging in weight from three-quarters of a carat to 3½ carats. The rings are in two styles, both gypsy and claw settings, and can be identified by the mark "J.J." which appears, together with the 14K on the inside of the band.

Should any jeweler or pawnbroker hear of rings with these marks being offered in his vicinity he is requested to send word at once to the New York police or notify THE JEWELERS' CIRCULAR-WEEKLY, and we will forward the information.

Publicity Helps to Prevent Thefts.

THE work of THE JEWELERS' CIRCULAR-WEEKLY in keeping the trade at large informed about all the schemes used by swindlers and thieves in their attempts to rob members of this industry appears to be thoroughly appreciated by our readers, if the letters received from time to time are any criterion. What is more, we have found that in the past year or two our subscribers are more anxious and willing to co-operate with us than ever before in obtaining for our use information about thefts, and will even go to the trouble of getting photographs of crooks who have operated in their towns. In this way we have been able to publish a great deal of information that would not otherwise have come to us, for though we have correspondents in the large cities throughout this country and Europe, there are several large centers as well as small towns which we have not yet covered by a news service, though we do our best to have these covered for us by good news and press agencies. The co-operation of our readers, however, has helped us considerably in getting information that would not have come through regular channels, and also aided us in places where we have regular correspondents. For this we are grateful, not only on our own behalf but on behalf of the regular subscribers who have profited by the completer news service thus obtained.

Despite the fact that many of the more intelligent jewelers are realizing that publicity about criminals and their methods tends to protect the trade and scare away thieves and swindlers (as was well shown in the case of the "pennyweighters" calling themselves "Mutt and Jeff," who admitted that they were driven out of the jewelry trade by the exposure of their methods in this journal, nevertheless there are still many members in the trade who believe in a policy of silence, and not only refuse to give us any facts about robberies committed at their stores, but sometimes go so far as to hide the robbery from the police, feeling they would rather pocket the loss in silence than be bothered about prosecuting the thief and obtaining notoriety which they dislike.

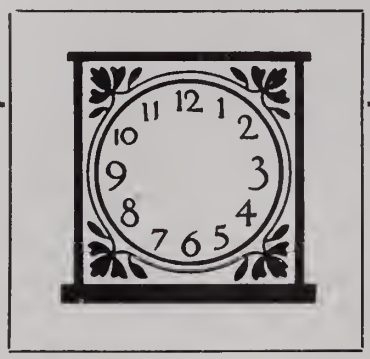
The actions of such men might be defensible if they were, as they think they are, the only persons who suffer, but this is not so. The theft or swindle that is successfully accomplished by a professional crook is generally but one of a series. When the thief gets away with his booty he is in a better position than ever before to try the same trick on another. When there is no prosecution or no hunt for him it encourages him to repeat the act at once, whereas an active search for him by the police or by the protective societies will at least cause him to cease operations for a time and to hesitate before repeating the act elsewhere. What is more, full publication of the theft and the methods by which it was accomplished, tends to put other jewelers on their guard, and the thieves or swindlers know this and act accordingly.

One can understand, under certain circumstances, why a merchant may not wish to prosecute a thief, but this is no excuse for the man who fails to report a theft or swindle at his store or does not in every way possible help to let his brother jewelers know that a thief or swindler is at large and that he is operating in a certain way. The jeweler who keeps still about a theft or a swindle by which he is the loser not only helps to put in jeopardy his brother merchants in his own and other sections of the country, but writes himself down as an "easy mark" before perpetrators of the act and invites a repetition of the crime upon himself. Such a man is not only short-sighted in his policy but a menace to his trade, and should be treated as such by his brother merchants.

Good Trade Journals nowadays do not let into their advertising pages everybody who wants to get in. They are compelled to discriminate for the benefit and protection of their subscribers. This means a loss of important business for the journal, but it increases the reader's confidence in the latter, which will be worth more than the money which the unreliable advertiser could pay in. — *Frank Farrington, Author of "Store Management Complete," etc., etc.*

The Time to Show Enterprise.

WITH the opening of September, jewelers throughout the country are beginning to note a cessation of the dulness which is usual during the Summer months, and enjoy a resumption in business that will increase in volume steadily until



WE SUIT OUR TIME TO YOURS

TIME COUNTS these days. Few dealers order till about the time they want the goods; and when they want them they want them quick. The practice of this house is to give you what you want when you want it.

We do not run the railroads or the express companies, so we are not responsible for their end of the job. But we ship the goods promptly. No cobwebs gather on any orders here. When the goods reach you simply depends on the distance.

Try us from this point of view and see us "suit our time to yours."

CROSS & BEGUELIN

Wholesale Distributors of Gems, Jewelry, Watches, and Jewelers' Supplies

23 Maiden Lane

NEW YORK

after the holidays. Within the next week or two their regular customers will begin to return, and with the opening of the school year, conditions, in the larger cities at least, should begin to get back to the normal. As far as can be judged at the present time, there is no reason to suppose that the Fall business in the jewelry trade in most sections of the country will be anything but good. Throughout the country there is a more hopeful feeling as regards the Fall and holiday trade than was manifested a short time ago, and it is generally hoped that the sales made by retail jewelers particularly, in diamonds and in the lines which their more wealthy customers will call for, will prove most encouraging.

No matter how good, as a whole, business conditions may be, the man who profits most in every town is he who does the most intelligent work toward getting customers to visit his store and get interested in his lines. Even in the dullest times there is always some business for the man who will go after it in the proper manner, and in the most prosperous times no jeweler can afford to go to sleep or in any way refrain from taking advantage of every opportunity to let his customer know what he has or the reasons why they should buy from him. Now is the time for the jeweler to make a careful study of his stock, clear out the deadwood, brighten up the staple lines and arrange everything he has to offer in a way that will attract the eye so as to please the beholder. This is the time when the advertisements in his trade paper should prove of especial interest to him, as they, more than anything else, tend to keep him informed of the new lines and various novelties which manufacturers are producing and show him where he can get just what he wants to round out his stock and complete his lines. A careful perusal of the advertising columns of THE JEWELERS' CIRCULAR-WEEKLY during the present season should prove of value as well as interest to every reader. This is something that the enterprising and successful jeweler will not neglect and one that his less successful competitor cannot afford to overlook.

The recent purchase of the Forest St. factory by the W. H. Saart Co., at Attleboro, Mass., has made necessary the adding of several new mechanical devices to the firm's present complement. Included with other pieces, a $7,000 rolling mill has been installed, and the coming Fall season finds the firm in a position to fill its orders promptly and enables it to accept a greater volume of business than in the past. The general management of the business will be in the hands of the president of the concern, W. H. Saart. His brother, Albert G. Saart, will superintend the work in the several manufacturing departments. The firm, as in the past, will be represented by the well-known representatives, F. B. Platt, New York; Frank Truell, Attleboro, and J. A. Merrill, San Francisco. The concern's facilities have been greatly enhanced, and every indication points toward the fact that the coming season will be one of the most profitable ever experienced.

New York Notes.

H. S. Michaels, of Schweiger & Michaels, 170 Broadway, left last week for the west on his usual trip.

D. W. Baumel, pen manufacturer, 35 Ann St., recently made a trip to Chicago and intermediate points.

W. B. Ballou, of R. Blackinton & Co., North Attleboro, Mass., and his son, were in New York last week.

J. Jessop, of J. Jessop & Sons, San Diego, Cal., has just returned from abroad and is stopping in this city, making his headquarters at 68 Maiden Lane.

A. W. Hoyt has resigned as salesman for L. Heller & Son, 68 Nassau St., and Alfred Meyerowitz will call on Mr. Hoyt's territory in New York State.

Charles Altschul, New York representative of the R. Castiglioni Co., Providence, R. I., with his family, returned last week after a 10 days motor boat cruise.

Adam Thorner, of the New Era Pen Co., Lancaster, Pa., visited New York last week and was among the callers at the office of THE JEWELERS' CIRCULAR-WEEKLY.

J. A. G. Pike, formerly with the Dennison Mfg. Co., is now covering New York City for Mabie, Todd & Co., 15 Maiden Lane, makers of the Swan fountain pen.

John J. Miller, a well-known china importer who has been in England visiting the factories which his concern represents, returned last week, with his son, on the *Carmania*.

H. G. Cook, of the H. G. Cook Optical & Jewelry Co., Knoxville, Tenn., is in New York on a buying trip, and was among the visitors to the office of THE JEWELERS' CIRCULAR-WEEKLY last week.

J. B. Ettinger, of Gattle, Ettinger & Co., 170 Broadway, has just started on his regular trip over the middle west, taking new and complete lines for the inspection of his customers in that territory.

The partnership existing between Samuel Kupple and A. Antoville has been dissolved. A. Antoville announces that he will continue in business alone under his own name at 127 St. Nicholas Ave.

K. Finberg, Savannah, Ga., and J. A. Weiser, also of Savannah, Ga., were in this city last week, making their headquarters at the Astor House. They visited the JEWELER'S CIRCULAR office last Wednesday.

The Brooklyn *Daily Eagle* last week in mentioning the return of Ludwig Nissen, of Ludwig Nissen & Co., from a long European trip, published a portrait of the diamond merchant in a cartoon showing him at his favorite sport of riding behind a fine horse.

The Brand-Hier Co., which will conduct a jewelry business in Manhattan, has been incorporated under the New York laws with a capital of $100,000. The incorporators are: Geo. A. Brand, 129 W. 123d St.; Geo. S. Hier, 261 Broadway, and Geo. D. Zahn (attorney), 261 Broadway.

Among the art goods buyers registered in New York last week were Miss M. Cooper, of the Watt, Rettew & Clay Co., Norfolk, Va., whose headquarters are at 214 Church St., and Mr. Davis, of the L. D. Donaldson Co., Minneapolis, Minn., whose headquarters are at 2 Walker St., New York.

A meeting of the Good and Welfare Committee of the Jewelers Board of Trade was held yesterday afternoon in the rooms of the Board, 15 Maiden Lane, after THE JEWELERS' CIRCULAR-WEEKLY went to press. It was reported that a number of important subjects of trade interest were to be discussed.

E. E. Taylor, of the firm of Taylor Bros., Houston, Tex., arrived in New York, Thursday last, and expects to be in the metropolis about 10 days buying stock for his firm. Mr. Taylor reports an unusually good cotton crop in his vicinity, and says the prospects for the jewelry business in the Fall are therefore very bright.

The Connecticut edition of the New York Sunday *Herald* Aug. 20 published a half-tone portrait of H. H. Hamilton, president of the Whiting Mfg. Co., Bridgeport, Conn., and 15 Maiden Lane, this city. With the portrait appeared a laudatory note about the plant of the Whiting Mfg. Co., of Bridgeport, and the conveniences it has installed for its operators. Mr. Hamilton's humane and altruistic work in this and other lines was highly praised.

Carl H. Weideman, manager of the New York office of the house of B. fu C. Mazza, 68 Nassau St., returned to New York on the *Finland*, Aug. 22, from Europe. Mr. Weideman had been paying a visit to Italy and visited the factory of the concern at Terre Del Greco, Italy, and also paid a visit to his mother and sister in Lucerne, Switzerland. Mr. Weideman reports that the fine grades of coral are very scarce and the demand for cameos of good cut is increasing daily. While in Europe he passed through the cholera infected districts and saw many harrowing scenes.

The schedules of S. Scheuer & Sons, manufacturers of leather goods, 358 Broadway, filed last week, show liabilities $133,589, of which $33,765 is secured, and nominal assets $217,397, consisting of stock estimated at $125,000, machinery $40,000, patents $6,000, accounts $10,061, cash $5,018, and unliquidated claims $31,318. There are about 60 creditors, among whom are the Chatham and Phenix National Bank, $33,485; Chemical National Bank, $18,700; L. F. Robertson & Sons, $13,211; Mollie Scheuer, $5,000; Franklin Building Co., $2,660, and Rastus S. Ransom, trustee, $2,500.

Joseph A. Denault, diamond broker, 277 Ontario St., Montreal, who was reported as having disappeared from the Manhattan end of the Brooklyn Bridge, New York, some time ago, after telling his aged mother that he wanted to get a drink and would return to her in a few minutes, has returned to his home safe and well. He left his mother as reported, and after taking some refreshment returned to find her, but she had left the place. He concluded his business in New York and returned to Montreal, surprised to learn that so much fuss had been made because he and his mother had missed each other in the street crowds of New York.

The partnership that formally existed between Iwan Pels and Alfred Cohn, who conducted business under the style of I. Lewkowitz, having been dissolved some time ago by the retirement of Mr. Cohn, Mr. Pels is publishing the usual legal notices calling attention to the fact that he is the person who now deals under the name of I. Lewkowitz. The concern has stores at 290½ Grand St. and 269 Sixth Ave., and the business was founded by Mr. Lewkowitz in 1860. It has been run by Mr. Pels and Mr. Cohn, Mr. Lewkowitz's sons-in-law, since 1883. The partnership dissolved July 28, Mr. Pels purchasing Mr. Cohn's entire interest in the concern.

Judge Holt in the United States District Court has dismissed the petition in bankruptcy filed on Aug. 8 against Satlow & Beinhart, dealers in jewelry at 81 Chrystie St., by Aaron Rosin, who claimed to be a creditor for $700. The jewelers put in an answer denying that they committed the acts of bankruptcy alleged in the petition, and denying that Mr. Rosin is a creditor. They asserted that in the past four months they had paid out over $20,000 to merchandise creditors in payment for goods previously purchased in the ordinary course of business, and that they did not make any preferential payments. The court sustained the jewelers' contention and dismissed the proceedings against them.

Berland, Teitelbaum & Whitebook, manufacturers of platinum jewelry, 94 Suffolk St., Aug. 19 hired a man to work on gold mountings, and when he failed to return from his lunch the following Monday, and did not appear the next day, suspicion was aroused. An investigation disclosed the fact that 22 mountings of 10-kt. gold, weighing 105 dwt., had disappeared. It is thought that while the shop was deserted at the noon hour, the missing employe entered the shop and carried away the jewelry, taking the articles from the bench of a workman sitting beside him. When he obtained employment in the firm's shop the missing man presented references which appeared to vouch for his reliability.

E. G. Webster & Son, 622 Atlantic Ave., Brooklyn, N. Y., manufacturers of silverplated ware, have filed an appeal from the decision rendered against them in the action brought by Graff, Washburne & Dunn, manufacturers of silverware, 142-146 W. 14th St., New York. As noted in THE JEWELERS' CIRCULAR-WEEKLY of Aug. 2, Graff, Washbourne & Dunn sued the Brooklyn concern, alleging an infringement on a design patent for a festoon border for silverware, the defedants having produced an ornament in silver-plated ware which differed in outline but had the same general effect as that patented by the New York concern. Judge Chatfield handed down a decision in favor of the complainants, granting an injunction against the defendants restraining them from further use of similar designs, and also granting an accounting and damages. A decree was entered Aug. 9, and the formal injunction was issued Aug. 21. After taking an appeal from the decision, E. G. Webster & Son endeavored to have the injunction suspended pending the argument on appeal, but this the court refused to do.

F. L. Martin, of Eichberg & Co., New York, accompanied by his wife, returned from Europe last week on the *Prinz Fried-*

(*New York Notes continued on page 91.*)

THE
LIBERTY
NATIONAL BANK
OF NEW YORK

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Fred'k B. Schenck, President.
Daniel G. Reid, Vice-President.
Zoheth S. Freeman, Vice-President.
Charles W. Riecks, Vice-Pres. and Cashier.
Fred'k P. McGlynn, Assistant Cashier.
Henry S. Bartow, Assistant Cashier.

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CAPITAL, SURPLUS AND UNDIVIDED PROFITS

$3,700,000.00

FIDELITY TRUST COMPANY

Notable Events of the Year

Elected to membership in the NEW YORK CLEARING HOUSE ASSOCIATION, making checks on this company, in payment for drafts, etc., acceptable by all banks and trust companies, members of the Clearing House, and checks certified by us acceptable by the U. S. Collector of Customs in payment of duties on imports.

Designated a Depository for the General Funds of the State of New York, in addition to those of the City of New York.

Paid 2% extra as a Christmas Dividend, in addition to the regular dividends for the year, which amounted to 6%.

Increase in Capital & Surplus from $1,500,000.00 to $2,000,000.00, enabling the company to broaden its business.

Increase in Resources to over $10,000,000.00.

President - Samuel S. Conover
Vice-President Wm. H. Barnard
Vice-President - John W. Nix
Secretary Andrew H. Mars
Asst. Sec'y - Stephen L. Viele
Trust Officer Arthur W. Mellen

FIDELITY Trust Company
Chambers St. and West Broadway, New York

1850 *The Jewelers' Bank for half a century in the same location* 1911

THE CHATHAM AND PHENIX NATIONAL BANK

Broadway and John St., N.Y. Accounts Invited

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DIRECTORS

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August Belmont, August Belmont & Co.
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Desmond Dunne, Pres. Desmond Dunne Co.
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H. Stuart Hotchkiss, V.-Pres. and Treas. L. Candee Rubber Co.
John M. Hansen, Pres. Standard Steel Car Co.

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August Hecksher, Vice-Pres. Eastern Steel Co.
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Adrian H. Joline, New York City.
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Hamilton Kean, Kean, Taylor & Co.
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William A. Law, V.-Pres. 1st Nat. Bank, of Philadelphia, Pa.
Frank R. Lawrence, Counsellor-at-Law.
Waldo H. Marshall, Pres. Am. Loco. Co.
John Ringling, Ringling Bros.
Edward Shearson, Shearson, Hammill Co.
Henry F. Shoemaker, New York City.
Sanford H. Steele, Pres. Gen. Chem. Co.
Fred'k D. Underwood, Pres. Erie Railroad Co.
John D. Vermeule, Pres. Goodyear Rub. Co.
Geo. Coffing Warner, New York City.
Samuel Weil, Samuel Weil & Son.
Frank S. Witherbee, Pres. Witherbee, Sherman & Co.
Joseph H. Wright, Pres. U. S. Finishing Co.

The Market and Fulton National Bank of New York

ORGANIZED 1852 — 81-83 FUTLON STREET

CAPITAL, $1,000,000 — SURPLUS, $1,700,000

PROGRESSIVE—CONSERVATIVE—SUCCESSFUL

ALEXANDER GILBERT, - President
R. A. PARKER, - - Vice-President
T. J. STEVENS, - - - - Cashier
JOHN H. CARR, - - - Asst. Cashier
W. M. ROSENDALE, - - Asst. Cashier

Invites the Accounts of Jewelers

Will extend every facility that good banking will justify

SAFE DEPOSIT VAULTS

THE NATIONAL NASSAU BANK OF NEW YORK

Established 1852 — Nationalized 1911

Charter Member New York Clearing House

Foreign Exchange Department

Checks and Cable Transfers upon our own correspondents throughout the world

Resources

Over Fourteen Million Dollars

New York Notes.

(*Continued from page 89.*)

rich Wilhelm, after spending a two months' pleasure trip in Europe.

G. W. Birnbaum is spending a vacation in Los Angeles.

Whit Colyer, 200 Broadway, left for a road trip last Monday and will be away until December.

Robert Kirkpatrick, of the T. Kirkpatrick Co., 334 Fifth Ave., returns to-morrow from his vacation.

Several thousand dozen silver-plated cutlery were sold last week at public auction by E. Bissell & Co., 5 Mercer St.

A. E. Burgess, Toronto, Can., is visiting this city and negotiating for the sale of a manufacturing plant to Maiden Lane parties.

Tiffany & Co. are offering a reward of $500 for the return of a three-stone diamond ring which was lost last week by a resident of Long Island.

The Woodman-Cook Co. has moved its local offices from 14 Maiden Lane to 350 Broadway. Howard Marshall has severed his connection with this firm.

Aloysius Allen, 70 years old, and a jeweler by occupation, dropped dead last Friday at the Brooklyn Bridge subway station. Apoplexy was the cause of death.

L. P. Davis, Fort Worth, Tex., arrived in this city this week and is making his headquarters with Harris Bros., 2 W. 14th St. He intends to stay about a month.

Philip Aarons, formerly jewelry buyer for J. L. Brandies, Omaha, Nebr., is about to open a fancy goods and jewelry store in that city. He is at present in this city buying stock.

L. Lachman, 104 Lenox Ave., is retiring from the retail jewelry business. The stock and fixtures of his establishmen were sold at public auction last week by A. Tisch and C. Goldsmith.

M. J. Straus, of Hammel, Riglander & Co., sailed for Europe yesterday on the *Kaiser Wilhelm der Grosse.* Mr. Straus will spend six weeks abroad on pleasure and business.

The Imperial Art Co., New York, to do a manufacturing jewelry business, has been incorporated with a capital of $20,000. The incorporators are Thomas Le Martyre, 57 W. 25th St., and Jacob Weiss, 49 Maiden Lane.

The S. F. Myers Realty Co., 47 Maiden Lane, has filed plans with the building department for remodeling of the first and second floors of the 10-story building at 157-159 W. 124th St. The cost is estimated at $5,000.

Leonard Krower, New Orleans jobber, who has been ill in this city for several weeks, has recovered sufficiently to be about again. He visited friends in the Maiden Lane district last week and intends to start south this week.

Barney Weiner, manufacturer of copper and brass antiques at 224 Center St., has filed schedules in bankruptcy which show liabilities of $9,428 and assets of $3,272, consisting of stock, $2,000; machinery and fixtures, $1,000, and fixtures, $272.

Harry Hull, of Barden & Hull, Attleboro; Fred Kennon, of the J. T. Mauran Mfg. Co., Providence; Wallace G. Franklin, of E. I. Franklin & Co., North Attleboro, and Morris Baer, of the Baer-Wilde Co., Attleboro, were among the New England manufacturers in town last week.

The T. Kirkpatrick Co., 334 Fifth Ave., has filed a suit in the city courts against Florence Ziegfeld, a threatical manager, claiming $713 for jewelry sold to him but not paid for. Among the articles enumerated in the complaint are a diamond ring, $285; a diamond locket, $350, and a pair of garter clasps, $6.

Judge Sharretts, of the United States Board of General Appraisers, has denied the claims of several importers of optical glass. The cases were submitted to the board from official records and without the submission of testimony. The firms concerned include the Bausch & Lomb Optical Co., the Shanghai Bazaar Co, and the Theo. Ascher Co.

An explosion on the third floor of a building at 1393 Broadway on Saturday night broke the glass windows in many places in the structure, and this and the fire which followed caused considerable excitement for a while. Among the tenants in the building who suffered from water was Henry Silstedt, who occupies a jewelry store on the ground floor.

Among other out-of-town buyers in this city last week were: A. Jessop, of J. Jessop & Sons Co., San Diego, Cal.; E. A. Lancaster, of Lancaster & Co., Greenville, Tenn.; A. O. Schuster, Wilmington, Del.; Mr. Cook, of the H. J. Cook Co., Knoxville, Tenn.; Mr. Hall, of Hall & Taylor, Janeville, Wis.; Mr. Royall, of the Flory-Royall Co., Newport News, Va.

The Jewelers Security Alliance Co. received word last week that the jewelry store of J. Lippman, in Los Angeles, Cal., was entered Aug. 14 and about $1,000 in rings and other jewelry stolen. Entrance was gained to the store by sawing steel bars on a railed window and then breaking a lock of a door leading to the main sale room. The police are working on the case.

Frank McCarthy, a jeweler of Taunton, Mass., was stricken with an attack of heart disease at 42d St. and Third Ave. last Wednesday night and fell to the sidewalk. A crowd gathered, but nothing was done to assist the stricken man. An officer who saw the condition of the man summoned an ambulance, and after a surgeon had revived Mr. McCarthy he was able to go to his hotel.

Among the department store buyers in town last week were the following: W. L. Ronce, for the Herzfeld-Phillipson Co., Milwaukee, 31 Union Sq.; R. Cannon, for Carson, Piria & Scott, Chicago, 115 Worth St.; H. Jehlinger, for A. Hamburger & Sons, Los Angeles, 215 Fourth Ave.; Mr. Dupres, for Gimbel Bros., Milwaukee, 34th St. and Broadway, and Miss Elsie M. Le Van, for Columbus Dry Goods Co., Columbus, O.

The Teweles Box Co. has been incorporated under the New York laws to manufacture jewelry boxes, with a capital stock of $1,000, by the following: Leo Schfran, 116 Nassau St., New York; Herman Berman, 966 Jackson Ave., Bronx; Alfred Teweles, 939 Jackson Ave., Bronx, and Arthur G. Teweles, 939 Jackson Ave., Bronx. The concern will take over the business heretofore conducted by the Messrs. Teweles.

A reunion party by a number of engine turners connected with the trade was held at Feltman's Hotel, Coney Island, last Saturday night, and a shore dinner was enjoyed. After the dinner the participants took in the sights of the Island, returning to this city about midnight. Those present were Mr. Cullarty, Mr. Peth, Mr. Meyers, Mr. Monet, Mr. Speck, Mr. Cannaugh, Mr. Coleman, Mr. Gedney, Mr. Acker, Mr. Knoop, Mr. Krout and Mr. Brown.

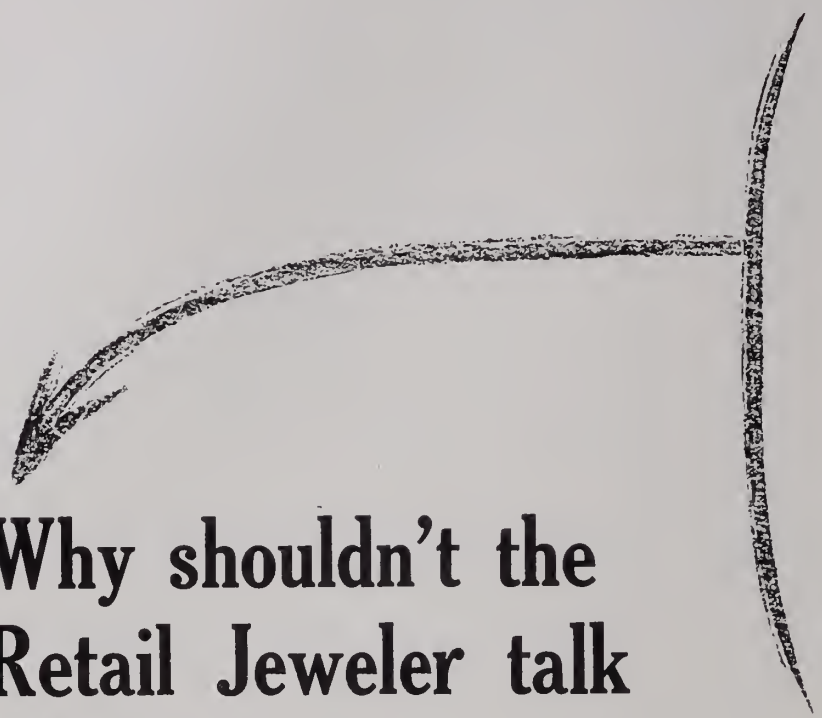
In a head-on collision in Catskill, N. Y., last Thursday between a touring car owned by Mrs. C. Buckhart, daughter of George Ehret, New York brewer, and an automobile owned by Willard W. MacDonald, jeweler of this city, Mrs. Henry Henrich, of Palenville, MacDonald's mother-in-law, was severely injured, a nurse suffered a fracture of a hand, and Miss Buckhart, Ehret's granddaughter, 14 years old, suffered shock. A misunderstanding of signals caused the accident, which occurred a quarter-mile outside the village.

The Board of United States General Appraisers has upheld a protest filed by Dieckerhoff, Raffloer & Co. regarding the classification of lace pins made of steel shafts, plated or washed with gold, and plate or glass heads of various colors. These pins being worth less than 20 cents per dozen pieces, were classified by the collector as jewelry and duty assessed at the rate of 60 per cent. ad valorem. The importers claim that the merchandise is dutiable as manufactures of metal or glass. Judge Sharretts, who writes the decision for the board, sustains the contention for duty at 45 per cent.

Felicia Miscione, a jewelry peddler, 39 years old, of 262 Broadway, West New Brighton, S. I., was held without bail Friday by Magistrate Corrigan, in the Tombs Court, charged with stealing $1,200 worth of jewelry. Clementina Colozza, of 182 Delancey St., said she had let Felicia Miscione have the jewelry on her representations that she wanted to display it to a young woman who was about to be married and intended buying several rings and bracelets. This was in March, and she heard nothing from Felicia Miscione until the latter was arrested by Detectives Cassetti and Sussiello.

According to a report received in this city last week, the death of Isaac Marcussen, which was mentioned in last week's issue of THE JEWELERS' CIRCULAR-WEEKLY, was not due to natural causes, Mr. Marcussen having committed suicide by jumping overboard from a steamer. As noted last week, Mr. Marcussen, who was formerly a diamond dealer in this city, came into prominence when he was arrested on a smuggling charge; but he surrendered the smuggled gems, and was fined $500 and released. Later he formed a partnership with a young man of the name of Tolkowski, the son of a European diamond dealer, with whom he went to South America. According to the reports received by the diamond trade last week, Tolkowski and his partner had a falling out over certain actions of Marcussen and the former refused to ac-

(*New York Notes continued on page 93.*)



Why shouldn't the Retail Jeweler talk STYLE?

Why shouldn't he point out on every possible occasion that each piece of Jewelry worn should be appropriate to season and occasion?

This kind of talk has built up the big sales in men's and women's clothing and dress furnishings—and it will do the same for the jeweler.

Simmons' national advertising is doing pioneer work along this very line. And the Simmons process, which gives the practical equivalent of solid gold at one-third the cost, makes it possible for the new idea to take hold among the largest and best section of the buying public—the great middle class with moderate means.

To the jeweler the new idea means quicker turnovers, bigger profits with less money tied up in stock.

R. F. SIMMONS CO. Attleboro, Mass.

DISTRIBUTORS: Wholesale Watch and Jewelry Houses

This is from the reports of the National Convention in the Jewelers' Circular:

Speaking on the subject of fashion, Mr Robertson pointed out that in the various fashion plates or journals, illustrated changes in the styles of costumes rarely show a hint of jewelry. He said that if the jewelers' associations could bring pressure enough to bear on the designers and publishers of these publications to cause them to correct this injustice it would open up a big field for the sale of jewelry which is now closed. He advanced as an idea the supposition that the association should cause to be issued as an advertisement in a magazine having a large circulation similar suggestions regarding jewelry, and that the advance sheets be furnished to the association members long enough ahead to enable them to be prepared and to arrange their window displays and local advertising to support the movement.

SIMMONS TRADE MARK CHAINS AND FOBS

New York Notes.

(*Continued from page* 91.)

company Marcussen on a trip which the latter suggested they make between Lima and another city. While alone on the boat making this trip, Marcussen was seen to jump overboard. In his stateroom was found a letter addressed to the captain asking that the package containing about $5,000 worth of diamonds which he had with him be forwarded to his wife in this city. The diamonds were turned over to the authorities at Lima and are held awaiting instructions from their owners.

Paul H. Gesswein, with William Dixon, Inc., has just returned from a successful trip to Philadelphia, Baltimore, Washington and Boston.

M. Goodfriend, of Goodfriend Bros., sailed yesterday on the *Kaiser Wilhelm Der Grosse* to visit the pearl and precious stone markets of Europe. Mr. Goodfriend had been abroad for three months and only returned three weeks ago.

The strike of the workmen in the chain and bracelet shops of New York continued last week with little change. A mass meeting of the striking jewelry workers will be held to-morrow (Thursday) evening at the Manhattan Lyceum, 64 E. 4th St.

Lazarus P. Kadison, of Fera & Kadison, 15 Nassau St., accompanied by Mrs. Kadison, returned recently from Europe on the *Caronia* after a trip of several months on which they combined business and pleasure. While away Mr. and Mrs. Kadison visited London, Antwerp and Amsterdam.

During the past week two young men called on several members in the New York trade, and after making selections requested that the goods be sent C. O. D. to S. Davis & Co., 1940 Seventh Ave., and B. Feldman, 159 E. 22d St. Neither firm is known at the addresses given. Members of the trade are cautioned by the Jewelers Board of Trade not to have any dealings with the parties giving the orders.

Secretary Stone, of the Jewelers Board of Trade, in speaking of the stronger feeling of co-operation and mutual interests now noted among manufacturers and jobbers in the various jewelry centers, and also a desire for closer business and social intercourse, announced that to meet any such desire from the members of the Board there is under consideration the advisability of inaugurating, later in the Fall, a monthly noonday luncheon. This has met considerable favor from other trade and business organizations, and we note is being carried into effect by merchants in our line in other jewelry centers.

Samuel Hochhaus, a diamond cutter and importer at 45 John St., sustained severe injuries to his hands last Monday afternoon, when a Broadway surface car and a northbound Lexington Ave. car collided at the intersection of Lexington Ave. and 14th St., throwing the passengers to the floor and injuring one man so badly that he is expected to die. Both cars were going at a moderate rate of speed when the collision occurred. Joseph McKenna, 35 years old, a flagman, was standing between the northbound and the southbound tracks regulating traffic when the Broadway car left the rails. He was wedged between the two cars and was pulled out with difficulty. Mr. Hochhaus was a passenger on the Lexington Ave. car and was thrown from his seat, receiving severe bruises of the hands.

Newark.

D. Statman & Co., have moved their factory from 93 Lafayette St. to 136 Court St.

Charles C. Champenois, of Champenois & Co., Walnut St., is at Belmar, on the Jersey Coast, with his family.

Joseph DeWyngaert has just returned from a trip through Pennsylvania in the interests of the Wyn Co., of which he is manager.

J. P. Wrayton has just returned from a two months' trip to the Pacific Coast in the interests of Durand & Co., at 47-51 Franklin St.

August M. Lacomb, Irvington, a jeweler, has been indorsed as a condidate for the position of freeholder in the Essex County Board of Freeholders.

Ralph W. Wakefield, a salesman for Burstow, Kollmar & Co., 18-20 Columbia St., has started on the first trip of the Fall season through the middle west.

Louis V. Aronson, president of the Art Metal Co., Mulberry St., is one of the organizers of a new Garibaldi Mine Co., whose headquarters will be at Newark. Mr. Aronson has been elected as secretary and treasurer of the new company.

Leonardo Sansane, 23 Nichols St., caused the arrest of two boys on Friday last, charging them with the theft of jewelers' tools. Judge Hahn, of the Third Precinct Court, paroled the boys, pending the action of the Juvenile Court. The tools were recovered at the shop of a junk dealer, where they are alleged to have been sold for 19 cents. They are said to be worth $3.

Vincent W. Henderson left last Wednesday night for a trip in the interests of Crane & Theurer, 13 Franklin St. He will first visit the trade in New York State and then will take in many points of the middle west. From there he will go to the far west. E. F. C. Theurer, of Crane & Theurer, and family, who have been stopping at Asbury Park for the Summer, have returned to Newark.

W. A. Waters, of Thurstans & Waters, 600 Richardson building, Columbia St., who sustained a painful injury while playing a game of ball in the Newark Church League a week from Saturday, by having the thumb of his right hand dislocated, is now able to use his thumb a little, authough it will be several weeks before the injury has entirely healed. R. H. Veale is on a trip through Pennsylvania in the interests of Thurstans & Waters, 50 Columbia St.

Earnest Vatier, father of Earnest J. Vatier, a gold caster, who was sentenced two weeks ago to one year in the penitentiary for embezzlement of gold from Frisch Bros., manufacturing jewelers at 15 Columbia St., is now conducing business at the factory formerly conducted by his son, in the rear of 30-32 Franklin St. After the young man's arrest everything at the factory was sold at sheriff's sale to satisfy eight months' rent. It was bid in by the owner of the building, who afterward sold the outfit to the elder Vatier. He is now carrying on the business of art casting and manufacturing of gold, silver and bronze statues under the firm name of the Newark Art Foundry Co.

The baseball team representing Jones & Woodland, won the championship of the Newark Jewelers' Baseball League by defeating the nine from Durand & Co., with which it was tied for the high honors. The score was five to four. During the progress of the series of games which determined the championship, the Durand team defeated the Jones & Woodland team, and feeling confident that it could do the same again, notwithstanding the fact that it was defeated in the decisive game, the members raised a purse of $100 and issued a challenge to the nine from Jones & Woodland's to play another game, which, while not changing the championship, would give the Durand players another opportunity to show what they could do. The challenge was refused. At a meeting of the Jewelers' Baseball League, held at the offices of the American Oil & Supply Co. last Friday night, the All-Star team, which will play the champions of the season on the day of the League outing at Heidelberg Park, Sept. 9, was selected. This team will consist of the following players: Pitchers, Henry and Lutz; catchers, Mulhearn and Effinger; 1st b., VanNess; 2d b., Fitzgerald; 3d b., Higbie; s. s., Grueening; l. f., Burkhardt; c. f., Richter; r. f., Harms.

Connecticut.

Jos. B. Sherman, secretary of the Meriden Cutlery Co., and his wife returned last week after a three weeks' trip to Newport, Boston and Maine.

A chemical building at 36 38th St., constructed of brick and wood, is to be erected for the R. Wallace & Sons Mfg. Co. at Wallingford, Conn.

A garage 24 x 30 feet will be erected in the rear of factory L, International Silver Co., Wallingford, Conn. It will be of wood and steel construction.

The employes of department 26 of the Waterbury Clock Co., Waterbury, Conn., held a clambake at that place last week. There were about 60 of the employes present. Before the dinner was served, athletic games were enjoyed.

J. R. Creevy and his sister, Ethel Creevy, were arrested in New Haven recently, charged with obtaining money under false pretenses. It is alleged that the pair had been posing as eye specialists and had been going about the city fitting glasses and getting deposits.

Harold W. Boyle, a former resident of Wallingford, Conn., is now instructor in metal work in the Handicraft Guild in Minneapolis, Minn. The Handicraft Guild of Minneapolis owns a large building, where a force of men and women are engaged in making jewelry, metal work, etc. A salesroom is also maintained, which last year netted about $800.

Providence.

TRADE CONDITIONS.

The closing of the month of August finds the manufacturering jewelers practically all rustling in preparation for the Fall season, with high anticipations of the future. A few buyers have been in the city during the last fortnight, but all have bought cautiously, however the manufacturers are forced to prepare for all demands of rush orders preceding the holiday time and are replenishing stock so as to meet all calls. While there has been a general resumption, the busiest factories are those producing lockets and bracelets.

Leon Elias was in New York the past week calling upon the customers of Mackey & Elias, of this city.

L. S. Hodges, of E. A. Potter Co., of this city, was in New York the past week on business for the concern.

Calvin Dean has just registered a 31 horse-power touring automobile with the State Board of Public Roads.

Williams & Payton, of this city, are opening an office in Chicago, which will be in charge of A. T. Stenmark.

D. H. Keene, Fort Worth, Tex., has been advertising in the daily papers of this city for a jeweler and engraver.

William T. Lewis has returned from a two weeks' vacation trip, during which he visited Portland, Me., and vicinity.

Col. and Mrs. Arthur H. Watson, who have been abroad for several months, have returned to their home in this city.

Sigmund Rosen has purchased land, with improvements, on the East Providence Terrace Annex plot at East Providence.

Real estate belonging to Abraham Botvin at the south side of Bogman St. has been attached for $100 by Thomas Early & Co.

The Gorham Mfg. Co. has received the contract to cast the bronze figure for the North Attleboro, Mass., soldiers' monument.

The N. Barstow Co. is busy getting settled in its new two-story factory building on Public St., which has just been completed.

Adama R. Aiello has been elected president of the Columbus Day committee of the United Italian Societies of Rhode Island.

Mr. and Mrs. Edward B. Lederer, of this city, are at the Gladstone at Narragansett Pier for the remainder of the season.

Manufacturing jewelers in this city and vicinity received calls the past week from M. A. Warren, of the Warren Jewelry Co., Calumet, Mich.

Frederick A. Fairbrother, with the Providence office of the Jewelers Board of Trade, is enjoying a three weeks' sojourn in Nova Scotia.

New York customers of the Alpha Jewelry Co., of this city, received a visit the past week from its representative, Frederick Schwartz.

Mr. and Mrs. Theodore W. Foster left Wednesday for an automobile trip to the Berkshires, with a stay at the Maplewood, at Pittsfield, Mass.

The engagement of Ernest W. Pierce, of this city, to Miss Elsie S. Riker, daughter of William Riker, Jr., Newark, N. J., was announced the past week.

Michael J. Bonnoil and wife have given a mortgage for $200 on a lot of land with improvements on the west side of Curtis Ave. to Bertha Reiseroff.

Abraham Colitz has discharged a chattel mortgage of $3,000 held by Elzear C. Chagnon on the stock, fixtures, etc., at 86 and 88 Main St., Woonsocket.

Frederick White, the Chicago representative of the Fitchburg Horn Goods Co., Fitchburg, Mass., has been spending a few days with friends in this city.

Mr. and Mrs. William L. Mauran, who are occupying a cottage at Narragansett Pier for the season, entertained a large luncheon at the Casino last week.

J. B. Granger & Co., manufacturers of enamel jewelry, are now settled in larger quarters at 111 Pine St., having recently removed thereto from 14 Blount St.

A second dividend of 10 per cent., declared by Chester W. Barrows, referee in bankruptcy, is being paid to the creditors of Stien & Olin, retailers of this city.

The Baird-North Co., 861 to 891 Broad St., has just discharged a real estate mortgage of $20,000 on its plant held by George R. Hussey, president of the corporation.

An execution for $469 against property at the corner of Broad and Whitmarsh Sts., belonging to Mark Striecher, has been filed at the City Hall by Peltz & Biderman.

J. J. O'Neil sailed last Wednesday from New York for Europe and will tour England, Ireland and Scotland in the automobile of a friend who has accompanied him.

Albert Curry, formerly of this city, but now superintendent of the F H. Noble & Co. findings factory at Chicago, who has been visiting old acquaintances here, has returned to his duties.

The new plant of the N. Barstow Co., on Public St., has been equipped by H. J. Astle & Co., all the interior requisites, including benching, polishing and coloring plants, motors, shafting, etc., being provided.

Gustave Saacke, of Wildprett & Saacke, of this city, and his son, Walter Saacke, arrived in New York last Saturday on the *Kaiserin Auguste Victoria* from Hamburg, Germany, where they have been spending the past three months.

Henry C. Luther, John M. Battey and wife and Mrs. Charles W. Battey were members of the Rhode Island delegation that attended the 45th National Encampment of the Grand Army of the Republic at Rochester, N. Y., the past week.

Adelbert E. Place, of O. E. Place & Son Co., will be master of ceremonies on Governor's Day at the Rhode Island State Fair at Hillsgrove on Sept. 6, and as president of the Town Council of Warwick will introduce the chief executive.

A large crowd and a good program made the annual outing of the Watson & Newell Co., Attleboro, at Rocky Point last Saturday a very enjoyable event. The exercises included everything from athletic sports to a fine shore dinner.

J. Frank Braids, the Attleboro manager of the C. S. Bush Co., of this city, familiarly known in the west as Captain Braids, has returned from Cripple Creek, where he witnessed the opening of the C. K. & N. mine, of which he is second vice-president.

The annual outing of the employes of the C. M. Robbins Co., Attleboro, was held at Rocky Point, on Narragansett Bay, last Saturday. Over 150 attended and all had a fine time, the program of sports and the clam dinner combining in making the event an excellent one.

J. T. Kilkenny, T. F. Kilkenny and a party of friends arrived in the yacht *Arab* from this city at Seaconnet Point last Saturday, where they were entertained by Thomas Kilkenny at the Inn. They were starting on a week's yachting cruise to Block Island and Martha's Vineyard.

A curved and leaded glass dome for the ticket booth at the Majestic Theatre in Arctic, R. I., has just been completed by the Decorative Window Co., 43 N. Main St., this city. The firm also has been commissioned to make extensive repairs in the windows of St. Mary's R. C. Church at Fall River.

Simon Yarashefsky, a retailer at 154 N. Main St., this city, has made an assignment to Frank H. Bellin, attorney, at 86 Weybosset St. The business is a comparatively small one and was started in June, 1910. The stock, fixtures, etc., are to be sold by the assignee at public auction at the store on Sept. 4 at 10 o'clock.

An informal reception was tendered Wednesday evening to Frederick B. Thurber and his two companions, who recently took the 25-foot yawl *Sea Bird* to Rome, the intrepid adventurers being the guests of the members of the Rhode Island Yacht Club at the clubhouse at Pawtuxet. Among the guests was Mayor Henry Fletcher, who delivered the address welcoming the trio home.

The American Adjustable Hat Pin Co. has been incorporated under the laws of Rhode Island with a capital stock of $50,000. The incorporators are Thomas Whitehead, Almerindo Benedetti, Frederick A. Boyer, Angelo Dominico and Nicholas Dominico. Mr. Whitehead is the treasurer, Mr. Boyer the general manager, and Charles O'Neil is salesman. The business was started last Spring by Messrs. Bendetti and the two Dominicos at 9 Calender St., but was recently removed to temporary quarters at 12 Beverly St., this city.

The following buyers were in this vicinity the past week: Lafayette Stern and Eugene Stern, of Stern Bros., New York; Soloman Kessler, of Evan, Lloyd & Co., Chicago; Simon Lachman and Isaac Lachman, of Lachman Bros., Detroit, Mich.; Herman Pichel, of Samstag & Hilder Bros., New York; M. A. Warren, of the Warren Jewelry Co., Calumet, Mich.; A. Bailer, of the Bailer Jewelry Mfg. Co., Memphis, Tenn.; A. Kaufman, of R. W. K. Co., Chicago; C. F. Preusser, of the Philippine Island.

Hamilton & Hamilton, Jr., manufacturing jewelers, entertained about 225 of their employes at the Pomham Club last Saturday on the occasion of the annual outing. Three electric cars were chartered to carry the excursionists, with a band, to their destination, the cars being handsomely decorated. The start was made from opposite the factory immediately after the power stopped at noon, and the ride through this city and East Providence to the club grounds was greatly enjoyed. Upon their arrival a club lunch was served, and after a social hour the bake was opened in true Pomham style. After the bake a baseball

game, running races and other games were indulged in. Members of the firm accompanied the employes on the outing.

H. J. Geer, manufacturer of novelties, has removed from 9 Calender St. to 11 Snow St.

Among the foreign importations received through the Providence Custom House during the past week were the following: From Bremen, 15 packages of imitation precious stones, one of mesh bags and one of pearls; from Hamburg, two packages of glassware; from Havre, four packages of imitation precious stones and one of manufactures of metal; from Liverpool, two packages of manufactures; from London, one package of gold leaf; from Southampton, 13 packages of bristles and one of religious goods.

Attleboro.

George W. Allen, Jr., has returned from a trip for the Bristol Mfg. Co.

W. H. Lyons is making a southern trip in the interests of the C. D. Lyons Co.

W. S. Austin returned last week from a trip in the interests of the D. A. Hart Co.

The Attleboro Chain Co. has received so many orders that it expects to begin night work.

A postal savings bank will be opened at the local post-office the first part of next month.

Charles H. Tappan has returned home after spending the Summer at Camp Tappan, Me.

Grover Batchelder has returned from a short business trip made in the interests of the D. F. Briggs Co.

James G. Moran has been appointed postpaster of Mansfield to succeed James O. Hodges, who held the position for 20 years.

John M. Fisher, the well-known jeweler, provided automobiles last week for carrying the Boy Scouts to Prudence Island, where they enjoyed a week's camping-out trip.

W. E. Harwood, the western traveling salesman of the Fontneau & Cook Co., was on one of the trains of the Big Four Railroad last week when it was wrecked between Cincinnati and Columbus. Fortunately, being in the smoker, which, with the baggage and mail car remained on the track, he was unharmed.

A. D. Gobin & Co. has removed from the old shuttle shop to larger quarters on the third floor of the Bushee building. The firm started in business less than a year ago, but rapidly grew out of its old quarters, which necessitated its removal to obtain a larger floor space. The members of the firm are Albett D. Gobin, Augustus Tooker and Peter Dondly.

Evidence of good business in the jewelry industry is to be found in the following want advertisement which appeared last week in the daily papers: Chaser, Finberg Mfg. Co.: enameler, the Baer-Wilde Co.; bracelet makers, Austin & Stone; bench hands, C. A. Marsh & Co.; pearl workers, Freman & Daughaday; engravers, Geo. L. Brown & Co.; bench hands, Moore Bros.; burnisher, Attleboro Chain Co.; stone setters, R. B. Macdonald & Co.; girls for press work, Attleboro Mfg. Co.; girls for packing room, the W. H. Saart Co.

Boston.

David Nemser is calling on the trade in New Hampshire this week.

Fred S. Scales has recently moved into his new house, just completed for him in Winchester.

A. D. Harding, Petersburg, Va., was among the jewelers visiting the Boston trade last week.

Samuel Dreayer, of Hanover St., has been at Winthrop Highlands for the greater part of August.

Charles S. Blake is on an outing trip to Woolwick, Me., where he will remain over the Labor holiday.

W. J. Marshall, of the Waltham Watch Co.'s Boston office, has been on a vacation outing in Maine.

A. Romm, of 13 Essex St., just sold out the lease of his store, and is to remove shortly to Summer St.

B. S. Gainsborg, representing the New England Jewelers, is on a business trip through New York State.

Harry L. Brown, treasurer of the Waltham Watch Co., has been to Chicago on a business trip during the past week.

F. B. Chace, of the Jewelers' building, has been on a business trip the past week through the Lake Winnipesaukee territory in New Hampshire.

Charles T. Derry, traveler for the Smith-Patterson Co., has been at his Summer cottage at Oak Bluffs, Mass., during the latter part of August.

I. Lake, manager of the New York office of the Waltham Watch Co., has been a visitor at the Boston office of the company, the past week.

John C. Brohl and wife, of Hot Springs, Ark., were in Boston during the past week on a business and outing trip. Later they went to the White Mountains.

Samuel Berger, buyer for A. Gordon, Hanover St., has returned from the Bay of Naples Inn, in the Songo River and Sebago Lake region in Maine.

E. F. Brunelle, of the diamond department of Jason Weiler & Son, has returned from a yachting cruise along the New England coast north of Boston.

F. F. Davidson, treasurer of the Thomas Long Co., who has been for the past few weeks at his Summer place in China, Me., will close his outing Labor Day.

F. S. Carr, of Springfield, Mass., was here last week on a buying trip. He is planning to take the steamship *Cleveland* around-the-world cruise the coming season.

Henry F. Weiler, with Harwood Bros., has been attending the Sons of Veterans convention the past week in connection with the G. A. R. encampment at Rochester, N. Y.

Joseph Cowan is on a business trip to the principal cities of the Ohio Valley and Great Lakes regions. E. W. Carleton, traveler for Mr. Cowan, is in northern and eastern Maine territory.

Arthur G. Wood, of N. G. Wood & Sons, who is one of the yachting experts of this section, has been acting frequently as a judge this season, as usual, at the series of contests off the North Shore.

E. R. Simonds, of the Ripley-Howland Mfg. Co., has been taking his annual vacation in New Hampshire. Robert J. Gordon, western traveling representative of the concern, is at Long Island, Me.

W. S. Foster, formerly in the retail jewelry business on West St., but now retired and living at his country place in New Hampshire, was in town last week and met some of his friends in the trade.

The H. W. Peters Co., jeweler and engraver, and dealers in medals, class pins and prize cups, has taken quarters with M. Luftig, diamond dealer, who recently moved into room 58, Jewelers' building.

J. C. Sawyer has concluded his auction clearance sale and begins this week his removal to a new location at 484 Washington St., now being remodeled and refitted in preparation for the opening next Saturday.

N. G. Wood & Sons furnished a number of prize cups for recent yachting races, among them the interstate regatta, at which victory went to New York entrants, the events being under the auspices of the Corinthian Yacht Club.

Eugene L. Folsom, who has been for several years the foreman of the Waltham watch factory plate department, is promoted to the superintendency of the statistical department, being succeeded in the former position by Oscar H. Buller.

James F. Murphy, who has been with John S. Lowell, of the Jewelers' building, for the past eight years, is to start in business as a watchmaker to the trade, about Sept. 1, occupying part of room 27, with Edmund W. Kirby, in that building.

H. O. Coleman, of the Tuttle Silver Co., is at Plum island, off Newburyport, for the latter half of August. F. W. Parris, of the same company, has just returned from Round pond, in the Kennebec river region in Maine, where he has been boating and fishing during the past fortnight.

A. Wish, a retail jeweler, Salem St., reports the larceny of a $250 diamond ring, the loss having been discovered subsequent to the showing of a tray of rings to two men one day last week. There is no clue as yet to the thief, and a well-defined description of the suspects is lacking.

Luke S. Stowe, a retired jeweler of Springfield, Mass., who was a member of the lower branch of the State Legislature in 1903-5, is a candidate for the Republican nomination for State Senator in his home city this Fall. He was in business there from 1864 to 1900, when he sold out to H. J. Webb.

Jason Weiler & Son will move Sept. 1 to 365 Washington St., near the corner of Bromfield St., and on the opposite side of the thoroughfare from their present location. Their new quarters are near the heart of the jewelry trade district, and they will have much more room, having taken the entire second, third and fourth floors.

Buyers in town during the week included: O. H. Stone, Athol; Henry Messier, Taunton; Joseph Lajoie, A. P. Lundborg and E. E. Franks, Worcester; H. S. Hewitt, George H. Kennison and C. A. Senter, Brockton; John A. Chamberlain, Salem; H. P. N. Dahl, Maynard; S. A. Loomis, Manchester; George A. Schmidt, Lawrence, Mass.; C. H. Sinclair, for N. C. Nelson, Concord; E. R. Jackson, Tilton, N. H.; A. Blaudet, Woonsocket; E. J. Reagan, Providence, R. I.







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Boston, Mass., 105 Federal St. H. T. Edwards
Philadelphia, Pa., 213 Commercial Bldg. Jos. Tomkinson
Dallas, Texas, 909 Elm St. H. J. Blakeney
Baltimore, Md., 304 W. Baltimore St. W. T. Owen & Co.
Buffalo, N. Y., 311 Main St. A. H. Sharpe
San Francisco, Cal., 718 Mission St., Room 302. B F. Heastand

Lancaster, Pa.

Charles Jennings, Philadelphia, Pa., is visiting Lancaster relatives.

F. A. Peters, of the H. S. Meiskey Co., has been on a business trip to New York, Attleboro, Mass., and Providence, R. I.

O. W. Lowrie, formerly a Lancaster jeweler, now with Elmer J. Faust, Allentown, Pa., has been spending his vacation in Lancaster.

J. Allen Kirk, Quarryville, Pa., has returned from a trip to Coventry, England his old home. While in London he witnessed the coronation.

I. H. Weaver, a prominent leaf tobacco dealer of Lancaster, was elected a director of the Non-Retailing Co. Aug. 24 to succeed the late A. F. Hostetter, deceased.

Ezra F. Bowman's Sons have donated gold rings as awards to the prize winners in the Children's Garden Association contest. They will be presented in a few days.

A local organization of the Young Men's Hebrew Association has been formed here, and Marcus Edelstein, jeweler, has been elected a trustee. The president is Dr. J. Sherman, oculist.

Thomas Pendergast, an engraver with Aug. Rhoads, has invented a device that robs the ladies' hat pin of its terror. It covers the pin point and at the same time holds the pin in place in the hat.

G. William Reisner furnished the gold, silver and bronze medals for the big bicycle meet held at Berwick, Pa., Aug. 24. George B. Sachs, a department foreman at the Reisner factory, is visiting Williamsport, Pa., with his wife.

F. D. Goodell, Camden, S. C., a student in engraving at the Ezra H. Bowman Technical School, has returned to Camden to take a position. Miss Ewing Weaver, Strasburg, Pa., has entered the school as a student in engraving.

Ernest S. Bauman, Detroit, Mich., is in Lancaster, his old home, which he has not seen for nearly 25 years. He will visit Baltimore and Washington before returning home. He is now connected with a prominent jewelry firm.

Mallory Urban, formerly of this city, where he learned the jewelry trade, died Aug. 22 at Denver, Colo., from injuries received several weeks before in a railroad accident near Pueblo. He was 42 years old and leaves a widow and five children.

Frank S. Ziegler, Jr., Stockton, Colo., is visiting his parents in this city, being accompanied by his bride of a few weeks. Mr. Ziegler and a couple of his brothers are engaged in the jewelry manufacturing business at Stockton. Mrs. Ziegler is a noted pianist, and will be heard in concerts here before returning home.

Charles Studebaker, 63 years old, a watchmaker of Briceton, O., passed through Lancaster a few days ago with a pushcart on a 2,500-mile "hike," which he is making on a wager. He is to go to New York and must earn money for the trip by repairing clocks on the way; after leaving New York he returns home by a different route. The time allowed is 365 days.

Among the jewelers who recently visited Lancaster were: Chat. Lehmaster, with S. R. Snyder, Chambersburg, Pa.; S. H. Miller, Mt. Joy, Pa.; H. Frank Maurer, Strasburg, Pa.; Joel Kinports, Baltimore, Md.; Zach H. Dolby, Richmond, Va.; Thad. L. Dinkelberg, St. Louis, Mo.; Harry Charles, with G. W. Loar, Grafton, W. Va.; Ammon W. Arter, Sunbury, Pa.; E. P. Zane, Christiana, Pa., and J. M. Kreider, Ephrata, Pa.

Philadelphia.

TRADE CONDITIONS.

The local wholesalers and jobbers report the season thus far excellent and the outlook is most promising for a good Fall and Winter business.

George Wachs, 727 Sansom St., is among the visitors at Atlantic City.

S. K. Hanley, Reading, Pa., was a recent visitor to the wholesale district.

R. C. Wilde, who is traveling throughout the State, reports good prospects.

H. Garman, retail jeweler, Coatesville, Pa., has left for an extended pleasure trip.

Max Einhorn, of M. Sickles & Sons, has returned with Mrs. Einhorn from a trip in New York State.

Harry M. Sagorsky, manufacturing jeweler and diamond setter, has opened a new store at 531 South St.

William Clark, with the MacIntyre, Magee & Brown Co., is spending his vacation near Cohoes, N. Y.

Kayser & Kimmel, manufacturers of rings, have removed from 8th and Sansom Sts. to larger quarters at 409 S. 8th St.

E. D. Kelly has resigned his position with E. D. Sturmer, Easton, Md., and will open a store on his own account at Moore, Pa.

Fred Straub, watchmaker for S. Haas, 1738 Market St., has embarked in the jewelry business for himself at Germantown Ave. and Somerset St.

The sympathy of the trade is extended to William Hornick, with L. P. White, upon the death of his father, which occurred Monday, Aug. 21.

John Breyer, watchmaker, 117 S. 8th St., is enjoying his vacation as the guest of the Young Men's Christian Association on their farm at Downingtown, Pa.

The meeting of the creditors of the Futernik Co., Inc., will take place Aug. 28. The object of the meeting is to decide upon the private sale of the balance of records, etc.

M. Schulnik, a S. 2d St. jeweler, has departed with all available stock for parts unknown. Attorneys for his creditors will appreciate any information that will assist in locating him.

A note in this column recently referring to the Heyman Co. was slightly erroneous. This concern, which will open a retail store at 33 and 35 S. 8th St., will continue in its present quarters at 602 Market St., using this store exclusively for its wholesale business in diamonds, watches and jewelry.

Morris Rich, a pawnbroker at 11th and Poplar Sts., was taken into custody by Detectives Emanuel and Callahan last week on the charge of having received jewelry stolen from the home of Louis C. Duenkrager, 201 Westmoreland St. on Aug. 5. Rich denied that he knew the goods had been stolen. He was arraigned on the charge and held for a further hearing.

The following jewelers were visitors to this city during the week: W. S. Porter, Burlington, N. J.; D. H. Krause, North Wales, Pa.; E. L. Thomas, Phoenixville, Pa.; O. O. Stillman, New Brunswick, N. J.; Calvin Solliday, Lambertville, N. J.; John MacPherson, Mauch Chunk, Pa.; G. Lanz, Norristown, Pa.; E. K. Bean, Lansdale, Pa.; Frank Kline, Spring City, Pa., and E. D. Sturmer, Easton, Md.

While temporarily insane from the effects of typhoid fever, from which he had been suffering for some time, Frederick W. Wirbatz, a watchmaker employed at 12th and Sansom St., wandered away from his home last Monday evening, and it is supposed that during a period of delirium he leaped into the Delaware River. His body was recovered shortly afterwards. It was identified later by his brother, Henry Wirbatz, and taken to his late residence, 2418 Marston St.

It is rumored that plans are being made for the merging of the Chamber of Commerce, the Board of Trade and the Merchants and Manufacturers' Association of this city. A closer alliance, it is believed, would tend to accomplish better results. The new projects to be discussed are a statistical bureau and the publication of a magazine to be devoted to trade interests. The united trade bodies would be known as the Chamber of Commerce, this organization having the largest membership.

Notes for Exporters.

The Bureau of Manufactures is in receipt of a communication from a business man in Levant, stating that he would like to act as agent for American goods. Among other agencies he desires is that for cheap watches.

A society organized for the promotion of trade between Persia and the United States has communicated with the Bureau of Manufactures to the effect that a large number of inquiries have been received from that country in regard to American goods as an outcome of the receipt of various catalogues sent through that organization to its agents abroad. Principal among the article in demand are American cheap watches. Further information regarding the matter can be obtained from the Bureau of Manufactures by giving the file number, which is 7205.

George K. Hartshorn, of Franklin, Mass., and Daniel Staumes, who came to this country from Norway about six months ago, were killed by a dynamite explosion Aug. 25 at the Essex Development Co.'s silver mine in Newbury, Mass. Alvah C. Bixby, treasurer of the company, and two other men were injured, but not seriously. The fatality again brought to public attention the fact that silver ore in quantities is found in that section. It was only recently, however, that a new company was formed to resume work at the old mines, which had been neglected since the price of silver declined some years ago.

C. G. Eastham has resigned his position in Tipton, Ind., and will go to Decatur, Ill., in the near future to open an optical parlor. Mr. Eastham recently completed a course of instruction in the Northern Illinois College of Ophthalmology and Otology.



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Vol. LXIII. CHICAGO, WEDNESDAY, AUGUST 30, 1911. No. 5.

Chicago Notes.

B. F. Hirsch is on a middle western trip.

Harry Q. Farquharson is on a western trip.

Geo. Schwob was here last week on a visit to J. W. Tice.

R. H. King, with the Osthy & Barton Co., is in the northwest.

O. A. Starke, of the Star Watch Case Co., was here last week.

Frank W. Wallis, with T. W. Adams & Co., is on a trip to Denver.

Sam Zimmern, of Henry Zimmern & Co., visited the trade here last week.

Lyon Bros. are offering 40 cents cash in settlement of their indebtedness.

Max Hertz, jewelry buyer for Mandel Bros., returned from Europe last week.

A. R. Oughton, with the Jennings Bros. Mfg. Co., is back from a trip hrough Michigan.

Victor Strelitz, of Strelitz Bros., returned from a European diamond-buying trip last week.

Isaac Miller, head of the engraving department of Chas. Mayer & Co., was here last week.

George Goldberg, with the Untermeyer-Robbins Co., was here last week, calling on the trade.

Otto C. Hanisch, with the Geo. H. Fuller & Son Co., is making his initial trip to the Pacific Coast.

J. C. Manheimer and his wife returned from a trip to the Muskoka Lake region of Ontario recently.

S. H. Hess has been elected a member of the finance committee of the Chicago Jewelers' Association.

M. F. Barger has returned from Greensburg, Ind., where he spent a week visiting his sister.

Dudley E. Bard, son of A. C. Bard, who is in business at Los Angeles, Cal., is here for a month's visit.

Sid. H. Israels and Oscar A. Lessing, representing the S. & B. Lederer Co., are on a northwestern trip.

F. B. Tinker has taken the agency for the detachable handle umbrella line of Wm. Beehler, Baltimore, Md.

Joe Beach, the veteran silverware salesman, was here last week in the interests of the Derby Silver Co.

Walter Bauman, of the Bauman Jewelry Co., and Joe Stein, with the Stein & Elbogen Co., are taking a vacation at Minocqua, Wis.

Mr. Larson, watchmaker for F. E. Carlson, Kewanee, Ill., was here last week, taking engraving lessons.

Harry J. Connolly has been engaged by the diamond house of C. J. Roehr & Co. to represent them in the city.

Mrs. D. H. Keene, of Ft. Worth, Tex., and Sam Alsman, jewelry buyer for D. H. Keene, were here last week.

Mr. and Mrs. W. F. Kirkpatrick, St. Joseph, Mo., stopped over here last week on their way home from Europe.

C. C. Hoefer, of the Woodstock-Hoefer Watch & Jewelry Co., Kansas City, Mo., spent two days here last week.

Clarence J. Roehr has bought a fine residence, corner of Winthrop & Hollywood Aves., on a plot of ground 85 x 150 feet.

Edward F. Merkel, retail jeweler at 3438 S. State St., died here recently. His business has been bought by a Mr. Kantor.

Harry L. Brown, treasurer of the Waltham Watch Co., spent a few days here last week, making the acquaintance of the trade.

Wm. Hirsch, of A. Hirsch & Co., has returned from a six weeks' tour of Yellowstone Park and the west, accompanied by his family.

A. G. Sawyer is the new jewelry buyer for the John M. Smyth Co. Mr. Sawyer formerly traveled on the road for Ben Allen & Co.

Rudolph Geisler, credit man for Norris, Alister & Co., has returned from a trip to Beeville, Tex., where he is interested in a large plantation.

Milton Felsenthal, with the Chicago office of the Philadelphia Watch Case Co., is on a vacation trip to Denver, accompanied by his wife.

F. E. Hyatt, former Chicagoan, and now general manager of the Philadelphia Watch Case Co., Riverside, N. J., was here last week on a trip to the middle west.

Among the diamond men in town last week were: Albert Shire, Sim Englander, Robert Allan, P. B. Levy, Ely W. Horwitz, Si Pickering and Dave Zimmern.

H. C. McConnell, formerly a trunk jobber, who went bankrupt some months ago, is now traveling on the road for Benj. Allen & Co. He traveled for the concern 20 years ago.

Hugh E. King has returned from a nine weeks' trip to the Pacific Coast, and is now in the northwest. Don W. King, his son, is in Hamilton, Mont., where Mr. King has some fruit lands.

Winslow, Krause & Co., watch makers for the trade in the Masonic Temple, have dissolved partnership, L. E. Winslow retiring. A. E. Krause continues the business at the same address.

C. M. Powers, formerly traveling on the Pacific Coast for the Eisenstadt Mfg. Co., has started a jewelry jobbing and diamond brokerage business in room 709, Columbus Memorial building.

A. M. Shepard, salesman for the Rockford Watch Co., surprised his friends here last week by getting married. The bride is Ida M. Kinder, who has been prominent in educational circles here.

J. E. Von Wold, Baraboo, Wis., was here last week, accompanied by his wife. Mr. and Mrs. Von Wold have been touring Wisconsin, Illinois and Indiana in their automobile for a month, and were on their way home.

Claude E. Range, Trenton, Mo., ex-president of the Missouri Retail Jewelers' Association, stopped over here last week on his way home from the national convention at Richmond, Va., and a visit to New York and other eastern centers.

News was received here last week that Adolph Hapke, retail jeweler of Newman, Ill., has traded his store for a farm in Missouri. Mr. Hapke was swindled out of $800 worth of diamonds about six months ago by a minister for whom the police are looking.

The remains of W. E. Tower, salesman for Henry Paulson & Co., whose death at Pittsburg, Kans., was noted in the last issue, were taken to Springfield, Mo., for interment. Mr. Tower was formerly of Tower & Long, tool and material dealers at St. Louis, Mo.

Frank T. McKee, formerly in the retail jewelry business at Arthur, Ill., has bought out the retail jewelry business of Jay B. Johnson at Tuscola, Ill. Mr. Johnson will open a new jewelry store at Goodland, Ind., from which town he moved to Tuscola about two years ago.

While visiting the trade in his automobile one day last week, Homer Bonchard, who travels for the Eisenstadt Mfg. Co., St. Louis, Mo., broke the transmission gear of his machine. The auto rolled into a



The Next Chapter

of this interesting romance will appear shortly. It *should* appear in *your* store. If it doesn't, it may be because you are not alive to the wisdom of aggressive efforts for business at this time, or, perhaps, you are not availing yourself of the many advantages offered you by

The Allen Superior Diamond Service

These advantages—***in Quality, Price, Assortment*** and ***Speedy Deliveries,*** memo, or stock—are pronounced and widely recognized. It will pay ***you*** to "catch on."

The "Engagement Season"—(which after all is but a part of your diamond business) is by no means over. It is just fairly under way.

From now on, ***expect a renewal of active diamond demand***—which will profit you greatly ***if you are prepared.*** Good stones at August prices (Herbert W. Allen & Co. prices) are a wise investment for both present and later needs.

Just ***how*** can we serve you ***to-day?*** Write us!

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ditch, and Mr. Bonchard is using street cars until the machine is repaired.

B. J. Cizkovsky, diamond setter, has taken office room in room 700 Heyworth building.

Frank McKey has been appointed receiver for the U. S. Mail Order House under a bond of $2,000.

Joseph Griegers, 34 years old, a building contractor, was arrested here last week on complaint of Franklin Meyers, a jeweler and pawnbroker at 751 Milwaukee Ave., who charged him with passing a number of worthless checks.

Harry F. Buermeyer, formerly treasurer of St. Matthew's Episcopal Church in Evanston, was brought back here from East St. Louis last week charged with embezzling church funds. He was formerly salesman for the Burley & Tyrrel Co.

Woolfs, Inc., an instalment furniture, clothing and jewelry concern at 12th St. and Ogden Ave., is offering to compromise with their creditors at 50 cents on the dollar. They owe $65,945, and say their assets are a trifle less.

While sitting in the lobby of the La Salle Hotel last Saturday A. E. Goldstein, of N. Goldstein & Son, Dallas, Tex., found he couldn't move his legs and thought he had suffered a paralytic stroke. A doctor was called who soon relieved Mr. Goldstein. His feet were asleep.

A petition in involuntary bankruptcy has been filed against Tyrell, Ward & Co., a mail order concern at 220 N. Desplaines St. The petitioning creditors and the amounts due them are as follows: Fitzgerald Trunk Co., $539; C. H. Crowley, $47, and the Sefton Mfg. Co., $1,417.

Irwin L. Levy, a jeweler 28 years old, died suddenly of heart disease last Thursday at his residence, 370 E. 58th St. He is survived by a widow and a little daughter. The funeral took place on Friday, the interment being at Mount Maario Cemetery. Mr Levy was formerly employed by Hyman & Co., and was a nephew by marriage of H. S. and E. S. Hyman.

John Neuman has filed suit for $25,000 against Jacob M. Levine, proprietor of the Great Northern Loan Bank on S. Clark St. Neuman claims this is the value of certain diamonds which Levine holds. The suit is an echo of the Richard O. Kandler bankruptcy. The latter, who operated an engraving school got about $25,000 worth of diamonds on memorandum and pawned them with various loan brokers.

Ralph Root, 9310 Turner Ave., Evergreen Park, this city, has been visiting several wholesale houses here last week looking for the owner of a paper of diamonds which he claims to have found on the 61st St. station of the southside elevated railroad nearly a year ago. He says the diamonds are worth $1,500. Root says that someone has told him that he will have clear title to the diamonds one year from the time he found them if no one claims them, and that the year is soon up.

Among the retail jewelers in town last week were: Hy Linnig, Peru, Ill.; F. S. Krebs, Frankfort, Ind.; S. O. Adams, Polo, Ill.; Geo. K. Munro, Grand Forks, N. Dak.; Julius Baer, Kansas City, Mo.; Mr. Trask, Galesburg, Ill.; L. F. Dresser, Michigan City, Ind.; Henry G. Yahn, Joliet, Ill.; John E. Von Wold, Baraboo, Wis.; Mrs. D. H. Keene, Ft. Worth, Tex.; P. S. Larson, Beloit, Wis.; W. F. Kirkpatrick, St. Joseph, Mo.; C. F. Miller, Cairo, Ill.; Mr. Bitterman, Evansville, Ind.; C. F. Hallfarth, Henry, Ill.; Karl M. Keyes, Warren, Ill.; Ed Fassnacht, Peru, Ind.; Geo. L. Goodale, Lenox, Ind., and W. J. Graff, Boscobel, Wis.

Cleveland.

W. C. Fisher, Lorain, O., has been on the sick list, but is now up and around and at the store every day.

A. R. Kimpton, Oberlin, O., is moving into a much larger and finer storeroom, and better suited to his needs.

H. E. Burdick, of the Bowler & Burdick Co., returned last week from a two weeks' vacation. A. D. Weed, of the same firm, is now away on his vacation

M. B. Emig, of the Bowler & Burdick Co., was quite severely bruised when he was dragged a hundred feet by a street car last week. He is congratulating himself on having no broken bones.

R. E. Burdick and son Carlton returned last week from Europe, where he has been on his annual diamond buying trip. He reports that they experienced the hottest weather there in many years, and he was glad to get back.

C. E. Whittaker, Clyde, O., sold his stock and fixtures last week to Alfred Wirz, formerly of Montpelier, O. For some time Mr. Whitaker has ben desirous of closing out his business, and retiring because of ill-health. He has made no plans for the future.

The following is a partial list of out-of-town jewelers who were in Cleveland last week: Ed. Rossel, Orrville, O.; A. E. Shaw, Medina, O.; A. G. Chaffee, Garrettsville, O.; C. H. Dexheimer, Bedford, O.; G. F. Elgin, Kent, O.; Nelt Barr, Ashland, O; R. D. Judkins, Flushing, O., and H. C. Jason, Lodi, O.

Several jewelers who have leased storerooms in the new Euclid Arcade were again disappointed by the delay caused in the shipment of tile for the mosaic floor, but hope to be doing business by the latter part of next week, providing there is no further delay. This and other things have set them back, and those who had advertised their formal opening had to recall their invitations.

Rudolph Deutsch, wholesale and manufacturing jeweler of 746 Euclid Ave., has enlarged his quarters and has converted his former space on the second floor into his offices and salesrooms and has his factory on the fifth floor of the same building. Mr. Deutsch is now jobbing a complete line of silverware, watches, cut glass and jewelry in connection with his line of mountings and diamonds. Mr. and Mrs. Rudolph Deutsch have returned from their vacation at Cedar Point, where they attended the Elks' convention.

Milwaukee.

E. A. Heberlein, formerly located at Bangor, Wis., is opening a new jewelry store at Fennimore, Wis.

David Goldman, Milwaukee jeweler, manufactured the diamond medal which C. C. Randolph, proprietor of the Schlitz Palm Garden, will present to Sig. Creatori, the well-known band leader. The medal is of gold, studded with 22 diamonds.

John Gretzer was elected a member of the Manufacturing Jewelers & Jobbers' Association of Milwaukee at the recent monthly meeting. Final action was taken by the association on the proposition of issuing calendars each month for the retail trade, and it is expected that the first calendar will make its appearance for September.

Evansville, Ind

David Hecht, Howell, Ind., is back from a business trip to Indianapolis.

C. W. Fulcher, Clay, Ky., was a business visitor in Evansville last week.

Chris Hewig, 313 Main St., has returned from a trip to St. Louis, Mo.

J. L. Thuman is expected to make several improvements in his store.

Paul Strong, optician, has returned from a visit of several months in Europe.

Hovey H. Tislow, Petersburg, Ind., has recovered from his injuries sustained in a runaway several weeks ago.

William Artes, of Charles Artes & Son, has returned from New Harmony, Ind., where he visited friends and relatives.

Theodore Bitterman, of Bitterman Bros., has returned from his vacation spent in Illinois. He was accompanied by his wife.

John Rohlander, 611 Main St., will go to Indianapolis in October to take the balance of his degrees in Scottish Rite Masonry.

Gus Gans, of I. Gans & Sons, wholesale and retail jewelers, has returned from a trip to French Lick, Ind. He made the trip in his new automobile.

A farmer living near Poseyville, Ind., dug up the tooth of a mastadon a few days ago and it was brought to Charles Artes, the well-known jeweler of this city, who pronounced it the most perfect specimen he had ever seen. Mr. Artes is an authority on this subject.

Early in September there will be a meeting of the Evansville Retail Jewelers' Club and there will be several matters of importance to take up. The membership of the local club is growing at a rapid rate and in another year it is expected that practically every jeweler in this city will be a member.

Several valuable pearls have been found in the Ohio, Wabash and White Rivers during the past month. It is estimated that the value of the pearls found in these three rivers this Summer will run from $50,000 to $100,000. A great many of the pearls have been sold in New York. One man near Mount Carmel, Ill., found a pearl in the Wabash River that was worth about $3,000. Several stones valued at $1,000 each have been found, while many others have been found that were worth $100 and up. Bitterman Bros., Main St. jewelers, have bought several of the pearls and sent them to New York.

A. C. Ragsdale, Metropolis, Ill., has moved to Creal Springs.

St. Louis.

Julius Wild, of Spies & Grob, has returned from Atlantic City, N. J.

Otto H. Kortkamp and family are spending August at Elkhart Lake, Wis.

A. L. Bauman, of the L. Bauman Jewelry Co., has returned from a trip to Texas.

H. F. Hines, of the Weidlich Jewelry Co., has been spending several weeks in Michigan.

S. Rifken, of the Aller-Wilmes Jewelry Co., has returned from a vacation trip to New York.

C. T. Rogers, of the Hoyt Jewelry Co., has returned from a two weeks' outing at Jerome, Mo.

Milton Lowenstein has gone to Denver and Colorado Springs on a pleasure and business trip.

New safes are being installed by the Robbins Jewelry Co. for reserve holiday stock that is arriving.

Leo Sullivan, of the F. W. Drosten Jewelry Co., has returned from a trip to the Missouri Ozarks.

O. A. Boellner and wife, 1732 Franklin Ave., have returned from a trip to New York and Boston.

Mannie Levy has resigned his position with the Hess & Culbertson Jewelry Co. to go to New York.

William Reichmann, of the Gutfreund-Kemper Supply Co., has been spending his vacation in the north.

Samuel Kober, traveler for Henry Froehlich & Co., New York, is visiting relatives in St. Louis for a few days.

Richard Whelan, of the Whelan-Aehle-Hutchison Jewelry Co., has returned from a two weeks' camping trip.

Albert Mark, of the St. Louis Clock & Silverware Co., is spending a two weeks' vacation at Beach Harbor, Mich.

L. A. Fassett, of Weiss & Fassett, has returned from a diamond-buying trip to Europe. He had been abroad since July 10.

Aubrey C. Lindseley, of the J. Bolland Jewelry Co., has returned from a vacation trip to Pine Orchard, Conn., and New York.

L. P. Tisch has sold his jewelry business at Beebe, Ark., and is now in St. Louis. He has not decided on his plans for the future.

Max Bauman, of the Bauman-Massa Jewelry Co., has been confined to his home for two weeks by illness and is still unable to leave his room.

W. K. Urbani, jeweler, Mayor of Vandalia, Ill., stopped in St. Louis on his way to New York, where he went to dispose of some property owned by him.

Louis Ebeling was a member of the reception committee at the annual picnic of the North St. Louis Business Men's Association at Linn's Grove, Wednesday.

B. Stiffelmann will leave Thursday for St. Paul, where he is to be married next Sunday to Miss Goldie Rocher. They will go on a honeymoon trip through the south before returning to St. Louis.

J. Reed Elliott, president of the Elliott Jewelry Co., accompanied by his wife, sailed Thursday from New York on a pleasure journey through Norway, Sweden, Denmark and other Old World countries. They will be abroad about five weeks.

J. J. McKenna, vice-president of the Bauman-Massa Jewelry Co., has returned from a two weeks' vacation stay in Cass County, Mo. Leo S. Bauman will return Monday from a trip to Maine. Max Bauman has returned from Mt. Clemens, Mich.

Edward Netzheimer, for the past four years foreman of the factory of the Maritz Jewelry Mfg. Co., died Wednesday at his home in Kansas City. He had been in a hospital here for five months, following a serious operation. He was 31 years old. He is survived by his widow.

John Hagen, assistant manager of the F. W. Drosten Jewelry Co., is spending his vacation at the northern resorts. George B. Stifel will leave in a few days for Chicago and a fishing trip among the northern lakes. Frank N. Hagen has returned from a trip through Colorado and Wyoming.

S. D. Culbertson, vice-president of the Hess & Culbertson Jewelry Co., and Roy Culbertson are spending August at Walloon Lake, Wis. Burchard Hess, son of G. W. Hess, president of the company, is also staying at Walloon Lake. D. A. Rainwater, the expert window dresser of the firm, is now on his vacation.

James Williams, a clam fisher from Muscatine, Ia., found a pearl in the Kankakee River, near Bloomington, Ill., a few days ago that weighed 36 grains and was perfectly round. It, however, was slightly off color. It is said that if its luster was perfect it would be worth $3,000. It is thought that proper treatment may restore the color.

Goodman King, president of the Mermod, Jaccard & King Jewelry Co., will return within the next two weeks from Europe, where he has been making heavy purchases and executing some commissions for private individuals. R. O. Bolt, secretary of the company, will return Monday from a vacation trip. John J. Menges, buyer for the firm, started Saturday on his vacation.

Out-of-town jewelers in St. Louis last week were: A. Charlotte, San Antonio, Tex.; Messrs. Watkins and Suggs, of the C. L. Glines Jewelry Co., Harrison, Ark.; L. Lazarus, of Strauss Bros., Little Rock, Ark.; V. L. Prevallet, Prairieville, Mo.; E. L. Meyer, St. Charles, Mo.; Greenstreet brothers, Owensville, Mo.; H. D. Jones, Trenton, Tenn.; George Bedell, Caruthersville, Mo.

Richard D. Pizar, formerly for 20 years with the Porter & Wiser Jewelry Co., Kansas City, has taken 'charge' of the factory of the Maritz Jewelry Mfg. Co., succeeding Edward Netzheimer, recently deceased. Mr. Pizar has arrived and taken up the duties of his new position. He will bring his family to St. Louis shortly. He is an expert manufacturer and is well known in the trade. He and E. Maritz, president of the Maritz company, were associated together 20 years ago with the Edwards & Sloan Jewelry Co., of Kansas City.

When John Gibson, at the end of a term in the workhouse for robbery, was turned over to an officer to be taken to Steubenville, O., where he is to be tried for complicity in a $10,000 jewelry robbery, he received from Superintendent White a letter of recommendation, according him credit and praise for honesty and faithfulness while a prisoner. Gibson was a trusty at the workhouse, and when, in the latter part of June, he answered a telephone call in the office of the superintendent, he was directed by Detective Richard Joyce, who did not know he was talking to Gibson, to tell Superintendent White that a telegram had been received from Steubenville requesting that he be held for the authorities of that city. Gibson could have made his escape, but he delivered the message to the superintendent, whose duty it then became to deprive him of the privileges he had enjoyed as a trusty. Gibson left here Saturday in the custody of a Steubenville officer.

Indianapolis.

A retail store has been opened at Hope by R. G. McCarty.

Will Reed has returned from a two weeks' vacation spent at Bass Lake.

Mr. and Mrs. John D. Day are home after a 10 days' trip to New York.

Jacob C. Sipe has returned from a month's trip to Amsterdam, Holland.

Mr. and Mrs. E. E. Petri are home after a two weeks' stay at Lake Maxinduekee.

Mr. and Mrs. John A. Bernloehr are spending the Summer at Colorado Springs, Colo.

Constantine Beckerer has returned from a trip to Niagara Falls and other eastern points.

A. P. Craft, president of the A. P. Craft Co., is in Wisconsin, looking after mining interests.

Mr. and Mrs. William Reger have gone to Epworth Heights, Ludington, Mich., for two weeks.

Mark C. Davis is seriously ill at his home in this city. Mrs. Davis died a few weeks ago.

After a motorcycle trip to Kentucky H. O. Cobb, engraver for J. H. Reed, has returned home.

A. R. Gray and D. S. Gribben, of Gray, Gribben & Gray, have recently purchased new automobiles.

William Espey, bookkeeper for the Baldwin-Miller Co., is spending his vacation at Mackinac Island.

Harold Kelso has taken a position with his father, R. E. Kelso, in the latter's store at 1529 N. Illinois St.

S. B. Merrick, for many years in business at Plainfield, has opened a retail jewelry store at Coatesville.

Joseph E. Kernel, Omaha, has returned to that city after a visit with his parents, Mr. and Mrs. Emil Kernel.

The store of J. B. Nichols, Dugger, was robbed Aug. 21 of 25 gold watches and other articles valued at $500.

Mr. and Mrs. Carl F. Walk have returned from an automobile trip to Toronto, Can., and other points in the east.

A visitor in the city last week was J. S. Wells, Bicknell, who called on his daughter, who is ill at the Methodist Hospital.

Mrs. Julius C. Walk and daughter, Miss Julia Walk, have gone to Forest Beach, Mich., where they will remain several weeks.

Joseph E. Reagan, of the Baldwin-Miller Co., has gone to Ludington, Mich., to visit his family, who are spending the Summer in that city.

Charles H. and Stella Scanlin have bought the Capitol City Jewelry Co., and will change the name to the City Jewelry

Co. George W. Stoehr will continue as manager.

H. Schrader has taken a position as watchmaker with George S. Kern, succeeding Donald Patton, who has returned to his former home in Kokomo.

B. S. Staley has returned from a trip to Detroit. He has also just occupied new quarters at Washington St. and Ritter Ave. a few doors east of his former quarters.

E. M. Stevenson states that his Fall class in arts and crafts jewelry will start about Sept. 15. He is now paying special attention to emblem jewelry, and is equipping a new shop to do his own press and die work.

Emil Mantel and daughter, Miss Anna Mantel, have returned from a visit to Cleveland, Detroit, Syracuse, Buffalo, Niagara Falls, Albany, New York, Atlantic City, Old Point Comfort and Washington. They were away a month.

Hoffman & Lauer, for some time at 926 State Life building, have moved to 901, 903 and 905 State Life building, and the quarters thus vacated have been added to the quarters of Charles W. Lauer & Co., following extensive alterations.

John T. Gardner, for several years traveling salesman for the Baldwin-Miller Co., has announced that he will be a candidate for the Republican nomination of Sheriff of Marion County. He is prominent in several traveling men's organizations.

Among out-of-town retail jewelers in the city last week were: J. E. Hart, Scottsburg; John W. Hudson, Fortville; Herman Vollmer, Princeton; F. Pennington, Knightstown; J. F. Harding, Brownsburg; J. O. Lutz, Zionsville; R. G. McCarty, Hope; S. B. Merrick, Coatesville; J. W. Thompson, Danville; A. W. Owen, Greenwood; Harry Major, Shelbyville; P. G. Ahring, Summan; John W. West, Greenwood; Joe Booth, Tipton; Aaron Pursel, Noblesville, and Alton, Evans, Spiceland.

Columbus, O.

J. T. Mathisen, 5 N. High St., spent a few days last week at Detroit and other points on the lakes.

Albaugh & Pickering have completed installing a new all-glass store front in their establishment at 81 N. High St.

The store of C. L. Young, Delaware, was robbed last week, the thieves getting stock to the value of about $100, as follows: Seven lockets, two lockets and chains, three bracelets, 18 fountain pens, 60 stick pins, 12 brooches, and a safety razor. It was thought the thieves came to Columbus, and the police here were asked to watch for them but could find no trace of the men.

W. C. Maynard, Miami, Fla., is not out of business, as previously reported in some quarters.

The Young-Hamilton Jewelry Co. has purchased the stock and fixtures of B. F. Roark, at Rome, Ga., and will continue the business at the old stand. The Young-Hamilton company has been incorporated with a capital of $40,000 and has applied for a charter. The incorporators are G. D. Young, J. P. Hamilton and Mrs. Carrie Young-Hamilton.

San Francisco.

Henry Wurkheim is back from his annual vacation, having gone this year to McCray's, in the hills near Cloverdale.

Burr W. Freer, of the Burr W. Freer Co., is still away, but is expected to return to take up his duties again about the end of the week.

Hirschman & Co., this city, have filed articles of incorporation, the capital stock being placed at $200,000. The incorporators are M. A., S. J., and A. Hirschman.

Work has been begun on the fitting up of the new store of Treat & Eacret, 136 Geary St., and it is announced that this will be opened to the public about Oct. 1.

M. Knopfmacher, of Knopfmacher & Kaiser, is now on his way to Amsterdam to make the annual diamond purchases for the firm, and anticipates being absent for several months.

George A. Desenfant, located in the Pacific building, has left on an extended eastern trip, and will be absent for several weeks. He will visit New York and other wholesale centers, and will spend some time in Boston.

W. J. Lindow is having work rushed on his new store at 17 Kearny St., and this will be opened within a few days. While the store is small, it is planned to carry a varied stock of goods. A specialty will be made of antique jewelry.

E. J. Pollack, Eugene, Ore., accompanied by his wife and daughter, was in town recently on a pleasure trip that will embrace the leading coast points. From here the visitors will go to San Diego, and a trip will then be made by boat to British Columbia.

David Goodfriend, representing the Western Clock Co., this city, is making a trip down the coast, and was recently heard from from San Luis Obispo, where he was renewing acquaintanceship with a number of business men he had met in Alaska during the gold rush to the far north.

M. H. Rosenthal, who for some time has been located at 45 Kearny St., where he has been connected with the M. H. Rosenthal Co., has retired from that firm and has entered the business field on his own account. He has secured quarters in the Mutual Savings Bank building, where a line of jobbing material, findings, novelties, etc., is being carried.

Henry M. Abrams, of the Henry M. Abrams Co., dropped into town for a short stay, last week, but will shortly resume his trip on the road. He states that conditions are rapidly improving. Heavy crops are being harvested, and jewelers in the country districts are now commencing to anticipate their needs, with the feeling that the Fall and Winter season will be an active one.

The Panama-Pacific Jewelry & Novelty Co. has opened for business in the Pacific building, 4th and Market Sts., and is now showing quite a line of 1915 jewelry, including buttons, watch fobs and pins. Now that work has been commenced on the Exposition project, it is anticipated that there will be a big demand for novelties of this character. L. J. Frankerberg is manager of the new concern that has entered this field.

Hyman Abraham, who for some time has been with George Greensweig & Co. in the Jewelers' building, has decided to enter the business field on his own account and has secured the line of Frederick B. Weiss, Inc., Newark, N. J. Office space has been secured with W. J. Browne in the Kamm building, and the new manufacturers' agent will shortly be showing this 10-kt. line to the local trade.

The Baldwin Jewelry Co. has an unusually comprehensive exhibit in its windows, a specialty being made of F. O. E. jewelry. The national convention of Eagles is in session here now. In addition to this the Typographical Union is holding a national convention here, and it is estimated that fully 100,000 strangers are in the city, making business quite active. One of the railroads has also put on a special low-rate excursion from Los Angeles to permit persons there to come here and see the World's Fair site and to get a respite from the heat wave that is sweeping over the southern part of the State.

Pacific Northwest.

Harold Johnson has opened a store at 5234 Union Ave., Tacoma, Wash.

W. D. Woodrow, formerly located at Lents, Ore., has moved to Canby, where he has opened a store.

Herman Fredell, Edmonds, Wash., has moved to Seattle, where he has opened a place of business at 214 Seneca St.

S. Kirk, Grand Forks, B. C., recently suffered a heavy fire loss in a conflagration that destroyed the business section of that city.

In a recent fire that occurred on S. Central Ave., Medford, Ore., the store and stock of J. F. Lawrence were damaged to the extent of $1,500.

Leslie M. Rose, Ashland, Ore., has disposed of his business to O. H. Johnson. Mr. Johnson has already taken possession of the store, and is adding several new departments.

The Maurer Coppenoll Jewelry Co., Eugene, O., has purchased from J. C. Conrad the agate polishing plant formerly belonging to Lee Hazelton. This will be installed at the rear of the store.

Bert Barnes, who for several years conducted a jewelry establishment at Grant's Pass, Ore., has retired to take up other lines of work, his store having been purchased by O. F. Wittorf, who has been employed by him for the past three years.

Memhard & Miller, E. J. Hyde and Geo. R. Dodson, Spokane, Wash., all prominent jewelers, have filed complaints with the county board of equalization to the effect that their assessments are considerably higher than the invoice value of their stock.

The store of J. H. Meisner, 419 Hawthorne Ave., Portland, Ore., was entered by thieves, recently, and goods valued at $1,000 were taken. Following the robbery the men, five in number, stole an automobile from a nearby garage and left this after smashing it while still in the city limits. Finger prints were discovered in the store, and may give a clue to the thieves.

Los Angeles.

E. A. Fano, Bakersfield, was a recent visitor in this city.

Alphonse Judis, San Francisco, has been here recently on business.

Fred Adams, of Greenwald & Adams, Tucson, Ariz., is visiting here.

John Bloom, of Montgomery Bros., has gone to San Francisco for two weeks.

Dr. H. C. Lowry, with Leo M. Schiller, San Diego, has been visiting here recently.

The period for closing Saturday afternoons comes to an end with the month of August.

John Bosworth, of Brock & Feagans, has been ill for several days and confined to his home in Santa Monica.

Jules Franklin, the diamond merchant, with headquarters in New York, has been spending some time here on business.

Large numbers of the Los Angeles jewelers get rest and recreation by visiting the nearby beaches Saturday afternoons and Sundays.

W. J. Wilson expects to start early in September on a trip through the east in the interests of the Out West Gem Co., 553 Maple Ave.

James P. Tait, head salesman for E. Gerson, is now at Scott's Camp, in the mountains above Azuza, enjoying himself hunting and fishing.

George G. Koeberle, head watchmaker for the Donavan & Seamans Co., is back at his place in the store after a vacation spent at Coronado Beach.

George L. Bannister, 309 S. Spring St., is spending two weeks at Balboa and vicinity. During his absence B. Erb, his head watchmaker, is in charge of the store.

A. G. Hall, formerly with A. H. Reisser Co., Columbus, O., has taken a position as salesman with John T. Harris in his new store at the corner of 8th St. and Broadway.

R. D. Vereler, traveling salesman for D. Wolkowisky, wholesaler in the Broadway Central building, has gone on a business trip to San Francisco and other northern towns.

W. A. Wheeler, A. E. Baranger, Harfy Seaman, Charles Schwenck, George Cuccia and R. Worth, of the H. F. Wallace Co., all went to Catalina Island to spend Saturday and Sunday.

C. C. McKinley, manager of the stationery department of Brock & Feagans, and Swayne Elcan, of the silver department of the same firm, are both absent from the store on their annual vacations.

Plans have been completed for the new building to be constructed for the Out West Gem Co. on Santa Fe Ave. These plans are now under consideration but have not been definitely decided upon.

Carl Entenmann, of the Carl Entenmann Jewelry Co., expects soon to start out on his annual trip up the Pacific coast. The alterations in the company's store are not yet completed, but are well advanced.

Miss Levinson, daughter of J. Levinson, wholesaler, 818 Broadway Central building, has returned from a very enjoyable vacation of three weeks. She spent a portion of the time at Catalina and the balance at Ocean Park.

S. B. Bailey is now well settled in his new store, 541 S. Broadway. His large new plate-glass windows afford an excellent opportunity for the display of goods, and Mr. Bailey is using the opportunity to good advantage.

M. M. Graham, formerly in partnership with the Brandenburg Mfg. Co., but more recently with S. Nordlinger & Sons, has bought out Mr. Brandenberg's manufacturing business, located at 1010 Broadway Central building.

L. W. Brown, of S. Nordlinger & Sons, was one of the crew which won a first prize at the Santa Barbara regatta. He will make a cruise among the nearby islands with the winning yacht *Mischief I* before he returns home.

G. Russo, proprietor of a S. Broadway jewelry store, which deals largely in Italian cameos, was arrested recently charged with annoying a young woman on the street. The young woman did not appear at the trial to testify against Russo and he was acquitted.

Montgomery Bros. have been making two very handsome jewels, one of diamonds and the other of gold, for the Southern California Veterans' Association, which is now holding its annual encampment at Huntington Beach, a coast resort about 40 miles from Los Angeles.

Louis F. Bon, who was the first man arrested as a suspect in the case of the H. T. Reid diamond robbery in this city, but who was cleared of connection with that case, has been taken to Syracuse, N. Y., on a charge of issuing a fictitious check and embezzling $800.

M. P. Kinney, father of William M. Kinney, 615 S. Broadway, who has been associated with his son in the store, is making an extended visit in the east. He is accompanied by his wife, and intends to visit Chicago, Cleveland, Buffalo, Chautauqua Lake and other eastern points, and expects to be gone two months.

A. S. Levi, a jeweler recently in business in Washington, D. C., and who arrived here but about two weeks ago, has leased a store at 329 W. 5th St., and opened a retail jewelry business. His store is next door to that of Mr. Hitchcock. His lease is for between two and three years. On his way here from Washington he visited the eastern markets and secured a liberal supply of goods.

C. H. Brown, of this city, has brought here from a mine in San Bernardino County about 500 pounds of a stone new in that section. It is a combination of azurite and malachite and takes a very good polish. Mr. Brown says he has been offered $5 a pound for the lot. He says also that he has a mine containing quantities of tourmaline, which is fully equal in quality to that found in San Diego County.

L. Pierson, charged with being one of the men who brutally assaulted and robbed H. T. Reid, a diamond merchant in the Grant building, this city, June 21, arrived here a few days ago, having been brought from Chicago by local detectives. He was arraigned in the police court but has not yet entered his plea. He made a bitter fight against extradition in Chicago, and twice started habeas corpus proceedings. W. C. Rogers, who confessed his share in the crime, and implicated Pierson, was found guilty and is now serving a life term in the State penitentiary.

A dispatch to a local paper from Santa Monica says: "A moonstone (chalcedony) tooth will be fitted soon in the mouth of Police Officer Benton, who recently found one of the clear pebbles of the quasi gem stone class. The stone is of almost natural appearance to form a life-like mate for one of the officer's incisors. The dentist informs him the pebble will be easily fitted into place. Benton's purpose to make a tooth of the moonstone brings out the fact that several other beach residents are Fletcherizing with one or more moonstones, and quite successfully, too."

Mr. and Mrs. J. C. Fleming, Dr. E. E. Gray, Miss Muller and Miss Gertrude Rias, all of the J. C. Fleming Co., have been seriously ill as a result of ptomaine poisoning. All ate together at a down-town restaurant one evening and became ill soon afterward. It is thought the poison was contained in ham, of which all ate more or less. Mrs. Gray, who was with the party but did not partake of the ham, was not sick. All have so far recovered as to be able to be out, but they are still suffering from the effects of the poison. It is reported that eight persons from another store who ate at the same place were also poisoned.

Omaha.

Harry Greenblatt has gone to California.

Mrs. A. F. Smith is visiting her parents at Kansas City, Mo.

C. E. Riese expects to get his new jewelry store opened by Sept. 1.

A. Wolf is making a business trip to Kansas City and Des Moines.

L. H. Dutcher, York, Nebr., has taken a position with Albert Edholm.

H. S. Knapp, with the Shook Mfg. Co., is making a trip through Missouri.

Clarence Bergman, of the Sol Bergman Jewelry Co., is touring Iowa in his auto.

J. Gattheimer, with John T. Cooper, is spending a two weeks' vacation at Chicago.

Albert J. Navorn, with J. T. Cooper, was married last week to Miss Margaret Lustig, Dieterich, Ill.

Phil Aarons has gone east to purchase a new stock for the new store he will open on or about Oct. 1.

Henry Monsky, with the Harry Greenblatt Co., has returned from a vacation trip to Lake Okoboji.

J. T. Cummins, of the Bennett Co., has accepted the management of the jewelry department of J. L. Brandies & Sons. Mr. Peters, of Minneapolis, Minn., has taken the management of the jewelry department for the Bennett Co.

Among the out-of-town jewelers here last week were: Frank Pennington and wife, Wymore, Nebr.; L. H. Robinson, Stuart, Nebr.; B. A. McElvaine, Plattsmouth, Nebr.; L. B. Hoyer, Woodbine, Ia., and B. F. Smith, Valley, Nebr.

In a fire which did about $11,000 damage in Union City, Tenn., recently, the Barrett jewelry store was destroyed. The origin of the fire is unknown.

Kansas City.

E. P. Nevin, of Nevin Bros., has gone out to Colorado for a vacation trip.

C. E. Tieman, California, Mo., and wife, are spending a while in Colorado.

Frank Barton, with J. M. Harrison & Co., Concordia, Kans., is spending a few weeks in Kansas City.

Eugene Mills, with the Porter & Wiser Jewelry Co., is spending his vacation on a farm near Olathe, Kans.

C. C. Hoefer, of the Woodstock-Hoefer Watch & Jewelry Co., has just returned from a pleasure trip to Wisconsin.

Leslie White, traveler for D. B. Ward & Co., left for the road again Monday, after spending Sunday in this city.

J. E. Creviston, for the past eight years with the Porter & Wiser Jewelry Co., has taken a position with Aug. Wetteroth, St. Joseph, Mo.

Ralph Davenport, with the Porter & Wiser Jewelry Co., has returned from Wichita, Kans., where he has been spending his vacation.

Richard D. Pizar, for many years an expert diamond mounter in the employ of several Kansas City workshops, has gone with a large manufacturing concern in St. Louis, Mo.

L. C. Tower, the representative of Henry Paulson, whose suicide was reported in the daily press last week, was well known in this section of the country, having been in the retail business in Coffeyville, Kans., and later in the jobbing business in Springfield, Mo., and then in St. Louis a while.

The following jewelers called on the trade last week: Fred Dryden, of the Spencett Drug & Jewelry Co., Lees Summit, Mo.; J. O. VanVoorhies, Osawatomie, Kans.; Mrs. C. J. Benson, Lees Summit, Mo.; J. O. Stott, Paola, Kans.; Amos Plank, Hutchinson, Kans.; Elmer Fry, Belleville, Kans.; L. Potts, of Potts Jewelry Co., Marceline, Mo.; R. D. Mitchell, Carrollton, Mo.; Rupert Tuell, Stillwater, Okla.; E. M. Parker, Eudora, Kans.; Chas. Weber, Lexington, Mo.; W. G. Brown, Sterling, Kans.; W. W. Whiteside, Liberty, Mo.; S. J. Huey, Excelsior Springs, Mo.; L. Yanslin, Baldwin, Kans.; P. J. Tonjes, Westphalia, Kans.; C. E. Parker, Collinsville, Okla.; J. H. Whiteside, Liberty, Mo.; A. J. Carruth, Herington, Kans.; H. H. Guber, Richmond, Mo.; F. E. Butin, Fredonia, Kans.; S. H. Babb, Beaumont, Tex.; W. F. Kirkpatrick, Winchester, Kans., and R. E. Bertholf, Cherokee, Kans.

Denver.

E. R. Fisher, of the Fisher Jewelry Co., Pueblo, is touring the State in his automobile.

H. L. McLaughlin, of the W. W. Hamilton Jewelry Co., has returned from a business trip through the northwest.

William Fulton, of the Lewis Jewelers' Supply Co., is making an extended trip through the State in the interest of his firm.

Out-of-town jewelers visiting Denver last week were: C. L. Beard, Longmont; L. E. Gardner, Longmont; B. H. Morrison, Ault, and Mr. Eddy, of Eddy & Vahldeck, Westcliffe.

Frank Allen, of the Bohm-Allen Jewelry Co., has returned from a vacation trip in the east. Fred J. Wilson, of the same firm, is enjoying his vacation in the Colorado mountains.

Traveling representatives visiting the Denver trade last week were: Ernest Block, Louis Stern & Co.; E. L. Badgley, S. O. Bigney & Co.; C. C. Offerman, C. A. Marsh & Co.; J. Rothschild, Jacob Rothschild & Co.; Richard H. Jackson, Sessions Clock Co.; Mr. Abbott, Standard Button Co.; Robert V. Curran, Arnold & Steere, and W. S. Metcalf, Plainville Stock Co.

Minneapolis and St. Paul.

J. C. Herdliska, Princeton, Minn., came to the Twin Cities last week in his automobile.

Axel Madsen, of Rettig, Hess & Madsen, has left for a trip over the Mesaba Iron Range of northern Minnesota.

Church Bros. have opened a new retail store at 92 S. 7th St., Minneapolis, where they have fitted up an attractive store.

C. H. Nervobig and wife, Mankato, Minn., came to St. Paul by automobile and proceeded to Rochester, N. Y., to attend the G. A. R. convention.

Isador Falk has engaged in business at 240 Cedar Ave., Minneapolis, where a suburban business district of considerable magnitude has been built up.

Pearl Norland, of the jewelry department of the Powers Mercantile Co., Minneapolis, has returned from a vacation trip to Isle Royale, in Lake Superior.

F. H. Harm & Bro., 387 Robert St., St. Paul, are about to move to new quarters at 14 E. 6th St., about three blocks distant, and a few doors from Wabasha St.

A. L. Mealey, Delano, Minn., has removed his family to Minneapolis in order that his daughters may attend the University of Minnesota. He continues his business at Delano.

The Minnesota Jewelry Jobbers' Association held its regular monthly meeting in St. Paul, Aug. 24. L. C. Gaus, Minneapolis, was admitted to membership. One or two other applications are pending.

The new license inspector of St. Paul is actively following up all pawnbrokers and others who should be licensed. Several jewelry stores which do loan business have been warned to take out a license or quit loaning.

A. Poupenay, who has conducted a wholesale business in the Lumber Exchange, Minneapolis, for a number of years, will retire because of failing health. He announces that his stock will be closed out at retail at 104 Lumber Exchange.

B. Ballard, who has owned the jewelry department of Schuneman & Evans, St. Paul, for a number of years, has bought the business of the late Wm. A. Sorenson at 230 20th Ave. N., in Minneapolis. Mr. Ballard has put on a sale to reduce the present stock, preparatory to laying in a new stock for the holidays.

Mark Rideout, Waterville, Minn., has moved to Rochester.

Detroit.

TRADE CONDITIONS.

Jewelers from out in the State who have visited the city are optimistic as to the Fall business outlook. Crops in most parts of Michigan have been excellent, prices were never better, and the farming classes were never more prosperous. Michigan is one of the richest agricultural States in the Union, and when the farmers have money business in the smaller towns is always good. Factories in the larger centers have enjoyed a busy Summer, and the outlook at present is very favorable.

O. O. Forbush, Clio, Mich., was in the city last week, replenishing his stock.

A new delivery automobile has just been placed in commission by Wright, Kay & Co.

C. S. Hannan, of the Grainger-Hannan-Kay Co., is in New York, buying for the Fall trade.

William H. Shepner, residing at 93 Greenwood Ave., took out a license Friday to wed Mrs. Caroline F. Culhan.

Waldo Moore, with the C. A. Berkey Co., left last week to spend a couple of weeks at Grand Bend, Ont., a well known summering place.

Alfred Wirz, Montpelier, O., who recently sold his business to E. C. Avery, Toledo, will engage in business again and has decided to locate in Clyde, O.

The following out-of-town jewelers called on the local trade last week: William Riker, Jackson; H. W. Baxter, Birmingham; C. W. Mosher, Port Huron, and F. W. Pauli, Pontiac.

William Frank, one of the best known salesmen in the city, and for several years in the silverware department with Wright, Kay & Co., has resigned and will soon remove to California, where he will go into the automobile business.

John Kay, of the Grainger-Hannan-Kay Co., is in Chicago attending a congress of stamp collectors. Mr. Kay is one of the most enthusiastic collectors in the country, and his collection includes many of the rarest stamps in existence.

F. A. Kelsey, of Wright, Kay & Co., has returned from a vacation of six weeks spent in Muskoka, Ont. Henry M. Wright, of the same firm, is visiting in Atlantic City, and Harry Wright will leave soon for the Adirondacks, where he will spend a month.

Members of the Detroit Retail Jewelers' Club are endeavoring to have a large attendance at the first meeting of the Fall season, which will be held the first Thursday in September. An interesting program is being arranged, and lunch will be served. An effort will be made to build up the society and to influence the jewelers to take more interest in the meetings. The club has done good work in the past.

J. H. Mosher, a lapidary at Glendive, Mont., has installed a most interesting exhibit at the Minnesota State Fair, which will be held at Hamlin, Sept. 4 to 9, and will also have one at the Montana State Fair at Helena, Mont., Sept. 25 to 30. Mr. Mosher has an especially fine collection of Montana moss agates, which includes 500 gems of which there are scarcely two alike.

Cincinnati.

F. G. Krueger, of Gebhardt Bros., will start through Indiana and Michigan the last of this week.

J. C. Miller, of the Miller Jewelry Co., will come in the last of the week from a trip through Michigan.

H. M. Chaffee is now goijng through Michigan, and Robert J. Siefers through Tennessee, for Albert Bros.

Loring Andrews, president of the Loring Andrews Co., is now taking his annual summer purchasing trip through Europe.

F. C. Bradley, McHenry, Tenn., is having a great deal of trouble over an invention of a patent wrench which he worked out himself but which he cannot get made.

C. K. Jacobs, of the D. Jacobs & Sons Co., is back from a flying trip through West Virginia. J. Hirschfield has also come in from the south. Julius D. Jacobs is going through Indiana.

George Lockhorn, of the Clemens-Oskamp Co., returned last week from Illinois. John C. Daller, Sr., is going through northern Ohio, Charles A. Gebhardt through Tennessee and Eugene Klemm through central Ohio.

I. Oppenheimer, of Hahn & Oppenheimer, returned the first of the week from a pleasant tour of the Adirondacks in company with his sister, Miss Jennie Oppenheimer. J. Hahn will be back Sept. 12 from a long journey through the south.

In one of the last games of the season the Oskamp-Nolting Co.'s baseball team defeated the Charles H. Schmitt Jewelry Mfg. Co.'s team by the score of 18 to 0. The winning battery was composed of Grafton Hughes, pitcher, and Clifford Hill, catcher.

Madison Prince, manager of a branch store of Raphael Bros. in this city, was married last week to Millie Mae Bloxon, of Kansas City, Mo., in Covington, Ky. They became acquainted in the Kansas City store of the company, which Prince was then managing.

Fred Pieper, of Covington, Ky., has returned home after a month's tour of the west. He is much elated over his election to the second vice-presidency of the American Optical Association, which came while he was attending the convention in Salt Lake City.

A diamond-cutting machine was received by Bingaman & Co. last week and set up in the basement. Upon the arrival of a cutter within the next few weeks the diamond-cutting business will be put under way. J. K. Bingaman has returned from a short trip to West Baden.

John N. Embrey, a well-known jeweler of North Lewisburg, O., passed away at his home on Aug. 23. He was 63 years old. The interment took place Friday at the East Liberty Cemetery, under the direction of Raper Commandery No. 19. Rev. Michael Yeagle officiated.

Charles Swigart, of Charles Swigart & Co., left Saturday to attend the funeral of his sister, Mrs. H. C. Barth, in Toledo. Mrs. Barth was the wife of the owner of the H. C. Barth Optical Co., of the Masonic Temple, Chicago, and a sister also of the late Eugene Swigart, of the E. & J. Swigart Co., and of John Swigart, Toledo, head of the Swigart Watch & Optical Co. She had been ill for a long time.

Gus Schneider has returned to his desk in the E. & J. Swigart Co. after a very invigoratijng vacation spent about his home. John S. Francis leaves the first of the week for the longest trip he has ever taken through the southwest. He will go as far in Texas as the Mexican border, returning the middle of November. M. A. Seymour left Monday to travel through Indiana. This is one of his first trips for the E. & J. Swigart Co. He came to Cincinnati from J. A. McCall, of Toledo.

In a note in the issue of Aug. 9, in speaking of the large real estate transaction as the result of which the Oskamp-Nolting Co. will move from its present quarters in Elm St. to 26-30 W. 7th St., mention was made of the company's optical business and retail jewelry trade. This was an error, as the Oskamp-Nolting Co. is a wholesale jewelry house and does not solicit retail business in any way. Sam Rothan has come in from West Virginia and Ed Schieldman is now going through the south.

A bowling league is being promoted among the jewelers of the city. The chief movers are R. J. Hess, head of the optical department of the Oskamp-Nolting Co., and Charles Hummell, of the Thoma Bros. Co. Eight or nine houses, it is thought, can easily be gotten together for an evening a week through the Winter, starting about Oct. 1. A meeting will be held the middle of September to decide upon time and conditions. The brightest star in bowling among the jewelers is perhaps Al Siemer, of the Oskamp-Nolting Co., a member of the Hamilton County and North Cincinnati bowling leagues.

Numerous out-of-town buyers came into Cincinnati last week with a heavy preponderance from the southern States. Among the visitors were: F. C. Bradley, McHenry, Tenn.; John Glen, Newport, Tenn.; Antoin Mahlrab, South Dayton, O.; E. J. Ozment, Tuscaloosa, Ala.; Max Kohlhagen, Lebanon, O.; J. V. Gruhls, Enton, Ala.; S. F. Knowles, Chattanooga, Tenn.; W. Fairchild, Monticello, Ky.; H. J. Vondervellen, Rockford, Ill.; J. E. Knocke, of the Victor Bogaert Co., Lexington, Ky.; W. T. Hurt, Chapple Hill, Tenn.; Mr. Davis, of Davis & Molone, Gadston, Tenn., and A. Carter, Anderson, Ind.

The members of the Retail Jewelers' Association of Cincinnati met in the Palace Hotel Friday night to arrange details for a mass meeting of the retail jewelers of this vicinity to hear the reports of Cincinnati's delegates to the national convention of retail jewelers at Richmond, Va. The meeting had been fixed for some time ago, but was postponed until the middle of September. The committee appointed Friday night, consisting of A. Schemel, president; Ed. Simper, George Nagel, George H. Link and Louis C. Eisensmith, of Newport, Ky., decided to have the meeting at the Zoo and to make it a social session.

The sparse delegation of Cincinnatians to the Ohio Optical Association convention in Cedar Point the first of last week returned Wednesday. The party consisted of Harry Winston, J. Zangers and Joseph W. Smith, of the Geneva Optical Co. Mr. Zangers was signally honored by the State meeting in his election as treasurer, and Harry Winston was recognized by the convention in being placed on the nominating committee. Mr. Zangers' election to office undoubtedly means his retirement from the chairmanship of the legislative committee which he filled during the recent campaign to get the optometry bill through the Ohio legislature.

Demolition of the Massey property at 8th and Race Sts. began last week to make way for the new building which will hold the auto-supply department of the Oskamp Jewelry Co. It is not probable that the overgrown department will be able to get into its new quarters before six or eight months. The space it now occupies at the end of the Oskamp store at 7th and Race Sts. will then be turned over to jewelry, and the small display room of the jewelry firm in the basement will be greatly enlarged. W. S. P. Oskamp, president of the company, has returned from Atlantic City, leaving Mrs. Oskamp and her two daughters for several more weeks' enjoyment of the resort.

North Attleboro.

Howard Ballou, R. Blackinton & Co., spent several days last week at Oak Bluffs.

The employes of the Mason Box Co. held a dance in their clubroom on Monday evening.

V. H. Blackinton & Co., Attleboro, Falls, have been running nights in order to fill their orders.

Raymond Wise, of the T. I. Smith Co., is confined to his home on Church St. through illness.

Alpin Chisholm, accompanied by his son George, left last week on a business trip in the interests of the Bugbee & Niles Co.

William H. Bell, John Thompson, William F. Maintien and Fred S. Gilbert are candidates for election to the Republican town committee.

A large number of the manufacturers have started to run their plants Saturday afternoons. It is expected that all will do so after Labor Day.

Arthur W. Lord, a prosperous jeweler of Reno, Nev., is enjoying a vacation in town. Mr. Lord was born in North Attleboro, but this is his first visit here in 20 years.

James P. Black, returned last week from a business trip through Maine. During the trip Mr. Black was thrown out of a wagon while going from a station to the hotel and received a bad injury to his back.

Jewelers' Gold Bars Withdrawn and Exchanged at New York.

Week ended Aug. 26, 1911.

The U. S. Assay Office reports:

Gold bars exchanged for gold coin	$543,274.32
Gold bars paid depositors	87,368.11
Total	$630,642.43

Of this the gold bars exchanged for gold coin are reported as follows:

Aug. 21	$82,367.10
" 22	143,159.10
" 23	65,570.65
" 24	124,695.93
" 25	96,745.39
" 26	20,736.15
Total	543,274.32

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Special Notices.

Payable invariably in advance.

Rates, 75c. per insertion for notices not exceeding 25 words; additional words, 2c. each.

SITUATIONS WANTED, 1c. a word each insertion; minimum charge, 25c.

Heavy type, 5c. a word; minimum charge, $1.25.

Display cards, $2.00 per inch.

In all cases, if answers are to be forwarded, 10c. extra to cover postage must be enclosed.

All answers to advertisements addressed care The Jewelers' Circular-Weekly, should be sent to the New York Office, unless the Chicago Office is specifically mentioned.

Situations Wanted.

REFINER AND MELTER on gold and platinum, wants position. Address "Box 5324," care Jewelers' Circular-Weekly.

WANTED, position as foreman on fine platinum work; experienced. Address "F., 4870," care Jewelers' Circular-Weekly.

BOOKKEEPER, typist, or any office position; experienced; best references. Address Miss H., 210 Snediker Ave., Brooklyn, N. Y.

BIG HUSTLER desires position with wholesale house; first-class experience and trade. Address "G., 5233," care Jewelers' Circular-Weekly.

WANTED, position as watchmaker and jewelry repairer; A1 reference; west preferred. Address H. M. Simpson, Box 43, Wytheville, Va.

YOUNG LADY would like position in jewelry house as bookkeeper; five years' experience. Address "H., 5287," care Jewelers' Circular-Weekly.

WATCH AND CLOCKMAKER, 25, worked for best firms in New York, has good tools; wishes steady position. L. Boldizsar, 501 E. 78th St., New York.

FIRST CLASS WATCHMAKER and jewelry repairer, 14 years with good firms; best of reference. Address "Box 5218," care Jewelers' Circular-Weekly.

WANTED, position as first class watchmaker, plain engraver and good salesman; can furnish best of reference. Address Chas. H. Wiggin, Henderson, N. C.

WANTED, steady position by Oct. 1, for engraver, repair some jewelry, too; age 27, single; sample and references at request. Achille, Box 323, Macon, Ga.

YOUNG MAN, 19, desires position with wholesale jewelry house; four years' experience and best of references. Address David Engel, 685 Eagle Ave., New York.

WANTED, position by good watchmaker, fair jeweler and engraver; have some knowledge of optics; Central States preferred. Address V. Gosnell, Osceola, Ark.

WANTED, position by good watchmaker, fair jeweler and engraver; have some knowledge of optics; central States preferred. Address V. Gosnell, Osceola, Ark.

YOUNG MAN, 19, desires a position with a wholesale jewelry house; experienced and best of references. Address "D., 5294," care Jewelers' Circular-Weekly.

YOUNG LADY, 18, wishes a position in a jewelry office; two years' experience; can furnish good reference. Address "E., 5293," care Jewelers' Circular-Weekly.

EXPERT WATCHMAKER, engraver, jeweler, young single man, age 24; have all tools, can take full charge of store. Address "Strans," 61 E. 97th St., New York.

FIRST CLASS WATCHMAKER, well acquainted with complicated watches, fitting new parts, etc., seeks situation. Address L. Rohrer, 85 Winthrop St, Newark, N. J.

FIRST-CLASS SALESMAN and advertising man, good engraver and designer on special jewelry, can trim unique windows, wants position with A1 firm. Address "Capable, 5245," care Jewelers' Circular-Weekly.

ENAMELER, thoroughly understanding his trade, is open for position; can charge fire stone and polish; can take full charge. Address "H., 5338," care Jewelers' Circular-Weekly.

YOUNG MAN, 22, office and salesman experience, ambitious and initiative, desires position with jewelry firm. Address "E. H. L., 5290," care Jewelers' Circular-Weekly.

DESIGNER on platinum mountings, desires position with reliable firm; can make attractive sketches; good colorist. Address "D., 4445," care Jewelers' Circular-Weekly.

WATCHMAKER, jeweler and salesman, young man, wants position in California about Oct. 1; can give references. Address John F. Bankard, 130 Milner St., Alliance, Ohio.

DIAMOND SALESMAN, thoroughly experienced selling loose and mounted goods to retail trade, desires to change his position. Address "E., 5247," care Jewelers' Circular-Weekly.

SALESMAN, a young man, experienced, with a manufacturing jewelry house in New York and vicinity, desires position. Address "Hustler, 5262," care Jewelers' Circular-Weekly.

AMBITIOUS YOUNG MAN, with several years' experience, desires position with wholesale jewelry house; employed at present. Address "Box 5322," care Jewelers' Circular-Weekly.

COMPETENT JEWELER, engraver and diamond mounter (new work), desires position in first-class store; thoroughly qualified. Address "G. S. A., 5315," care Jewelers' Circular-Weekly.

FIRST CLASS GERMAN WATCHMAKER wants position; speaks fluently German, Hungarian and the Slov language. Address Kalman Humay, 418 Well St., Milwaukee, Wis.

YOUNG MAN, 20, three years' experience in a wholesale jewelry house, wishes position with a wholesale or retail firm; best of references. Address "D., 5329," care Jewelers' Circular-Weekly.

YOUNG MAN thoroughly familiar in the jewelry business, wishes position with a first class retail jeweler; furnish best of references. "S. S., 5063," care Jewelers' Circular-Weekly.

COMPETENT JEWELER and repairer wants steady job in first class store; can also do all kinds of coloring; best of references. R. F., Room 109, 529 California St., Los Angeles, Cal.

WANTED, position as second watchmaker; can also do clock and jewelry repairing and can assist in optical work; can speak German. Address "Ruprecht," 35 Providence St., Newark, N. J.

YOUNG MAN, 23 years of age, single, wishes position as watch repairer by Sept. 15; have own tools; west or northwest, Wisconsin, preferred. Address "C., 5161," care Jewelers' Circular-Weekly.

SALESMAN desires position after Sept. 1 in a large retail store; accustomed to selling fine trade; references the best; 16 years' experience. Address "R. S., 5204," care Jewelers' Circular-Weekly.

WATCHMAKER of 25 years' experience wants position in store as manager of watch department; A1 references; state salary in first letter. Address "R. E. X., 4860," care Jewelers' Circular-Weekly.

HUB AND DIE CUTTER for jewelry or silverware, worked for leading firms only holding best positions, desires to make a change. Address R. Von Hagen, 1362A Bergen St., Brooklyn, N. Y.

YOUNG MAN, 20, with knowledge of jewelry manufacturing business, desires position with wholesale or retail firm; can furnish A1 references. Address "X., 5017," care Jewelers' Circular-Weekly.

COMPETENT WATCHMAKER and jeweler, age 33, single, good appearance, can take charge of repair department; own tools and good references. Address C. C. Hurst, 32 North St., Logansport, Ind.

THOROUGH, practical refractionist, 18 years' experience, up on muscular and all complicated conditions, can assist as salesman and watchmaker if necessary; expert on retinoscopy. Address "M., 5087," care Jewelers' Circular-Weekly.

SALESMAN wants a traveling position with a first class jewelry house; I know the trade over Missouri, Oklahoma and Kansas; am now employed; don't answer unless you have the goods. Address "H., 5206," care Jewelers' Circular-Weekly.

ENERGETIC YOUNG MAN, with knowledge of jewelry and kindred lines, desires position as salesman; city or road; highest credentials furnished. Address "Hustler, 5285," care Jewelers' Circular-Weekly.

WATCHMAKER, first-class, able to turn staffs for high-grade Swiss watches; familiar with railroad work; good on French and American clocks; salary $22.50. N. Rosen, 305 No. Marsh Miller Pl., Memphis, Tenn.

WATCHMAKER, thoroughly competent and reliable, desires position with first-class firm; the best of references furnished; central or nearby States preferred. Address "C., 4986," care Jewelers' Circular-Weekly.

YOUNG MAN, 24, having four years' experience at the bench as assistant on watches, clocks and jewelry, also engraver, wants position, south or west. Address "D., 5275," care Jewelers' Circular-Weekly.

HIGH-CLASS traveling salesman, thoroughly acquainted with best jewelry trade south and middle west, desires position with manufacturer of high-class line. Address "B., 5327," care Jewelers' Circular-Weekly.

WANTED, position in New York City preferred, as clockmaker or assistant watchmaker, references given; age 26, at present employed. Address Frank Kneeshaw, 3045 Heath Ave., Kingsbridge, New York City.

YOUNG MAN, 19 years of age, with three years' experience in retail jewelry line, would like to make change to wholesale business; best references can be furnished. Address "G., 4945," care Jewelers' Circular-Weekly.

A THOROUGHLY experienced salesman, hustler, wishes to communicate with manufacturer or jobber; city and out-of-town trade; salary, or salary and commission. Address "F., 5237," care Jewelers' Circular-Weekly.

WANTED, permanent position with A1 house, clock repairer of large experience on all make of chime, French and complicated clocks; can take charge of department. Address "J. K., 4794," care Jewelers' Circular-Weekly.

RELIABLE WATCHMAKER, also jeweler, optician and salesman; 19 years' experience, 10 years in one position; reference from present employer; good tools. Address "Know, 5307," care Jewelers' Circular-Weekly.

WATCHMAKER and A1 jeweler wanted; finish watchmaker's trade, two years' experience under expert watchmaker; all tools; best of references, state wages in first letter. Address "K., 4949," care Jewelers' Circular-Weekly.

ENGRAVER, competent and reliable, desires position in Georgia or Florida; have had wide range of experience in jewelry and silverware engraving; am positively temperance. Address "E., 5330," care Jewelers' Circular-Weekly.

YOUNG MAN, 18 years of age, wishes position in wholesale jewelry or material house; have had several years' experience in stock and shipping, can furnish the best of references. Address "F., 5331," care Jewelers' Circular-Weekly.

SOUTHERN traveler of 20 years' experience with large trade among jewelers, desires connection with first class concern; also knows watches and diamonds; record open and clear. Address "X. X. X., 4789," care Jewelers' Circular-Weekly.

WANTED, position by a young man with 10 years' experience in the retail jewelry business; one who has had practical repair work and the very best retail trade; unquestionable reference. Address "B., 5154," care Jewelers' Circular-Weekly.

SALESMAN, with established trade in Greater New York and New Jersey in clocks, watches and jewelry, wants position with reliable concern. Address with full particulars to L. Schaefer, 1057 Hall Pl., Bronx, New York City.

EXPERIENCED WATCHMAKER, engraver and optician, good salesman, etc., wants a position to take charge of the watch repairing or the optical department; can take full charge of store, if wanted to; A1 references furnished as to honesty and ability. Address "O. F. E., 5238," care Jewelers' Circular-Weekly.

A THOROUGHLY experienced young jeweler, fully competent of holding a position of responsibility, knowing how to estimate intelligently on special order work and repairs, and familiar with qualities and prices of precious and semi-precious stones, is desirous of connecting with a reliable concern, where intelligent services would be appreciated; excellent references furnished. Address "Box 5325," care Jewelers' Circular-Weekly.

SITUATIONS WANTED—Continued.

WANTED, position by watchmaker and salesman, can also repair clocks and jewelry; age 29, good appearance, good habits; New York State or west preferred; 10 years' experience. Address "J., 5342," care Jewelers' Circular-Weekly.

YOUNG LADY, with 12 years' experience, desires position with first class house; capable of taking full charge of diamonds, precious stones and jewelry stock; best reference. Address "D., 5279," care Jewelers Circular-Weekly.

TRAVELING SALESMAN is now open for a proposition; have eight years of practical selling experience on the road in watch material and jewelry; can produce an excellent record. Address "A., 5258," care Jewelers' Circular-Weekly

MONOGRAM AND LETTER engraver, 9 years' experience, pierced monogram work, quick workman, polite, strictly temperance and settled man, will appreciate permanent position; best of references. Address "L., 5340," care Jewelers' Circular-Weekly.

SITUATION WANTED as manager in small jewelry store by a man who has had six years' experience and is strictly temperate; can furnish reference in regard to character and ability. Address "W., 5282," care Jewelers' Circular-Weekly.

YOUNG MAN, 22, selling ability, nine years' experience in jewelry business, understands it thoroughly, also knowledge of clocks and silverware, desires position with reliable house; good reference. Address "Box 4725," care Jewelers' Circular-Weekly.

BY COMPETENT WORKMAN, single, good habits, with a number of years' practical experience as all around man; reference furnished; state salary and full particulars in first letter. Address "Watchmaker," 1607 Dean Ave., Spokane, Wash.

WOULD LIKE to get position with wholesale concern to be put on road in about a year; am 20 years old, with five years' experience in retail business; at present employed and can furnish the very best reference. Address "A., 5151," care Jewelers' Circular-Weekly.

BUSINESS AND OFFICE MANAGER open for engagement; understands fully all up-to-date business and office methods, good correspondent, thorough bookkeeper, familiar with credits and banking, energetic and tactful. Address "A., 5326," care Jewelers' Circular-Weekly.

WATCHMAKER AND ENGRAVER of long experience on all grades of watches, accustomed to receiving and estimating; assistant's position not wanted; permanent at $22.50 in North Central States; A1 reference. Address J. T., Third Apartment, 728 Aldine Ave., Chicago, Ill.

SALESMAN wants position; have covered the New England and southern States for well known manufacturer; 21 years with the one house and change in management reason for being no longer its representative. Address "C. F. B., 5043," care Jewelers' Circular-Weekly.

DESIGNER AND MODELER for sterling or plated hollow ware; first class man, original, up-to-date and quick; fully competent in executing the most particular work artistically and practically; ready for change Oct. 1 or Jan. 1; age 32. Address "A., 5146," care Jewelers' Circular-Weekly.

YOUNG MAN, age 23, with six years' practical experience in jewelry business at bench, counter and all repairing of watches, clocks, jewelry, etc., desires position about October 15th, west or southwest preferred. For reference and particulars write "R., 5257," care Jewelers' Circular-Weekly.

MAN, 40 years old, desires position as foreman in jewelry manufacturing plant, either in Providence or Attleboros; 25 years' experience at the bench, mostly on gold work; has knowledge of pattern-making; energetic, strictly temperate, possessed of executive ability. Address "Foreman, 5264," care Jewelers' Circular-Weekly.

WANTED, by a first class watchmaker, engraver and jewelry repairer, a position with reliable firm; can furnish very best references and samples of engraving; at present with railroad inspectors; am a married man of 30; western States preferred; salary, $25 per week. Address W. P. Hirt, 554½ Williams Ave., Portland, Oregon.

HIGH GRADE MAN, experienced in manufacturing, selling, newspaper and catalog advertising, capable executive, has been connected with one of the largest firms in New York, wants position with wholesale, A1 retail or manufacturing concern. Address "K., 5343," care Jewelers' Circular-Weekly.

YOUNG MAN, with expert knowledge of all branches, including cases for silverware and jewelry, picture frame backs, pin cushions, etc. desires responsible position as buyer for manufacturing silversmith or superintendent of factory producing similar class of goods. Address "B., 5305," care Jewelers' Circular-Weekly.

DIAMOND AND WATCH SALESMAN and jewelry buyer, with first class concern desires to make change about Sept. 15th; best reference. Address, "C., 5308," care Jewelers' Circular-Weekly.

THIS COMPANY offers an efficient service to employers, without cost, furnishing the very highest type of office employe. 'Phone, 114 Cortlandt. Employers Service Company, 170 Broadway, New York.

POSITION WANTED by a first class watchmaker, age 25, nine years' experience, 2½ in this country and seven years in Norway, with first class house, still employed as watch inspector, wants position in California, Oregon or Washington from October or November; can start for $25 per week. Address H. Servaag, Norfolk, Nebr

Side Lines.

WANTED, salesman to handle line of cut glass as side line or exclusively. "Box 4970," care Jewelers' Circular-Weekly.

SALESMAN, for cases and trays on good commission basis for city and out of town trade as a side line. Address E. Sherl, Room 44, 115 Nassau St., New York.

I AM A LIVE MAN; I want on commission for New York City a line of sterling silver novelties; must be good popular priced line; many years' experience. Address "Hustler, 5292," care Jewelers' Circular-Weekly.

WANTED, a first class man to handle a high grade line on commission for the retail trade, preferably one who has other lines; references required; in replying state full particulars regarding territory, lines handled, experience, etc. Address "4962," care Jewelers' Circular-Weekly.

Help Wanted.

WANTED, finished engraver and watchmaker; reference required. Address M. A. Selbert, Frankfort, Ky.

WANTED, experienced refractionist and jewelry salesman. Address E. J. Faust, 728 Hamilton St., Allentown, Pa.

WATCHMAKER, one who can engrave preferred. Address A. Wheatley & Co., 83 Albany St., New Brunswick, N. J.

BOY WANTED, experienced in selecting semi-precious stones. Address "F., 5291," care Jewelers' Circular-Weekly.

WANTED, an experienced clerk in wholesale jewelry line. Apply Fred Kaufman & Co., 565 Broadway, New York.

WANTED, first class watchmaker and optician; must furnish best references. S. Joseph & Sons, Des Moines, Ia.

WANTED, first class watchmaker; steady position; best references required. S. Joseph & Sons, Des Moines, Ia.

WANTED, first class clock repairer, one who can do watchwork preferred. Address J. Wiss & Sons, 683 Broad St., Newark, N. J.

WANTED, first class diamond salesman; out of town position; permanent to right party. Address "C., 5256," care Jewelers' Circular-Weekly.

A WATCHMAKER, must be competent and reliable; state age, references and wages in first letter. Address Adam H. Bolender, 513 W. State St., Rockford, Ill.

WANTED, manufacturing jeweler and stone setter; good wages, steady job; state salary. Apply F. J. Bahni & Co., Peoria, Ill.

WANTED, Sept. 1, good jeweler and engraver; steady position; state salary and reference. Address M. E. La Vake, Princeton, N. J.

WANTED, engraver and jeweler; first class; permanent position; state salary in first letter. Address R. H. Stearns & Co., Pine Bluff, Ark.

WANTED, young man, experienced clock repairer; fine opportunity to become first-class jeweler. W. J. Lukens Co., Wheeling, W. Va.

HIGH GRADE traveling man wanted for Middle States to sell general jewelry line; good salary to the right man. Address "C. J., 4448," care Jewelers' Circular-Weekly.

WANTED, first class jeweler and engraver; permanent position; send sample of engraving; references required. Address "S., 5077," care Jewelers' Circular-Weekly.

WANTED, good clock and jewelry repairer; chance to finish trade; send references and state salary expected in first letter. Address "A., 5302," care Jewelers' Circular-Weekly.

AT ONCE, first-class watchmaker, who can do jewelry repairing; good salary and steady position; send references and state salary in first letter. T. Price, Baton Rouge, La.

WANTED, for the middle states, salesman for general jewelry line; watch material salesman, with experience will answer. Address "Box 5165," care Jewelers' Circular-Weekly.

WANTED, stenographer with general knowledge of jewelry business for southern resort; permanent position to earnest young man. Address "B., 5255," care Jewelers' Circular-Weekly.

WANTED, good watchmaker and engraver; permanent position; state salary; want man with good appearance. Address G. W. Meyer Jewelry Co., 822 Market St., Chattanooga, Tenn.

WANTED, watchmaker and engraver, or engraver and jeweler; first-class man, first-class wages; permanent position; sample of engraving in first letter. C. A. Schnack Jewelry Co., Alexandria, La.

WANTED, first class watchmaker, or watchmaker and engraver; must be competent on railroad watches; permanent position; state salary. Address J. C. Thompson, Lake Charles, La.

WANTED, plain watchmaker and engraver; chance to advance under first class watchmaker; state salary and experience. Address A. B. Watson, 34 Third St., San Francisco, Cal.

WANTED, a young man as second watchmaker; must be an A1 salesman, capable of handling nice trade; position permanent. Address, with references, etc., H. Mahler's Sons, Raleigh, N. C.

FIRST CLASS WATCHMAKER and engraver; excellent chance for right party; leading jeweler in best town in Texas. Apply, Jewelers' Co-operative Syndicate, 68 Maiden Lane, New York.

JEWELER wanted on jobbing, who can do engraving and stone setting; permanent, good wages; a splendid opportunity for a good man. Address I. Wartell, 489 Tremont Ave., Bronx, New York.

WANTED, a young man who is good on jewelry repairing and can assist in waiting on the store; must come well recommended; steady work all the year. Address B. U. Tapken, New Brunswick, N. J

WANTED, a competent watchmaker and engraver; short hours, good pay, permanent position; send specimens of engraving and reference. Address "G., 5269," care Jewelers' Circular-Weekly.

AT ONCE, want a good jeweler who can do any and all kinds of jewelry repair work; send reference with first letter; a good job for the right man. Address Meyer & Schamber Jewelry Co., Meridian, Miss.

FIRST CLASS WATCHMAKER on medium and high grade American and foreign watches, who can turn staffs and set jewels; $25 per week; permanent position; fine climate; give references and age. Address "D., 5111," care Jewelers' Circular-Weekly.

DIAMOND IMPORTERS want salesman with established trade for middle west; we want a good man and will pay well. "Hustlers, 4951," care Jewelers' Circular-Weekly.

(*Special Notices continued on page* 110.)

Special Notices.

(*Continued from page* 109.)

HELP WANTED—Continued.

A MAN with jewelry store experience, who can wait on trade, do engraving, jewelry, clock and optical work; permanent position, retail store. Address Swartchild & Co., Heyworth Bldg., Chicago, Ill.

WANTED, first class watchmaker and all around man; one who can help out on engraving preferred; will pay $25 per week; 59 miles from Chicago in ideal town. Address Squires & Lay, La Porte, Ind.

DIAMOND SETTER to rent part of office from engraver, who has fine trade established east side, first class opportunity for business and work. Address "Opportunity, 5260," care Jewelers' Circular-Weekly.

WANTED, jeweler and engraver, first class man; only those with references need answer; position permanent; samples of engraving and state salary wanted in first letter. Address J. H Greer, Fort Worth, Tex.

YOUNG MAN to take charge of office in jewelry factory; fair knowledge of bookkeeping required and experience in jewelry factory necessary; state salary. Address "W., 5301," care Jewelers' Circular-Weekly.

WANTED, at once, first-class watchmaker and jeweler; permanent position for good workman; send references and full particulars as to ability; salary, $25 per week. Address A. J. Renkl, 708 Broad St., Augusta, Ga.

AT ONCE, first class watchmaker; one who can also do engraving; must have thorough knowledge of watch repairing and fast; state wages wanted and full particulars in first letter. R. J. Atwell, Middletown, Conn.

WANTED, WATCHMAKER, jeweler and engraver, one understanding optics preferred; must be well recommended; state salary in first letter; permanent position; married man preferred. Address V. J Pekor, Columbus, Ga.

A GOOD JEWELER wanted in a large city in the south; one who can do all kinds of jewelry repairing and wait on customers; a steady position to the right man. Apply Heyman & Kramer, 65 Nassau St., New York.

FIRST CLASS WATCHMAKER and engraver; position permanent; must have good references; state age and send names of last employers in first letter; salary $25 per week. Address Gilbert Jewelry Co., La Grange, Ga.

STOCK CLERK for wholesale jewelry house, must be competent to take care of salesmen's records and arrangement of inside stock. Address, giving references, experience and salary expected, "C., 5328," care Jewelers' Circular-Weekly.

WANTED, fine letter and monogram engraver who can also assist as second watchmaker, in Connecticut City; good salary and permanent position to man who can do the work right. Address "A., 5306," care Jewelers' Circular-Weekly.

WATCHMAKER WANTED, familiar with casing of foreign and American movements, and who is thoroughly capable of high-class repair work. Address, giving experience and wages desired, "Capable, 5228," care Jewelers' Circular-Weekly.

FIRST CLASS jewelry repairer and engraver; permanent position and good salary to all around man. Address F. L. Wilson Co., Danbury, Conn.

WANTED, watchmaker and optician, high grade man on all grades of work; permanent position at $25 to $30 per week to competent man; give age, reference, etc., to receive reply by letter. Address F. W. Rose, 10409 St. Clair Ave., Cleveland, Ohio.

WANTED, manufacturing jeweler, diamond setter and engraver; a finished workman who can execute the work required in a high class jewelry store; send references and samples of engraving with application. Albert Pfeifer & Bro., Little Rock, Ark.

YOUNG WATCHMAKER is offered rare opportunity to finish in escapement work, train work, jeweling, etc., under THE JEWELERS' CIRCULAR writer and expert, T. J. Wilkinson; applicant must be steady and reliable. Address 2258 N. Front St., Philadelphia, Pa.

JEWELER good one, with experience in jewelry repairing, stone setting, etc.; permanent position in a healthy southern city; $20 per week for a reliable man; October 1, 1911. Address Jewelers' Co-operative Syndicate, 68 Maiden Lane, New York.

ASSISTANT WATCHMAKER and plain engraver; would prefer one who had some knowledge of jewelry and clock repairing; fine chance for young man to finish trade under a fine Swiss workman; write at once with referenecs and state salary. Theodore Shaffer, Cordele, Ga.

ENGRAVER WANTED by October 1st; young man who can do plain bright cut letters on britannia metal, etc.; send samples of work and state wages at once; good place for right party; chance to learn and make good money. Address John T. Cooper, 614 Paxton Block, Omaha, Neb.

WATCHMAKERS AND JEWELERS; do you wish to learn gold and silver plating; making solutions for all kinds of work, also manufacturing of high grade platinum and gold mounting and stone setting? Write or call at Charles Bradish, 122 East 23d St., New York.

WANTED, CORAL SALESMAN for large manufacturing concern; only A1 man need apply; state full particulars as to previous experience, what salary or commission. Address "I., 5316," care Jewelers' Circular-Weekly.

WANTED, YOUNG LADY for manufacturer's salesroom; must be capable of taking charge of small jewelry stock; state particulars as to previous experience and salary. Address "J., 5317," care Jewelers' Circular-Weekly.

WANTED, a traveling man who can command a good trade in the middle and southern States to carry a fine line of diamonds, watches and jewelry; a good opportunity for a large salary. Address "E. H., 5166," care Jewelers' Circular-Weekly.

WANTED, manufacturer of high grade gold inlaid comb and hair ornaments, wants salesman having New York office, acquainted with department store and retail trade, to handle line on commission, line established. Address "G., 5336," care Jewelers' Circular-Weekly.

WANTED, manufacturing jeweler and diamond setter who can make anything in gold or platinum; must be qualified to succeed head jeweler in large retail store who has held position 21 years and was capable of handling any class of repairing or manufacturing which comes into a large retail jewelry house; state qualifications, references and wages; would like jeweler who has some ability as a designer; other qualifications, such as watch and clock making, engraving, etc., not necessary; position will be permanent to a man capable of holding it. J. H. Leyson Co., 236 S. Main St., Salt Lake City, Utah.

FOREMAN, in large jewelry shop in western city doing all kinds of special order work and repairing; permanent position with liberal salary to an experienced, practical man, who can successfully handle help and show results; in answering state age, qualifications, experience and references; applications held in strict confidence. Address "Competent, 5261," care Jewelers' Circular-Weekly.

WANTED, watchmaker and fair engraver; principally watchmaker who is an absolutely thorough workman, capable of exacting work, rating, timing, etc., of all American watches; unless you are such, do not reply; engraver as assistant to our regular engraver; salary $30 per week; permanent, pleasant position; reference. Address Saul Jeweler, S. W. Cor 9th and Market Sts., Chattanooga, Tenn.

Business Opportunities.

CASH PAID for surplus stocks of watches, diamonds and jewelry; money sent by return mail; best of references. Address Emil Noel, 541 E. 46th Pl., Chicago, Ill.

WANTED, salesman as third partner in manufacturing jewelers' concern; small capital required; answers confidential. Address "L., 5323," care Jewelers' Circular-Weekly.

COMPLETE diamond cutting plant, including 15 benches and 12 double saws; all in first class shape, for sale cheap. Address "E., 4925," care Jewelers' Circular-Weekly.

IS IT CASH you must have quick? $200,000 ready cash always on hand will buy your business at once. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

WILL EXCHANGE $7,000 equity in lot at Broadway and 184th St., New York, for diamonds; mortgage $7,000; investigate; particulars from John Northrop, 17 Maiden Lane, New York.

DO YOU WISH TO RETIRE? We pay the most cash for entire or surplus stocks of jewelry; communications confidential. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

A $20,000 stock, fine condition, up-to-date fixtures; the best location and business in the best town in the west; big returns on investment; part cash and approved paper. Address "C., 5177," care Jewelers' Circular-Weekly.

DO YOU WISH TO SELL part of your entire stock of diamonds, watches, jewelry, etc.? We purchase quick and pay spot cash, no matter how large the quantity may be. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

FOR SALE, old established jewelry store in Atlantic City; will sell stock and building or stock alone and rent building; repairs alone will pay all expenses; reason for selling, present owner is going into another business. Address "W. G., 4826," care Jewelers' Circular-Weekly.

AN EXCELLENT OPPORTUNITY for man with small capital, who wants money making business with no competition; fine town, fine people; reason for selling, poor health; will take $1,500 cash, balance terms; invoice about $2,000. Address E. D. Marshall, Golden City, Mo.

DO YOU WISH TO RETIRE? we pay highest cash value for entire stock, or part of jewelry, diamonds and fixtures; communicate with us, it will be to your advantage; rating and references of the highest order. Van Praag & Co., 11 Lispenard St., New York, established 1889.

SALESMAN who will take partnership and handle a high class line of gold and silver mesh bags; strictest investigation. Address "Box 5334," care Jewelers' Circular-Weekly.

I PAY CASH for your surplus stock of diamonds, watches and jewelry; business confidential; National Bank references. H. Schwartz, 903 Heyworth Bldg., Chicago, Ill.

I PAY 20% MORE for your surplus stock of watches, diamonds and jewelry than any other cash buyer; national bank references. Emil Noel, 541 E. 46th Place, Chicago, Ill.

FOR SALE, well established jewelry business; best store in live manufacturing town of 25,000 within 50 miles of Chicago; makes a profit now and increasing fast, keeps two men busy; owner has other interests and must sell; about $6,000 needed. Address "Box 5188," care Jewelers' Circular-Weekly.

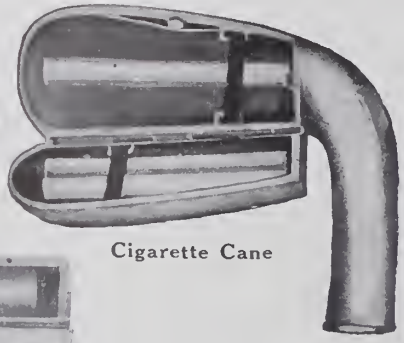
OWING to retirement of partner, an opportunity for a man with $10,000 to $15,000 to actively engage in well established manufacturing business; this is a paying business and will stand fullest investigation; man with office experience preferred. Address "D., 5164," care Jewelers' Circular-Weekly.

COLONEL J. D. LEWIS, Jewelers auctioneer, 538 S. Dearborn St., Chicago, Ill.; stock sold at a profit; have cash clients to purchase stock; what have you for sale; terms, date and references on application.

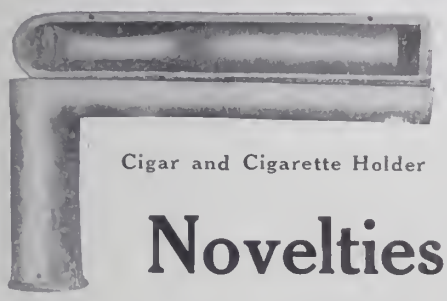
FOR SALE, fine jewelry business in fast growing town of 2,000 in finest fruit section in Oregon; climate fine all year around; big crops this year and record prices; town growing fast, also country; fine new five-story hotel just finished; stock and fixtures about $3,000; store established five years; no old stock; fixtures the best; have other business interests; get in now and get the fall business, which will be big. Address C. C. Payne, Ontario, Ore.



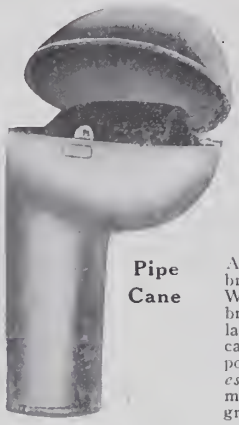
Match Safe Cane



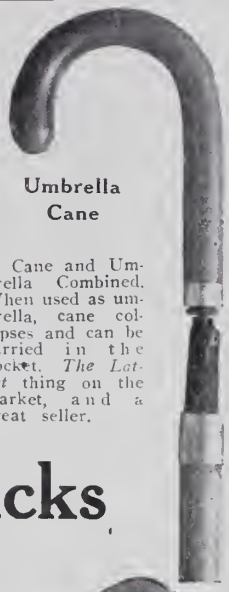
Cigarette Cane



Cigar and Cigarette Holder



Pipe Cane



Umbrella Cane

A Cane and Umbrella Combined. When used as umbrella, cane collapses and can be carried in the pocket. *The Latest* thing on the market, and a great seller.

Novelties in Walking Sticks

THAT WILL STIMULATE YOUR EARLY FALL TRADE

Walking sticks are becoming more and more fashionable. You can make this branch of your business a most profitable one if you will display our exclusive line for jewelers. We are now showing the largest and handsomest line ever displayed in this country. We occupy an entire building, and do all our own Gold and Silversmithing, as well as stick making on the premises. Be sure to see our lines this fall. The workmanship, finish and quality of our goods are unequaled. We employ none but the most skilled artisans.

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Entire Building for Manufacturing Salesroom on Ground Floor

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CUT THIS AD OUT FOR FUTURE REFERENCE.

BUSINESS OPPORTUNITIES—Cont'd.

DIAMONDS at great bargains, $45 per carat and up; mounted rings and other diamond jewelry bought from private people sold at half the regular price; sent on memo. bill to rated dealers; sold for cash only. Dan I. Murray, 3 Maiden Lane, New York.

$10,000; do you want to make $10,000 in 60 days? If you have a large stock in a large city, I can make it for you; I made almost $12,000 profit in 59 days for a house in Cincinnati; they are more prosperous now than ever before; write me in confidence for particulars. Address Dan I. Murray, 3 Maiden Lane, New York.

For Sale.

FOR SALE, first-class set of jewelry store fixtures in excellent condition. W. J. Lukens Co., Wheeling, W. Va.

EXTRA LARGE Seth Thomas Street Clock for sale cheap perfect condition Address N. S. Brann, 264 W. 22d St., New York.

FOR SALE, Eaton-Glover engraving machine, three sets of type, good condition; price $35. Address F. R. Seymour, So. Royalton, Vt.

No 2 WHITCOMB LATHE; tail stock and chucks; new, only used six months; write for list and price Address "Whitcomb," care J. H Young, Fort Wayne, Ind.

WATCH MADE BY LEPINE, Paris, 1798-99, dial with miniature of Napoleon the First, perfect condition, $50; antique French quarter strike wall clock $50. Address Vaucher, 835 No. 5th St., Reading, Pa.

FOR SALE CHEAP, two floor cases, 4½ x 12 x 4½ feet high, not including bases, sliding doors; write for description and price. The Gorham Co., Silversmiths Bldg., Chicago, Ill.

To Let.

SHOP SPACE TO LET with six seats; fine north light. Address I. Michelson, 102 Fulton St., New York.

FLOOR TO SUBLET at Maiden Lane, corner William St.; very cheap. Inquire at Mayer & Miller, 12 and 16 John St., New York.

LOFT TO LET; 1,650 square feet; suitable for manufacturing jeweler; drop press post and cellar for washing barrels on premises; live steam and all improvements. Enquire Engineer, 24 Boudinot St., Newark, N. J.

Wanted to Purchase

WANTED, PEARL NECKLACE; we have a prospective buyer for a graduated pearl necklace, $3,000 to $5,000, it must be a bargain, not coming through regular trade channels; brokers or individuals knowing of an opportunity in this line can be placed in communication with us by addressing "Box 5314," care Jewelers' Circular-Weekly

Lost.

STOLEN, WALTHAM OPEN FACE, 12 size, 21 jewel, bridge movement, No. 9,503,772, Crescent case; if offered for sale or repair notify "R. H., 3149," care Jewelers' Circular-Weekly.

LOST, 12 size, open face, Vacheron & Constantin movement, No. 349,781, in 18K. sun ray case, National Watch Case Co., No. 78,101; liberal reward. "C. V., 3385," care Jewelers' Circular-Weekly

Miscellaneous.

PORTRAIT MINIATURES copied from any photo on watches, dials, brooches and lockets. Goldstein Engraving Co., 45 Maiden Lane, New York.



Abraham Lincoln said:
"Let's hear from Dixie"

The following letters are from the largest and most conservative jewelers in Dixie. The first letter below is from a concern I have closed out this year. Their stock invoiced a quarter of million dollars. Not a dollar of extra stock was put in and the stock consisted of nothing under fourteen karat gold and sterling silver. It surely must be conceded that a concern of this size would thoroughly investigate an auctioneer before making their selection. The second letter is from a firm I have just sold. The firm has been in business for fifty-three years and has always been considered the leading jewelers of southern Georgia.

BIRMINGHAM, Ala., March 18, 1911.

MR. H. J. HOOPER, 37 Maiden Lane, New York:

Dear Sir:—We want to express our appreciation of the manner in which you conducted our sale. Our attitude in the beginning, as you will recall, was one of apprehension, as we never before had a sale, and from what we knew and heard about the questionable methods of a good many auctioneers, we were somewhat opposed to this method of selling, owing to our stock being so large.

Your work, however, and the results, were a revelation to us. We were particularly well pleased with the attendance and the pleasant way that you handled the crowds, and it was a source of particular satisfaction to us, and we want to thank you sincerely for what you have accomplished, as we know no other auctioneer could do. Respectively yours, H. C. ABBOTT & BRO.

To Whom It May Concern: BAINBRIDGE, GA., July 18, 1911.

Mr. H. J. Hooper has just closed two very successful sales for me in each of my two stores, and it is a pleasure to bear testimony to the energy and skill Mr. Hooper showed in conducting these sales. The writer has never seen any man work harder or more faithfully, and it would be impossible for any one to secure better results or leave customers more pleased. It could be termed a social event, because he made it so pleasant that the finest people of our city were in attendance. Anyone needing the service of a high-grade auctioneer will be justified in securing Mr. Hooper. J. I. SUBERS.

New York's Undisputed Leading Jewelry Auctioneer **H. J. HOOPER** 37 Maiden Lane, New York

TELEPHONE 2771 JOHN.

¶ SEND for my booklet, it tells you whom to follow and whom to avoid The information it contains is indispensable to the preservation of your credit and reputation ALSO my folder just issued, which gives you all the credentials of my latest successes, they can not be equaled by any Auctioneer in America.

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The Ezra F. Bowman Technical School
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Floor space, **5100 square feet.** Windows facing **4 directions** (fine light and air). School opened **22 years ago;** closed only on Sundays and Legal Holidays. Over **1000 successful graduates;** an average of **50 students** in school at a time; **5 instructors.** Students' school expense and cost of living decidedly lower than anywhere else. Graduates are placed by us in highest-class positions. **Write for Catalogue.**

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ELLIOTT'S CELEBRATED TUBULAR CHIME CLOCKS

Harris & Harrington,
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Watches and Chronometers
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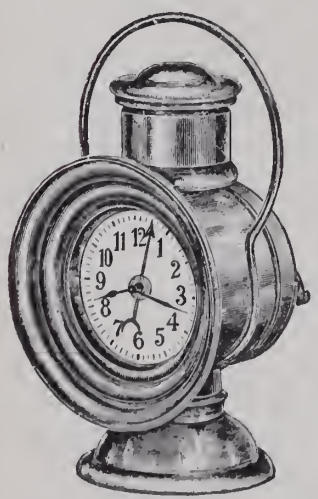
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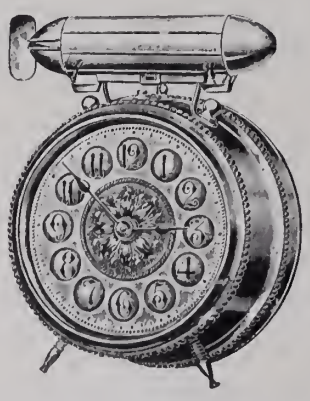
2628

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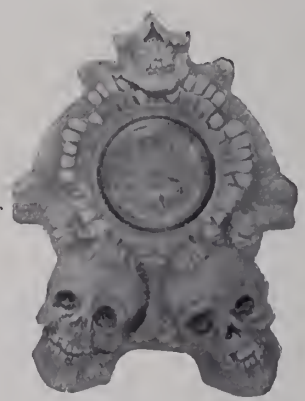
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Send for it NOW and get on the list!



AUTOSUN



AIRSHIP



569



608

CLOCKS

THEODORE SCHISGALL, 116-118 Chambers St., New York
OFFICE IN CHICAGO

PATENT DEPARTMENT

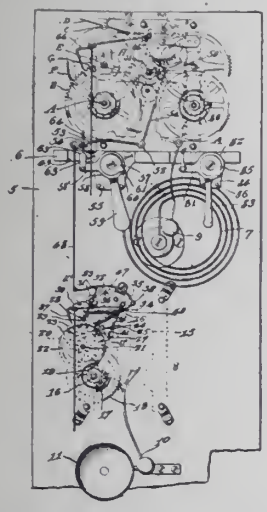
[IN WHICH IS CONTAINED A LIST OF THE LATEST PATENTS GRANTED BY THE UNITED STATES AND GREAT BRITAIN. THE UNITED STATES PATENTS THAT HAVE EXPIRED AND THE REGISTERED TRADE-MARKS.]

UNITED STATES PATENTS.

ISSUE OF AUG. 22, 1911.

1,001,095. CLOCK STRIKING MECHANISM. ELSON TOWNS, Elm River township, Wayne County, Ill., assignor of one-half to Charles O. Truscott, Cisne, Ill. Filed April 28, 1910. Serial 558,303.

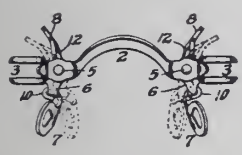
In a striking mechanism for clocks, the clock movement including the primary striking mechanism and a minute hand arbor, a shaft mounted in the upper portion of the frame of the clock mechanism, a pin on the minute hand arbor, an arm on second shaft having its extremity lying normally in the path of said pin, a second arm on



said shaft, a lever pivotally mounted below the clock mechanism and a link connected to said lever and the last mentioned arm whereby said first mentioned arm will be thrown out of the path of said pin upon movement of said lever in one direction.

1,001,156. EYEGLASS-MOUNTING. GEORGE J. LOWRES, Newark, N. J., assignor to Lowres Optical Co. Filed Sept. 29, 1909. Serial 520,145.

In eyeglasses, in combination, lenses, a bridge connecting the said lenses, levers pivotally supported upon the opposite end portions of the said bridge and carrying nose bearing portions, springs



actuating the said levers to hold the nose-bearing portions inwardly and adjustable means interposed between the said levers and portions of the mounting for the lenses to limit the inward movement of the said levers and the nose-bearing portions carried thereby and thus control the pressure exerted by the said nose-bearing portions upon the nose.

1,001,210. HAT-PIN GUARD. CHARLES L. MITCHELL, Philadelphia, Pa. Filed Jan. 19, 1911. Serial 603,423.

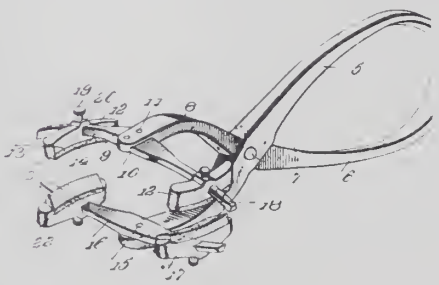
A hat-pin guard comprising a clamping member consisting solely of a tube of spring metal having longitudinally disposed diametrically opposite slots extending from one end thereof, said slots



being of different lengths and both slots being of a width appreciably less than the internal diameter of the tube.

1,001,248. WATCHMAKER'S TOOL. ELTON CAMPBELL, Frankfort, Ind. Filed Sept. 2, 1910. Serial 580,258.

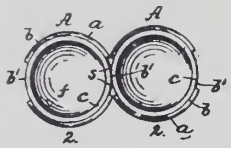
A watchmaker's tool including pivotally united



handles, co-acting cross arms carried by the handles, one of which is rigid and the other movable in an arc, and clamping jaws slidably mounted on said cross arms.

1,001,377. SWAGED GEM-SETTING. FREDERIC A. FAIRBROTHER, Providence, R. I. Filed April 11, 1910. Serial 554,690. Renewed May 15, 1911. Serial 627,077.

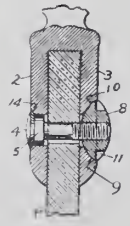
As an improved article of manufacture a swaged one-piece gem-setting unit adapted for use in clus-



ter work, the same comprising a cup-shaped body or barrel part proper having the upper end of its wall provided with a substantially continuous unobstructed circumferential seat, adapted to support thereon a stone or gem whose maximum diameter is the same as that of the said barrel part, said seat portion being uniform in width or thickness throughout and substantially uniform with the thickness of said wall, and an integral circumferential rib having one or more breaks or grooves in its periphery, said rib extending longitudinally of and projecting laterally from the barrel part and also upwardly beyond and independently of the said seat.

1,001,568. EYEGLASSES AND SPECTACLES. JOEL C. WELLS, Southbridge, Mass. Filed Aug. 22, 1910. Serial 578,401.

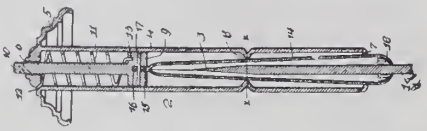
In a clamping device of the nature described, the combination of a perforated object to be clamped, perforated clamping members, a clamp ex-



tending through the clamping members comprising a male member having non-rotatable contact with one of the clamping members and a female member socketed in the other clamping member and means to prevent the female member of the clamp from contacting with the clamped object.

1,001,500. HAT-PIN-POINT PROTECTOR. GEORGE G. HAY, Pittsburg, Pa. Filed March 20, 1911. Serial 615,638.

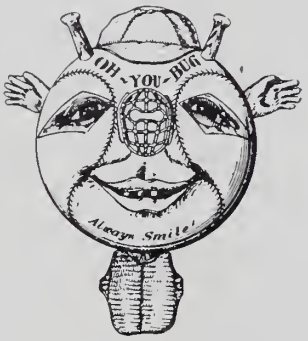
A hat-pin-point protector comprising a shell, a head movably mounted in said shell, a push pin carried by said head and normally protruding through the outer end of said shell, a sectional tapering gripping member connected to said head and having its opposite end slitted to provide



fingers projecting from the shell and adapted to frictionally engage a hat-pin, means surrounding the push pin and connected to said head for normally maintaining said sectional member in engagement with the hat-pin, and said shell provided with means for engaging the gripping member along the length of its taper.

Designs.

41,691. BADGE OR SIMILAR ARTICLE. CHARLES H. CHILD, Muskogee, Okla. Filed



May 20, 1911. Serial 628,559. Term of patent 7 years.

41,692. BADGE OR SIMILAR ARTICLE. HERBERT S. MARTIN and CHARLES BORST, New



York, assignors to Schwartz, Kirwin & Fauss, New York. Filed May 11, 1911. Serial 626,593. Term of patent 7 years.

41,693. FOB. AUGUST REININGER, San Fran-



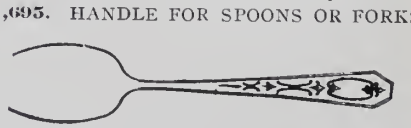
cisco, Cal. Filed June 10, 1911. Serial 632,525. Term of patent 3½ years.

41,694. HANDLE FOR SPOONS, FORKS, OR SIMILAR ARTICLES. FREDERICK HABEN-



SACK, Sag Harbor, N. Y., assignor to Joseph Fahys & Co., New York. Filed June 1, 1911. Serial 630,683. Term of patent 7 years.

41,695. HANDLE FOR SPOONS OR FORKS.



ANTON SCHOLZ, Gardner, Mass., assignor to

Hamilton Watch Company

Where absolute precision of time is required, the HAMILTON WATCH is preferred.

Hamilton Watch Co.

Lancaster, Pa.

the Frank W. Smith Co., Gardner, Mass. Filed Aug. 11, 1910. Serial 576,779. Term of patent 3½ years.

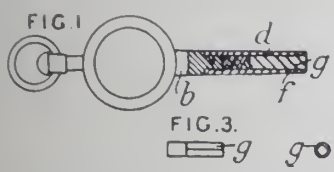
BRITISH PATENTS.

(Abriogments of Specifications, 1910, from *The Illustrated Official Journal.*)

ISSUE OF AUG. 10, 1911.

9,236. WATCH-KEYS. J. W. Mills, 5, Failsworth, Manchester April 16. [*Class* 139.]

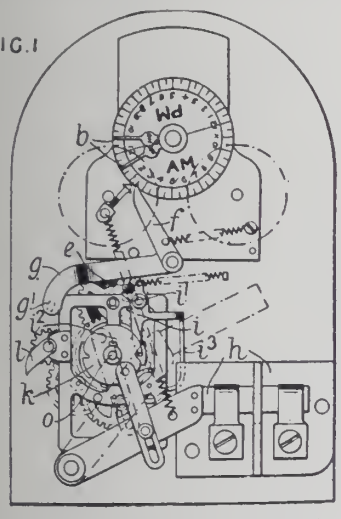
In a watch-key of the kind in which a spring-pressed plunger is provided in the barrel to prevent the entrance of dust, etc., the barrel *d* is screwed and riveted on to the shank *b*, the for-



ward end of the barrel having the usual squared socket *f*, while the rear end is of circular cross-section. The plunger *g*, Fig. 3, is correspondingly shaped.

9,590. TIME SWITCHES FOR ELECTRIC, ETC., LIGHTING. J. Berg, 5, London. April 20. [*Classes* 38 (v) *and* 135.]

A time switch of the kind in which the actuating-mechanism is unlocked in readiness for action a short period before the prearranged time of action comprises a cranked lever having an arm *f* adapted to be engaged by the timing-mechanism,



and an arm *g* having two projections, *e*, *g*¹, which are adapted to engage a locking-lever *i* and a pawl *l* respectively. The lever *i* has an arm *i*², which normally engages notches in a cam *k* mounted on the main spindle *o* of the clock-train and connected to the switch or other device *h*, and an arm *i*³, which normally engages a stop in the clock-train. When one of the hands *b* engages the arm *f*, the locking-lever *i* is moved out of engagement with the cam *k* and with the clock-train, but this is prevented from rotation by the engagement of the pawl *l* with the projection *g*¹, until the continued movement of the hand *b* releases the arm *f*, which springs back to its normal position and leaves a free passage for the rotation of the pawl *l*.

Applications for British Patents, Aug. 1-5.

17,514. BROOCHES, HAIR-SLIDES, BADGES, BRACELETS, BANGLES AND THE LIKE. Walter Stewart.

17,548. HAT-PIN FOR SECURING LADIES' HATS AND THE LIKE. A. E. Vaughan.

17,567. ELECTRICALLY CONTROLLED CLOCKS AND THE LIKE. T. Burton.

17,607. METHOD OF FORMING CUFF-BUTTONS. J. L. Herzor.

17,846. EYEGLASSES. G. R. Grimes.

17,857. HAT-PIN HEADS, BUTTONS, BROOCHES, BADGES AND LIKE ARTICLES. B. R. Simmons.

Complete specifications accepted.
1910.

22,436. MEANS FOR SECURING BUTTONS TO BROOCHES, HAT-PINS, SWAGGER CANES, WAIST BELT CLASPS, AND THE LIKE. Gaunt.

1911.

2,482. MANUFACTURE OF JOINTLESS RINGS. Glebe.

UNITED STATES PATENTS THAT HAVE EXPIRED.

[Reported for The Jewelers' Circular-Weekly by W. H. Swenarton (ex-Examiner U. S. Patent Office), Counsel in Patent and Trade-Mark Causes, New York.]

(*Patent Expired Aug.* 21, 1911.)

524,782. CLASP FOR WATCH-CHAINS. T. Mason, Jacksonville, Ill.

Baltimore

B. Mayer, 532 N. Gay St., has commissioned an architect to draw up plans for the erection of a three-story store at 526-532 N. Gay St.

Steman & Norwig, 429 N. Eutaw St., furnished for the McDonough Alumni Association the loving cup presented by the latter to Prof. Duncan C. Lyle.

Frederick Collins, formerly connected with the stores of I. J. Braun, Leon Levi and others, as watchmaker, and at the same time operating a small store at Caroline and N. Gay Sts., has opened up for business at 3430 Eastern Ave.

The Maryland Institute will reopen its evening jewelry courses on Oct. 15 Classes meet Monday, Wednesday and Friday evenings for a period of six months. Last year these classes proved very popular, there being a list of applicants in excess of those who could be admitted.

Upon a warrant charging him with the larceny of a diamond brooch valued at $188 and a diamond ring valued at $92, from the store of D. Buchanan & Son, Norfolk, Va., George Fuller, a waiter in a downtown lunchroom, was turned over to the police of that city, and although he protested his innocence, denying all knowledge in the matter, he was taken to Norfolk to stand trial.

Oscar Caplan, a manufacturing jeweler at 9 N. High St., has offered his creditors a settlement on a basis of 35 per cent. Of this 12½ per cent. is to be in cash and 12½ per cent. in four months and 10 per cent. in 12 months. Mr. Caplan, who originally worked in the trade, started in business for himself early in 1906, but has had very little capital, and this has hampered the development of his business. It is hoped by friends that his settlement will be accepted and he will be able to resume.

Jenkins & Jenkins, 216 N. Charles St., supplied the chest of silver presented by the members of the Society of American Horticulturalists, who held their convention in this city early this month, to their retiring president, George Asmus. The chest contained 11 dozen pieces of flat ware and a five-piece carving set. This firm also supplied the memorial plate for the Maryland United Hunts (a sporting organization), which is a creditable piece of work. The engraving shows the brush and the post and rail course at the Pimlico, Md., racetrack, and a field of steeplechasers taking the jumps.

Louisville, Ky.

Jule Steinau, 611 Fourth St., jeweler, has just returned from a three weeks' vacation at Elkhart Lake, Wis.

T. L. McGill, connected with L. Huber & Sons, is intending to take a short trip into the country for a rest. He only intends to stay a week or 10 days.

S. E. Ledman & Son are at present putting in some new show windows. They are now under construction and when complete will be among the foremost of their kind on Market St.

Wm. C. Kendrick, of Wm. Kendrick's Sons, and his wife, are going to take a two or three weeks' vacation at Atlantic City. This is one of the jewelry firms of the town which owns one of the new advertisement projectors.

Wm. Kendricks Sons were recently called on to make a gold band to protect and to cover an extra long finger nail of a customer. A small diamond was set in the band that connected the two lower edges which went around the nail proper.

Taking advantage of the light season, Geo. W. Plinke is making a short business trip to Chicago and vicinity for two weeks. During this trip Mr. Plinke intends to do most of his buying and visit some of the manufacturing jewelers of the Lake City.

Rudolph Baude, a local jeweler, is spending a two weeks' vacation at Atlantic City. During his absence new side cases are being put in the store. The approximate cost is $600. They are to be of mahogany and will add greatly to the appearance of the store.

The two great leaders for the coming season are very generally believed to be the La Valuerso and the bracelet. All of the local dealers say that they have bought very heavily along these lines. Some of the local stores have in an exquisite line of the former. The dealers also think that in the bracelets of the coming season they have a fast seller.

C. M. Wiseman and his family left Aug. 10 for a pleasure trip in Colorado. He is expected to return about Aug. 28. Immediately after his return, John P. Becker leaves for his vacation to Chicago, where he will attend the Northern Illinois College. Mr. Becker is the optician in the Wiseman establishment and has already taken a full course in optics, but the object of his return to college is a post-graduate course in ophthalmology.

The two largest pieces of work turned out here in the last two weeks were two rings made by Frank & Merz, manufacturing jewelers. One, made for S. Ledman & Son, consists of three stones mounted in a network of interwoven gold strings. It is made on the basket effect and is an extremely attractive mounting. It was designed by Theo. Weide, of S. E. Ledman & Co. The other ring, designed by L. Huber, Jr., is solid platinum arranged in a hectagon shape. It consists of 48 small diamonds, which surround a 2-karat stone in the middle. This was made for a local Fourth Ave. dealer.



THE watchmaking experience of these Service Bureau Experts covers a period of three hundred and thirty years. This experience is being used daily in the solution of specific watchmaking problems presented by watch repairers.

EVERY inquiry is thoughtfully weighed and considered and reply is made with a personal letter in which no detail is slighted or overlooked.

ADVICE is given on methods of doing work—suggestions are made about handling some particular watch that has proven difficult of repair.

This is the character of the personal service the Service Bureau renders to each and every watchmaker who asks for help.

The Service Bureau

Also renders a general service — a service of interest to all watch repairers everywhere.

THE Service Bureau publishes and distributes bulletins on watchmaking subjects of general interest. The personal correspondence of the Service Bureau has shown that there is a great demand for definite information on certain subjects—that inquiries about these subjects outnumber all others by a great majority. It was the preponderance of these inquiries that led to the publication of the bulletin.

The work of the Service Bureau is therefore two-fold in its character—it gives personal help and general help—we want you to use the Service Bureau in both of its branches, as often as you have occasion. Perhaps you have no reason for writing personally at present, but the occasion might arise soon, so send the enrollment coupon in now.

This will insure your receiving the first bulletin which we published last month — a most interesting treatise on balance truing—profusely illustrated with pictures made from the hands of an expert balance truer.

King Solomon was a wise man. It was King Solomon who said:

"In Multitude of Counsel There Is Wisdom"

Why not put his theory to the test? In patient anticipation the Service Bureau experts are waiting for your coupon

.....1911

ELGIN NATIONAL WATCH CO
Elgin, Ill

Dear Sir:

Please register my name as entitled to the privileges of consultation with your Service Bureau

It is understood that no charge is to be made for this service.

Name.....

Address .....

City.....

If employed give name of firm

.....

.....

8—T. J. C.

ELGIN NATIONAL WATCH CO.
ELGIN, ILLINOIS



Some Hints on Repairing Cylinder Watches.

Written expressly for The Jewelers' Circular-Weekly by C. Reisner.

CERTAIN branches of the watch repairing trade are used by the repairer at such rare intervals that it does not give him an opportunity to become expert in the work. To be successful in watch repairing one must make a specialty of each individual branch of the trade, and in order to do this it is desirable to practice certain operations without waiting for an occasion to arise. Let us discuss the repairing of a broken cylinder balance wheel for the purpose of illustrating the above statement. A broken cylinder balance wheel does not occur very often, and for this reason the improper methods of fixing a broken arm in a cylinder balance wheel cause the repairer many unpleasant hours at the work bench.

The breaking of an arm in a cylinder balance wheel occurs in the following manner: There is generally very little room between the cock of the cylinder wheel and the balance in cylinder watches. Now, we will assume (as is very often the case), that the potence end-stone becomes pitted, thus sinking the balance lower and bringing it too close to the cylinder wheel cock. This change creates a stopper or causes the balance to strike the cock. The proper way to rectify this error would be to change the pitted end-stone, which would naturally bring the balance back into its original position, and the whole job would require only a few minutes' work. But the unmitiated repairer grasps at once at the most tempting and what appear to him the most reasonable methods, and proceeds to bend the balance arms upward, and if the brass, of which the balance is made, lacks ductility, the arm will snap off, either at the junction of the rim or at the hub.

This accident, which was entirely uncalled for, creates a complicated job. Immediately the zealous repairer will resort to the soft solder methods of fixing up the broken balance, and by this operations throw the balance out of poise. Besides that, the solder applied to the balance increases its weight and causes the watch to run slowly. This requires another uncalled for operation, to time the watch as near right as it is possible to time a watch with its balance out of poise. A watch that has been handled in the aforesaid manner will never give satisfactory results, and in order to restore its original time-keeping qualities it is essential to either change the balance or to remove the soft solder and repair the balance properly.

This may be done as follows: After the side of the balance, which has been soldered, is warmed the solder may be brushed off with a stiff brush. Then drill a hole in the rim of the balance, file the end of the broken arm to a point and, after slightly stretching it, let the arm slide into the hole of the rim. Such operation is advisable to practice on a scrap balance, and after a little practice a broken arm in a cylinder balance may be mended so that it will look like new, and the operation will not create any harmful results in the time-keeping of the watch.

Another difficult job, and a puzzling operation, is to adjust the escapement in a cylinder movement. In every cylinder watch the escapement is adjustable and may be arranged by moving the chariot, which is screwed to the pillar-plate. The balance cock is fitted by means of steady pins and cock-screw to the chariot. Thus, whenever the chariot is moved forward or backward, it moves the cylinder to or from the scape wheel, making the depthing shallow or deeper.

The depth in a cylinder escapement may be observed by rotating the balance with the finger tip and watching the motion of the scape wheel carefully. If the escapement is adjusted accurately, the scape wheel is supposed to advance as it gives impulse and then drop onto the surface of the cylinder. Immediately after the tooth has dropped, reverse the motion of the balance, and the wheel should be at rest, while the balance is rotated a few degrees; then commence to move forward and give impulse again. If the depthing is too shallow the wheel will move forward immediately after the motion of the balance is reversed. If too deep, the balance will have to be reversed quite some distance before the wheel will start. Another error that often occurs in cylinder escapement and causes impediment in the timing is when the relative height of the cylinder and scape wheel are not accurately set.

The scape wheel is supposed to pass into the passage which is provided for it in the cylinder without touching the upper or lower body of the cylinder. This error may easily be detected by watching the scape wheel when the balance is in motion. If it touches, the scape wheel will be seen to jerk at each beat, and when held to the ear a grinding noise will be heard instead of a clear tick. Sometimes this error arises from too much end shake either to the balance or scape wheel. It is also very important to see that the scape wheel is perfectly true. If the end-shake to the scape wheel and balance are unequal it will also have a tendency to alter their relative positions when the watch is turned dial up or dial down.

It is a common practise of some repairers to lower the balance by placing a strip of paper under the chariot. While this mode of adjusting the height is generally successful, it is not a clean, neat job, and very often after the watch is taken apart for cleaning by the next repairer the strip of paper will drop out and the conditions will have to be altered again. The proper way to lower the chariot is by forming a bur on the lower edge of the chariot, which may be easily done by simply passing a burnisher over the edge of the chariot, thus making a lasting and clean job.

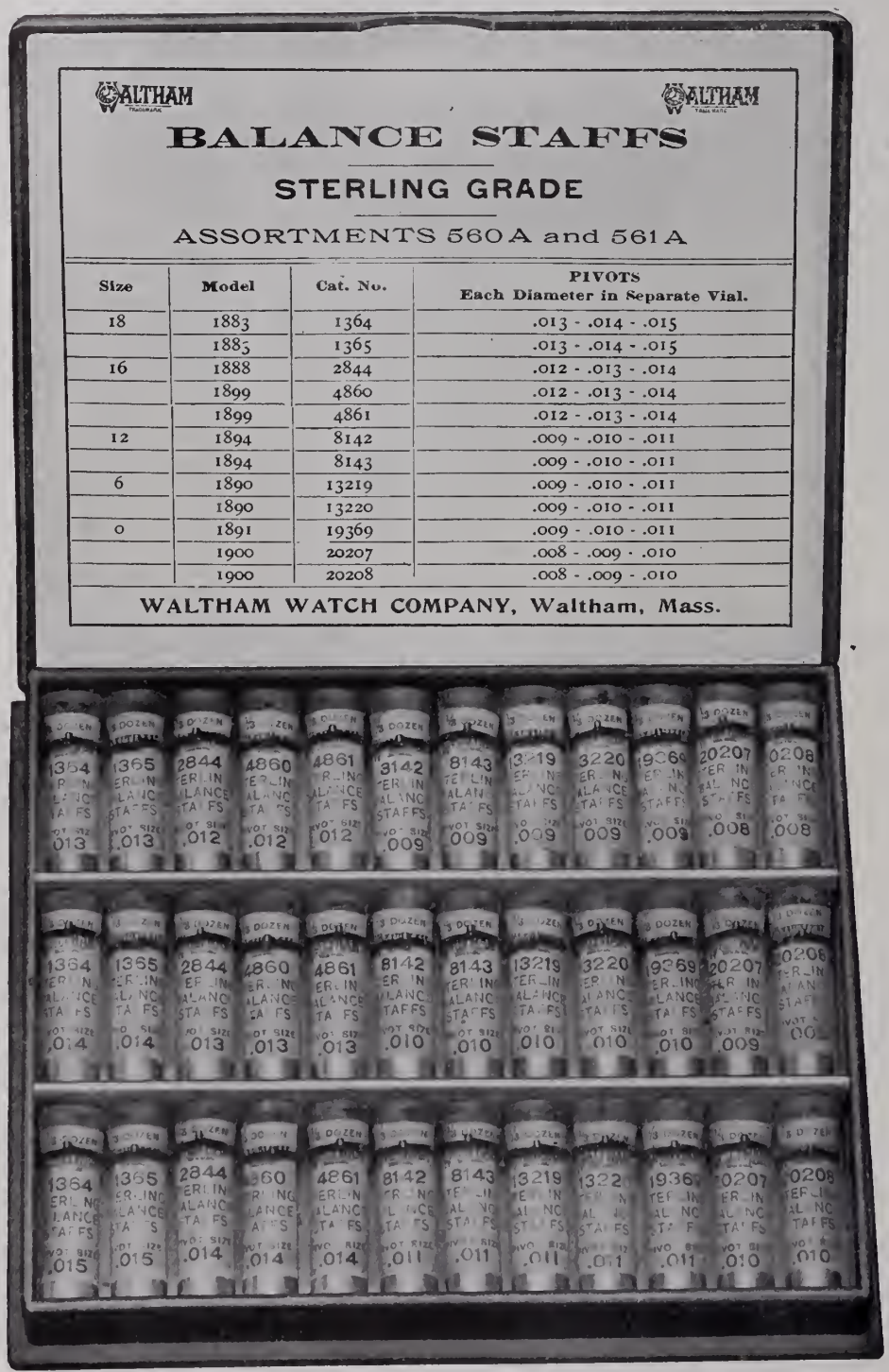
In cases where the balance requires raising instead of lowering it is not so easily accomplished, as the face of the chariot would have to be filed in order to bring it closer to the pillar plate. Before filing it is advisable to examine the end stone, as there is usually room wasted between the setting and end stone, and when the setting is lapped down on a rough emery flush with the end stone it will generally bring about more favorable conditions. Should this operation not suffice, it will be found easier to knock out the lower plug than to file the chariot, providing the plug is not in too tight. Sometimes it is very difficult to knock out a plug. This method may also be successfully used in the case of broken cylinder pivots. When a plug has been knocked out far enough to ensure sufficient length of the pivot a new pivot may be turned on the same plug.

When knocking out a plug the cylinder should be rested on a brass stake over a hole that is some degrees smaller than the cylinder, so that it would permit the plug to go through without passing the whole cylinder. Very tight-fitting plugs may be loosened by slightly tapping on the outside of the cylinder with a hammer. The cylinder should be revolved on a steel block while being hammered.

WALTHAM MATERIAL ASSORTMENTS

TRADE MARK.

SAVE THE JEWELER MONEY.



They cost us more, because of the extra labor in selecting and packing. But **they cost the jeweler less** than the regular material at regular list prices.

WALTHAM assortments cover lines commonly needed in repair work. The material is selected with care, and is of the highest quality in its respective grade. No pains are spared in the preparation of our assortments. The needs of the practical man are our first consideration.

SPECIAL ASSORTMENTS.

Balance Staffs.

560A	2	Gross,	3	Sizes	Pivots	for	each	of	12	Catalogue	Numbers,	Sterling-Royal	Grade	. . . $20.00
561A	1	"	3	"	"	"	"	"	12	"	"	"	"	. . . 10.50
562A	1	"	3	"	"	"	"	"	12	"	"	Riverside	"	. . . 30.00

WALTHAM WATCH COMPANY, - - WALTHAM, MASS.

Was Clerical Influence Responsible for General Adoption of Sundials?

THE antiquity of the sundial is not the least of its charms. Primitive man obtained some idea of the time by placing a stick in the ground and noting how the shadow fell. The ancient Greeks had their sundials, and among the Elgin marbles in the British Museum is to be found a four-faced dial unearthed at Athens. The Romans adopted sundials from the Greeks, and Cicero has placed on record the fact that he possessed one at his villa. The general adoption of sundials throughout the civilized world was due to clerical influence, according to the *London Globe*, for the early Popes ordered that sundials should be placed on various churches in order that the people could ascertain the hour of the day.

The use of sundials in this country may be said to date from the introduction of Christianity. The venerable Bede specially interested himself in the matter, and every monastery had its sundial. After a time every man of substance boasted one, and the old prints depicting Elizabethan gardens always show a sundial. The Stuarts made a hobby of them, and during their time many handsome dials were set up in the metropolis, though several were destroyed during great fire.

Besides fixed dials, portable dials were invented. During the time of Shakespeare the common people were obviously equipped with such instruments, for the fool in the Forest of Arden had occasion to "moral on the time":

> And then he drew a dial from his poke,
> And, looking on it with lack luster eye,
> Says, very wisely, "It is ten o'clock."

Nevertheless, it did not require much wisdom to deduce the time from these dials. In the old days the art of dialing was taught in the schools. It is a simple art, and any man can construct his own sundial. One of the first tasks that George Stephenson set his famous son Robert to accomplish was the construction of a sundial, which was placed over their cottage outside Newcastle. In setting up a sundial the first thing to be ascertained is the latitude of one's particular locality. The latitude indicates the angle at which the gnomon must be set. The gnomon, which is the triangular-shaped instrument standing upright on the stone, must always point direct to the Polar Star, and this star differs in altitude according to the latitude.

When the sun is precisely on the meridian that part of the stone upon which the shadow falls is marked twelve, and the other divisions and sub-divisions of time are marked according to fixed rules which are given in any good astronomical almanac. From the same source one may adjust the difference in time returned by a sundial and a watch. The sun is directly responsible for this difference, for solar, or local time, differs from standard time. The only occasion on which these times agree is when the sun reaches the meridian exactly at 12 o'clock, and this does not occur more than four times in the year.

During the Winter months solar time is behind standard, or Greenwich, time, while during the Summer it is in advance. The equation of time, the difference between the two, is calculated in all astronomical almanacs for every day of the year, so that one has only to add or subtract certain figures in order to ascertain the exact Greenwich time.

Simplicity of construction has accounted for sundials being set up in many striking spots. One of the most remarkable sundials is to be found in the Church of St. Sulpice, in Paris. It was one of the sundials officially registered in the capital and was devised in 1727. The Abbé Languet de Gercy commissioned the famous clockmaker, Henri Sully, to erect a sundial. Sully died soon after taking the work in hand and was succeeded by Lemonnier, who marked out the meridian line on the pavement of the church in a very effective manner. He laid down a copper plaque from whence runs a narrow band along the pavement. At midday the sun's rays pass through a hole in the window, fall on the copper plaque, travel along the pavement and finally run up a small globe, from whence the time can be ascertained. A somewhat similar plan was adopted in the cloister of Durham Cathedral so recently as 1829.

The mottoes found on sundials often attract more than the dials themselves. The majority of these mottoes seek to impress on man the value of time, the shortness of life and the certainty of death. Probably the most common is "tempus fugit," while equally popular is "memento mori." "Time waits for no man" and "ars longa, vita brevis," are as popular on sundials as in copy books.

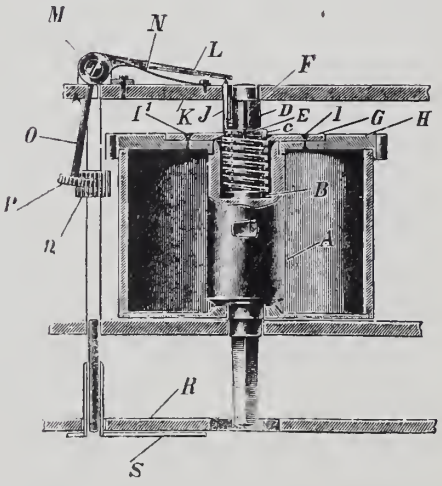
Horace's warning, "carpe diem, cras ingens iterabimus æquor," is to be found on many a sundial. The custom of employing the most portentous mottoes is accounted for in some measure by the fact that sundials were generally cut on churches and tombstones. One of the most engaging of mottoes for a sundial is "amicis quælibethora." Nowadays floral sundials are very popular, offering as they do great scope for artistic treatment. But whatever form the sundial takes, it appears to create an air of fragrance, an atmosphere of romance. It speaks of sunlit arbors and flowery bowers, and recalls the days when life was more leisurely and England a fair and verdant land.

Winding Indicator for Clocks.

TWO devices which fulfilled the purpose of indicating the position of a mainspring, more or less wound up, were described a short time since in the *Journal Suisse d'Horlogère*. As these contrivances were intended only for watches, the publication in question expressed the opinion that it would be very desirable to have a good indicator also for clocks. P. Bauhain, clockmaker, Bordeaux, who had devised the above-mentioned contrivances, at once set to work, and he succeeded in perfecting an indicator that is adapted for timepieces of large size, and which is also applicable to phonographs, counters and similar apparatus. It operates simply through the revolution of the barrel, while the clock is going, and by the revolution of the barrel staff while winding up.

The barrel center or collet, A, is hollow at the top, and the recess is made large enough (as can be seen at B) to receive a cylindrical bushing, C, having a screw-thread cut on the outside and which is movable on the barrel arbor D. This movement can, however, only be effected up or down—that is, in the direction of the length, which is insured by means of a straight groove F in the arbor, in which a screw, E, works. This screw allows the bushing to move only up or down, but not to turn around the barrel arbor. To the cover of the barrel the plate G is attached by means of the screws I and I^1. The inner bore of this plate is so formed that it acts as a nut to the screw-threaded bushing C.

When the winding of the clock is completed, the bushing C assumes the position shown in the illustration. The rectilineal



WINDING INDICATOR FOR CLOCKS.

motion which is imparted to the bushing C, while the clock is going, by the screw-like effect of the plate G, is now transformed into a circular movement in the following manner. The bushing C, steadily ascending as the clock runs down, acts on a pin J, which is seated in the plate K. The pin is slowly forced out and acts on the arm, L, of the angle lever L.M.O., the turning point (pivot) of which is at M, and which, by means of a spring N, is constantly pressed against the pin J.

It will be evident that this movement will be communicated to the other arm O, of the lever. This bears at its end a toothed rack, P, that engages a pinion Q. The arbor of this pinion is carried through to the dial, where it is equipped with the hand S. That with the aid of this pointer, if the dial is properly graduated, the position of the mainspring, or the period for which the clock has been running since it was wound, can readily be ascertained, requires no further explanation.

It can also be easily understood that the winding of the clock must have the effect of screwing the screw-bushing, C, back into the hollow in the barrel collet to its starting point, readjusting the starting point. The above-described movements are simply reversed when the clock is rewound, all the parts being so contrived as to turn, without hindrance, in either direction.

THE HOWARD WATCH

ONE of the keenest jewelers in America sums up the whole HOWARD situation in one sentence:

"Sell a man a HOWARD Watch, and you get his good will," he says.

You get his good will because of the way his HOWARD performs, in the first place. The HOWARD is the finest practical watch in the world.

You get it in double measure when he runs across HOWARDS in the pockets of the leading men of the community—when he finds HOWARDS that have been giving perfect service for a generation or more.

This HOWARD good will is an active force in every community of this country.

How much the individual jeweler will profit by it must depend on how active he is in identifying his store with the HOWARD Watch.

E. HOWARD WATCH WORKS

WALTHAM, MASSACHUSETTS

How to Replace an End-Stone Plate in a Cylinder Movement Rapidly.

THE detestable custom, says Ph. Bulle, in *La France Horlogère*, which requires the watch repairer to undertake repairs under penalty, that is to say, at a price, often not remunerative, fixed in advance, is, from a commercial point of view, one of those beautiful absurdities which one hardly encounters except in business.

It is by this method of procedure that we have succeeded in convincing the public that the repairing of a watch is hardly more delicate an operation and presents no more difficulty than the repairing of a pair of shoes.

I will halt in this comparison, the unusualness of which I trust will be excused, just to remark briefly that if the estimable "jeweler on the stool" knows only within a few nails why he fixes in advance at 100 cents the price of resoling, it is not the same for the watchmaker when he fixes, offhand, at three or four francs, the price of cleaning a watch.

Does he know the surprises that the taking apart of the object is likely to reveal to him? Yes, certainly, but he cheerfully accepts the consequences. When receiving the watch from the hands of his customer (who, be it understood, considers himself compelled, conforming to tradition, to state that there is nothing wrong with his timepiece) he confines himself to making the balance oscillate, to make sure that the staff or the cylinder is not broken; then, without proceeding further, he attaches to the ring the ticket that is to bear the customer's name and the price agreed upon. The deal is closed! And on my word, if in the course of the repair job he finds a pivot worn, some jewels broken, an end stone cracked, he makes the best of it; that is to say, he charges it to profit and loss.

It is, nevertheless, to be wished that he would be guided somewhat by that which takes place in other trades of a mechanical character. When an automobilist, for example, applies to any workshop to make a repair to his motors, if he desires to be certain of the cost of the work, he knows that a price cannot be quoted to him until after the taking apart of his motor at his expense. Here he must limit his demands, because, if he insists on being informed on the spot, the mechanic will not hesitate to reply promptly that it is impossible to estimate the extent of the work in question before having seen what the motor "has inside it." And you may rest assured that not a screw, not a pin, not a nail to be supplied, will be omitted in this estimate. However, the customer, even if the bill is large, finds this quite proper. This is custom.

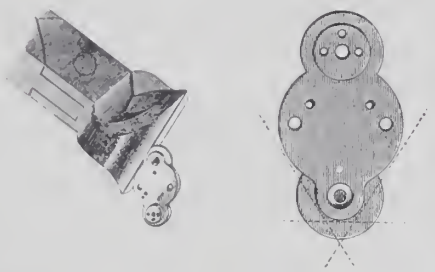
But we will hasten to return to our subject, and inasmuch as we are watchmakers and are not so privileged toward the public, let us endeavor, at least, to accomplish as briskly as possible, all the little unexpected tasks to which we may often have to devote ourselves in the course of the cleaning of a watch. Among these the replacement of the end stone figures conspicuously. We will consider here that of the chariot, which, when it is broken, is often replaced by a loose end stone. This custom, which finds an excuse in the state of things we have just referred to, is particularly objectionable, because the height and the play of the cylinder are changed by this practice.

For this reason, and for still others that it would be childish to enumerate, the replacement of the plate is necessary (in a watch of good quality) in the event of fracture of the end stone.

This little operation may, moreover, be accomplished very quickly if we possess an assortment of plates of various sizes, and which, by reason of the low price of these supplies, are at the command of all.

The following, in my opinion, is the best course to pursue.

The hole of the screw of the plate selected is perforated in the usual manner, in place on the chariot, holding the two



REPLACING END-STONE PLATE IN CYLINDER MOVEMENT.

parts firmly in a locking pliers. A stroke of the cutter and of the squaring tool completes the operation necessary to put the screw in its place. This being then tightened thoroughly, the plate is roughed out in an instant by cutting with a good cutting pliers, following the dotted lines in our illustration. It is then easy to finish the work with a file, following the outlines of the chariot.

By taking in this manner a set plate, which costs but a few cents, it is possible to put it in place and finish it in less than five minutes.

Interchangeable Balance Staffs.

A CORRESPONDENT of the *Deutsche Uhrmacher Zeitung* expressed a wish that the balance staff in all lever watches could be so fashioned that in case of a pivot breaking it could simply be exchanged for a new staff. Two communications on this subject have been received by the above paper. From one it would seem as though, in part, this wish had been gratified; the other makes a new suggestion in this direction. We will first consider the latter proposition, in which Gustav Wagner, of Halle, a. S. (22 Taubenstrasse), suggests the following form for the interchangeable balance:

"As may be seen from the accompanying illustrations the balance staff may consist of two parts, the collet A (Fig. 2) and the staff proper (Fig. 1). The collet is equipped with a slightly conical center bore, which serves to receive the new staff. This bore starts with a turned recess *a*. The substitute staff runs off conical toward each side and at about the center has a shoulder *b*. The upper part *c* of the arbor serves to receive the collet A; the lower part *d*, as the supporter of the roller.

In case of replacement only a slightly conical staff might be fitted into the conical bore of the collet. As, however, the collet in this case would have no lead, or rather no certain support, it might happen, especially if the substitute arbor was somewhat more conical than the bore in the collet, that the latter would run out of true. To prevent this the substitute staff is equipped with the shoulder *b*, on which the collet can firmly rest, obtaining by this means a firm support and thus always running exactly true. It must also be stated that both these parts are supposed to be of steel.

In Fig. 3 an interchangeable balance staff is shown considerably enlarged, as it is kept in stock by the well-known house

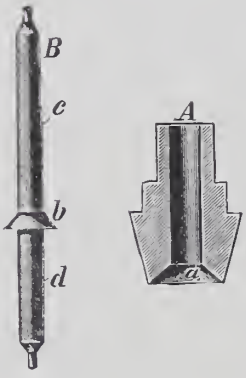


FIG. 1.

FIG. 2.



FIG. 3.

of George Jacob, Gesellschaft mit beschrängter Haftung, of Leipzig, and is sold under the designation, "Balance staff, with brass collet, No. 6067." This make is neatly pulished, coupled with pivots; the brass boss is not too clumsy, but sufficiently heavy so that the shoulders for the balance and the collet can be turned down true.

This seems to meet the wishes of the correspondent, who has already been joined by others.

Clock's Wonderful Record.

IN the turret of the ancient town hall at Yarm-in-Cleveland is the oldest clock in the district, which is 230 years old. Although the mechanism of this clock is of a crude character, it keeps excellent time. It is of wrought iron, and was made by the village blacksmith. The striking bell is dated 1690, and upon it is a Latin motto, which, translated, reads: "If God be for us, who can be against us?" This ancient piece of machinery has never been stopped for many years, and the whole clock remains exactly as it was 230 years ago.

Charles Hoxworth, Allentown, Pa., has been appointed official Government watch inspector. Mr. Hoxworth began in the jewelry business at Appel's jewelry store in Allentown. He sailed for Panama Thursday, Aug. 24.

Ingersoll—Trenton

The only medium priced watch which the Jeweler can call his own.

7 and 15 Jewel Models.

Restricted prices; sold exclusively through the legitimate retail jeweler.

Advertised to the Public.

Robt. H. Ingersoll & Bro.

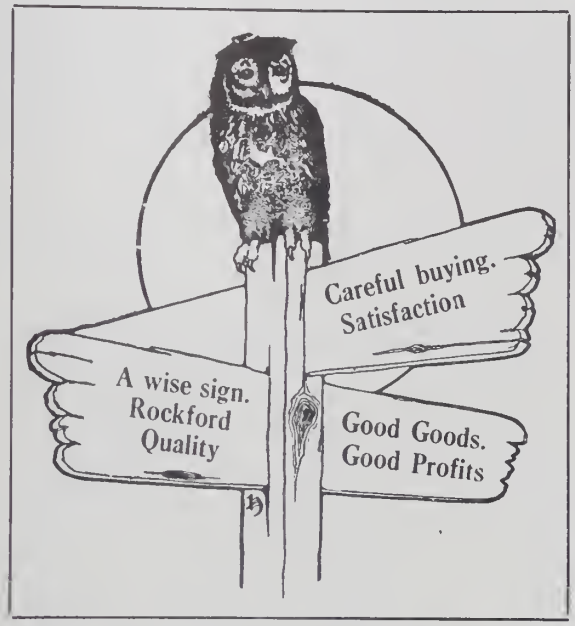
New York Chicago San Francisco

CHOOSE YOUR LINES WISELY

Your Customer

will be pleased with the beauty as well as the accurate time-keeping qualities of

Rockford Watches



You

will appreciate good, reliable goods, prompt service and right prices.

Write to-day for prices and advertising helps

ROCKFORD WATCH COMPANY

Manufacturers of High Grade Watches ROCKFORD, ILLINOIS

STILL SUPREME

Patek, Philippe & Co. Watches

GENEVA, SWITZERLAND

ANNUAL TRIUMPH AGAIN REPEATED

Nearest to Perfection as yet Reached by Portable Timepieces

Latest Achievements

Records of 1910-1911

GENEVA OBSERVATORY TIMING CONTEST

Ending February 21st, 1911

The Very First of the First Prizes between Makers for the Best Average Running

2 First Prizes out of 5 — 10 Second Prizes out of 18 — 15 Third Prizes out of 23

26 Honorable Mentions out of 60

KEW OBSERVATORY TRIAL OF WATCHES AND CHRONOMETERS

The Second Prize, falling short but .4 of a point of the first

Awarded Hors Concours (Beyond Competition): Milan, 1906; St. Louis, 1904; Paris, 1900; Geneva, 1896; Chicago, 1893; Antwerp, 1885; Zurich, 1883. Gold Medal: Nuremburg, 1905; London, 1885; Calcutta, 1883; Groningen, 1880; Melbourne, 1880; Paris, 1878; Philadelphia, 1876; Valparaiso, 1875; Paris, 1867; Paris, 1855; London, 1851; Paris, 1844. Silver Medal: New York, 1853. Diploma of Honor; Amsterdam, 1883. Highest Award: Vienna, 1875.

ALFRED C. STEIN **68 Nassau Street, NEW YORK**

THE "NEW ENGLAND"

ILLUSTRATED PRICE LIST

FOR 1911

Is Now Ready for Distribution

Contains
Illustrations
Descriptions

Wholesale
and
Retail Prices
of the
Complete
"NEW ENGLAND"
LEVER LINE



Characteristic
"NEW ENGLAND"
BOOKLET

Telling Plainly
The Reasons
Why
"New England"
Lever Watches
are
Leaders
in the
World's Watch Market

Showing
The New Lever "Cavour"
Most popular of Ladies' Watches
Also
The Tiny "Elf"
Smallest American-made Watch

Showing
The Hardy "Hale"
Low Priced Genuine Lever
The Exquisite "Alden"
High Grade Double Roller Lever
7 Jewels

A Copy of This Booklet

will be sent you on request by

The New England Watch Co.
Waterbury, Conn.

or

THE LEADING JOBBERS

PACIFIC COAST AGENTS - - - - - B. W. FREER CO., SAN FRANCISCO



STORE KEEPING DEPARTMENT

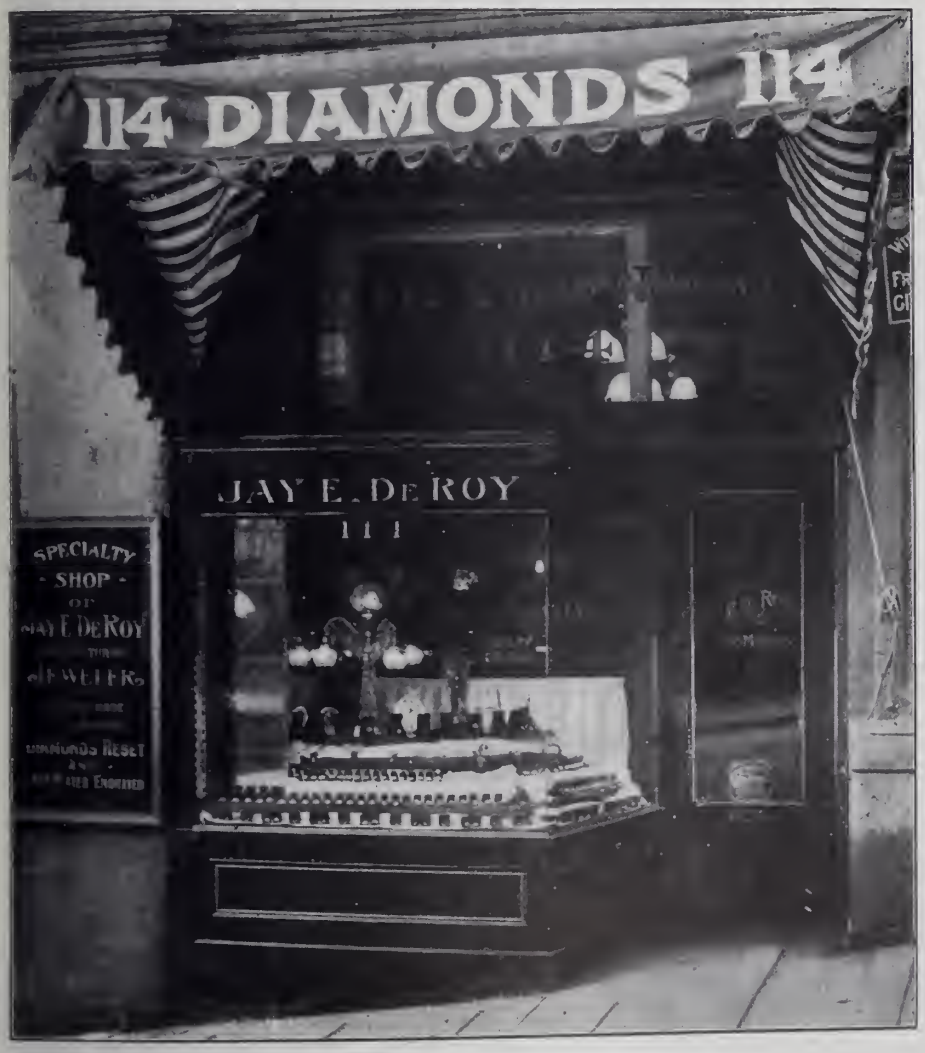
That this department shall prove mutually beneficial to our readers, it is desirable that the members of the trade geneally communicate with THE JEWELERS' CIRCULAR-WEEKLY regarding any advantagenous device or plan which they are utilizing in connection with their business.

Daily Change of Window Display Advocated by Jeweler of Seattle, Wash.

THE store of Jay E. DeRoy, Seattle, Wash., while not particularly large is, nevertheless, well arranged and neatly equipped. The establishment is 14 feet wide and 30 feet long. The store from the inside has a much smaller appearance, the window being 6 feet long. The fixtures are of mission finish, slash grain fir and consist of a 14-foot wall case on one side and three 6-foot counter cases on the other side. There is a partition in the rear, the safe being in the center, forming an office on one side and a workroom on the other.

The walls are painted in white enamel as high as the mirrors. Between the mirrors and above the molding is a heavy silk paper of a rich blue shade, giving a contrast which is very pleasing to the eye.

Mr. DeRoy in a communication to THE JEWELERS' CIRCULAR-WEEKLY states that he makes it a point to redress his windows daily, always having something new on display. He varies the manner in which he displays the stock, which is an exceptionally good plan. He makes the most of his merchandise to order, and in that way does not really need to carry a very extensive stock. He does not believe in misrepresentation of any kind, and consequently, as he says, never has a displeased customer.



EXTERIOR VIEW OF THE STORE OF J. E. DEROY, SEATTLE, WASH.

Getting a Hold on Business and Keeping It.

(From Business and The Book-Keeper.)

ONE thousand dollars, saved from my salary as a jeweler's clerk, formed the basis of my financial start in business. With that I bought a partnership in an established business.

For a short time my career seemed to be on the high road to prosperity—then I began to learn how little I knew about any side of the business except that of retail selling. The more I learned the more impossible my partnership appeared and this feeling grew until a dissolution was brought about, and I luckily got out with my original capital.

My next start was alone, in a tiny place not 12 feet square, and with but one small show window. The modesty of my quarters, however, proved favorable, for a short time later a panic struck our city, and my personal credit, along with my small expenses, made it possible for me to weather the strain. In a way that panic helped me, for during that lean period, others who were also feeling the burden often passed by the larger stores and came to me.

Soon after the panic, when I was beginning to build up a fair business a fire destroyed the entire building in which my store was located. From the insurance I received $3,000, most all of which was owing to my creditors. Nevertheless, I at once rented another store and proceeded to lose $2,000 more.

There was nothing to do now but curtail if I hoped to keep my head above water in any way at all, so the first move must be that of reducing overhead expenses, and this I determined to do while at the same time planning for future growth. Trade



SIMPLE
RELIABLE
DURABLE

"SWAN SAFETY"

THE PEN OF QUALITY

In your high-class jewelry business quality is absolutely essential. Quality and the highest grade of finish are among the principal features you pride yourself on. It is so with us. For these reasons we feel that your serious consideration will be given to the

'SWAN SAFETY'

GOLD PEN Mabie, Todd & Co.'s make. The best ever made. You have known so for many years.

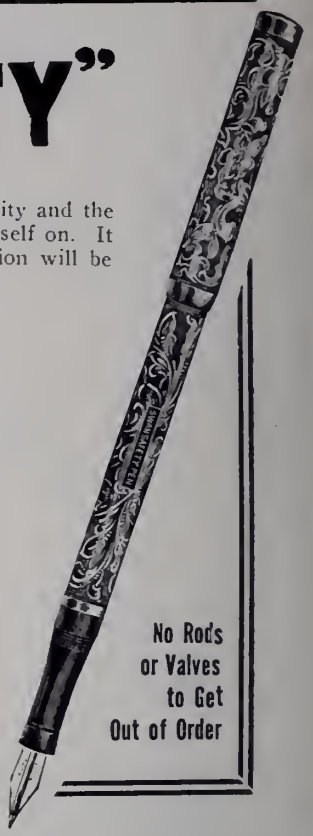
THE FEED "Ladder" under feed. Gold top feed. Pen fed from both sides—a perfect combination. The ink is always at the point ready for writing. Never blotting; never skipping.

THE SCREW CAP A patented bevelled edged inner cap, screwing into a recess in the pen section. Quite simple. Nothing to get out of order. Absolutely non-leakable.

HOLDER Highest grade of rubber. Made and assembled by highly-paid mechanics. Beautifully finished and polished. A large range of silver, gold plate and solid gold mountings.

Prices from $2.50. Let us send you sample to test.

QUALITY AND HANDSOME PROFITS



No Rods or Valves to Get Out of Order

MABIE, TODD & CO. 17 Maiden Lane, New York
209 South State St., Chicago
124 York St., Toronto



HOFMAN QUALITY



HOFMAN STORE FIXTURES

are the product of an organization that comprises the most skilled and most intelligent cabinet-makers in this country, working with the most modern, up-to-date facilities and the finest materials that have ever been used in such fixtures.

The name "Hofman," when applied to store equipment, has been synonymous with "highest quality" as long as this business has been established—fifteen years. Specify Hofman Fixtures when buying new equipment, and you'll buy quality insurance.

Catalogues and further information gladly sent upon request.

JOHN HOFMAN CO., 134 Leighton Street
ROCHESTER, N. Y.

NEW YORK OFFICE, 806-807, 1 West 34th Street





HOFMAN QUALITY

Storekeeping Department.

was becoming so congested on the main street that it was certain the time would come when the side streets would be turned over to trade. With this in mind I cast about for a side street location, and was fortunate in finding a small corner store just a short block from the avenue, at a very nominal rental.

It seemed apparent that at least one of the streets passing this store would some day have a car line. To bring about this end I "got busy" with the Aldermen, but it was a long hard pull, and before so much as any suggestion of conclusion to the street car franchise question had been reached my stock had become reduced to about $1,000, with more than double that amount in debts.

For seven years I worked against odds, cutting my living expenses to the last degree, and even then finding it necessary to have my wife assist in the store to save clerk hire. At one time, except for a $500 loan from a local manufacturer who asked no security other than my personal note, I surely would have been closed out.

During the last part of this time I began advertising in a small way by inserting catchy readers in the daily newspapers. It was the loan from the manufacturer and these advertisements that finally, and mighty slowly, turned the tables for me. To supplement this work I started a mail order course in optics, working until 11 and 12 o'clock almost every night because I could not afford the services of a stenographer. At the same time I was soliciting outside trade and sending catalogues into the surrounding country.

At last the car lines came, one on either street, and after 10 years of struggle and seven years of almost continual stinting that often amounted to actual privation, business began to grow so fast you could see it

Then also came the time for physical growth, and as there was no other way to it, I personally paid for the remodeling of the entire front and side of my store, turning every available inch into window space. With the growth of business the demand for greater variety and higher priced goods came strong.

My next important step in advance was the taking over of the adjoining store as soon as it was vacated, adding as well the basement under both stores.

I was 10 years getting my real start in business, but from that time on the going has been mighty good.

A. H Chamberlain, Campbellsburg, Ind., has sustained a loss by fire of about $100. He was not insured.

Herman Engel, a jeweler in Wilkes-Barre, Pa., recently purchased from A. Newman, of the Bee Hive Jewelry Co., Scranton, a three-story brick building on Lackawanna Ave., for $48,500. The land is said to be valued at $2,000 a foot, and the price is said to be a record one.

Ten Commandments for Success in Business Building.

(By C. M. Wessels.)

I.

DON'T make up your own advertising schedule—proverbially, "the man who is his own lawyer has a fool for a client."

II.

Don't write your own advertisements; you have an axe to grind and can't hide it. You are prejudiced. You look at your proposition from the viewpoint of the seller you're not after the seller, you want the buyer.

III.

When you employ an advertising man, don't force him to please you with copy—he isn't trying to sell you anything. If the copy brings results, that will please you so much it won't be necessary for the copy to please you.

IV.

If you employ an advertising man to do it, let him do it. It would be foolish to get a physician to prescribe medicine for you only to throw it out the window and prescribe for yourself.

V.

Don't use small space. When you're addressing an audience, it is unwise to talk in a whisper, few will hear you; if you can't use good size space, to talk out loud, sit still.

VI.

Don't "test out" the value of advertising with one or two insertions. There are a lot of heavyweights on the ice. It it bears them, it will bear you. There's no use testing a thing which you see working.

VII.

Don't quit after a few insertions. The man who courts a girl for a few weeks and quits, because she doesn't fall into his arms, is simply leaving the field clear for the other fellow. It takes time, attention and persistency to win a girl—trade is just as coy.

VIII.

Don't use a bad illustration in expensive space—you wouldn't buy a lot at Broadway and 42d St. and build a shanty on it.

IX.

If your first year's advertising doesn't come up to your expectations, don't quit. If you want to build a 25-story business, don't stop at the foundation.

X.

If you are not dead sure your product will repeat, these commandments are not intended for you; you are not ready to advertise.

A Novel Window Attraction.

J. W. NIPPER, a Knoxville (Tenn.) jeweler, recently installed a very novel window advertising proposition that is proving exceptionally attractive. Mr. Nipper secured the services of Augustine Onliveros, a 13-year-old Mexican boy, to cut Mexican quartz and onyx in the window of the Nipper jewelry shop all day long, providing the little fellow with some simple equipment. The Mexican youngster is endowed with a sort of sixth sense of stone cutting, as he shaped up quartz and onyx in a short time to fit any sort of ring or scarf-pin setting. The novel exhibition of foreign jewelry manufacture is drawing extensive audiences before the Nipper windows every day.



INTERIOR VIEW OF THE STORE OF J. E. DEROY, SEATTLE, WASH.

On or about Sept. 1 a new jewelry store will be opened at 308 Lackawanna Ave., Scranton, Pa., under the name of the Ideal Jewelry Parlor. The business will be conducted by the Ideal Jewelry Co., of New York.

Mrs. Nancy S. Kohler, widow of the late Chas. Kohler, a prominent jeweler in Norristown, Pa., was married recently in Philadelphia to David O. Eaton. After Mr. Kohler's death, Mrs. Kohler conducted her husband's jewelry store for about a year, and later went to Philadelphia.

The BLANCARD SAFETY CATCH

Made in a Variety of Sizes



Cuts Show the Catch Before and After Assembling
Obviates the Use of a Rivet

Its Strength
Durability and
Neat Construction

make it desirable for the better grade of jewelry.

Assembling pliers may be obtained from us if you desire.



Patented March 1, 1910.
Other Patents Pending

Write us for further information

Blancard & Company — SETTING MAKERS — 96=100 Maiden Lane, New York City



IF IT'S A

ROY

TRADE MARK REGISTERED

IT'S STANDARD

ROY WATCH CASE COMPANY



ROY WATCH CASE CO.

21-23 Maiden Lane, New York

704 Market St., San Francisco

Established 1838

GLAENZER & Cie

General Purchasing Agents

35 Boulevard de Strasbourg, Paris

Correspondence and requests for information solicited. Samples of novelties sent upon request.

Agents for E. DUPONT & CO.
43 W. THIRTY-THIRD STREET, NEW YORK

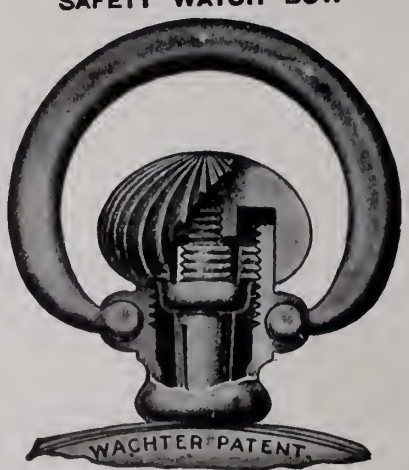
JACOT MUSIC BOX CO.

MIRA MUSIC BOXES AND MIRAPHONES

25 West 35th St. NEW YORK

SAFETY WATCH BOW







Buy Watches with the Wachter Safety Watch Bow

The Wachter Mfg. Co.

PATENTED: NO. 795665, JULY 25, 1905
NO. 38576, MAY 21, 1907
NO. 916809, MAR. 30, 1909

Should your Jobber not have them in stock, then write to us

Hartford, Connecticut

Letters of an Old Merchant to His Son.

Practical Business Advice from the Experienced to the Inexperienced.

(Continued from issue of Aug. 23.)

No. 6.

The Man Who "Delivers the Goods."

My Dear Son:

Glad you made the acquaintance of Mr. Winters. He is evidently the kind of man to pattern after. You mention that your employer is always able to dig up a nice fat order for Winters when he comes around, and I will bet that his house is also always trying to do something to please him, and all because he is "delivering the goods." You see the man who "delivers the goods" is always in demand. He can generally work for whoever he pleases and pick his own territory, if he happens to be a traveling salesman, because he always gets enough business to pay his house a nice profit above his salary and all expenses.

A man cannot be said to "deliver the goods" unless he makes a nice clean profit for his house above every expense he causes it and his share of the regular percentage of running expenses, and such a man is always in an independent position. He will know that he is giving full value, and whenever a man knows that, it gives him greater confidence in himself and his ability to increase that value. He also realizes that he must reach that point to be worthy of the good things of life. It is this strife to increase the value of work which is winning success for the live wires in every line of work. It means the difference between a good income and an average salary. As we started out talking about a traveling salesman I will use that line of work as an illustration.

Business success and failure is to-day a matter of percentage, and that is the reason the salesman who can "deliver the goods" can command the salaries. Suppose we are in the wholesale business, handling a line of merchandise that gives the wholesaler a margin of 12 per cent. It costs us 4 per cent. to pay all expenses except the traveling salesman. A man who can "deliver the goods" to the tune of $100,000 sales to good customers in a year is worth $6,000 per year to us, because we can still make 2 per cent. on his sales, and if we did that well on all salesmen we would make some money. In case we get hold of a salesman who sells only $50,000 worth of goods in a year, however, even though his salary and expenses are only $4,000 per year, he cannot make us a cent, for his expenses eat up all chance for profit, and still his expenses are only two-thirds those of the other man who makes us money. You can see from this illustration why a man who "delivers the goods" is worth so much more than the man who only delivers part of them. This is nothing but a matter of salesmanship. Men handle the same lines in the same territory every year, some of them selling twice as much as the others every month. All have an equal chance but some are salesmen and are bound to "deliver the goods," and others are only order takers.

While the traveling salesman probably comes nearer to standing on his merits than any other salesman, for his sales and expenses stand right up and talk for themselves, every house salesman, every retail salesman, in fact, every person engaged in business, has the same opportunity to "deliver the goods." The fact that you happen to be keeping the books, writing the letters, packing goods, or even performing the duties of the delivery boy is no reason why you cannot be just as successful in "delivering the goods," and your "delivery" will help just that much towards the success of the house, no matter what your position. You are drawing a salary with the implied contract that your work will bring the house back a percentage more money than you cost it, and unless you do this you cannot class yourself among those who "deliver the goods." Of course, your position may be such that no direct money can came to the house from your efforts, but in that case you can "deliver the goods" by saving the house that much in expenditures, and this is not always a hard matter. Shorter and better ways of accomplishing the same results, or better ones, will help anyone to prevent waste, and preventing waste is making money for the house.

Mr. Winters is old enough to understand the value of everything, including his own time and the time of those on whom he calls, and he is in no danger of exaggerating his own worth, but all those who are "delivering the goods" can hardly be classified that way. I see young men every day who have succeeded in business, and their success was a failure, for the reason that it went to their head and gave them an exaggerated opinion of their own worth, made them feel like they were looking down from a great height upon old friends, and even customers. This has a tendency to draw them away from the very things that have brought success in the past, and either end in failure or cause a struggle which will eventually entirely reduce the swelled head and bring back normal conditions.

The fact of the matter is, it seems, the young man who succeeds in business must have a large fund of common sense or he will be likely to suffer from swelled head, and there is no worse business sickness. The smallpox, yellow fever, appendicitis, Bright's disease, and such ailments are small matters in comparison. In fact, the only bodily disease which seems to compare with swelled-headedness in business is leprosy. Someone will brave the others and come to see you, but nobody wants to take a chance on leprosy, and about the same feeling is brought out by swelled-headedness. No one wants to bother the afflicted.

Everyone ought to try his best to "deliver the goods." He should feel that nothing short of that is to be tolerated, and then when success comes it is taken in payment of hard work and not looked upon as a matter to elevate the successful one above others to a point where they cannot be seen with the naked eye.

YOUR AFFECTIONATE FATHER.

(To be continued.)

A "Swat the Fly" Contest.

AN advertising scheme, known as a "Swat the Fly" contest, and which was unique in many respects, was adopted some time ago by the Walter Powell & Sons Co., Cumberland, Md. The concern's advertisement, which originally occupied a space of five inches, four columns wide, is illustrated herewith.

Prizes were given to the boy or girl who killed the greatest number of flies. Over half a million winged pests were mercilessly slaughtered by the contestants. After the contest the concern displayed in the show



HOW THE CONTEST WAS ADVERTISED.

window in three jars 321,305 flies. More were exhibited in the rear of the store.

The first prize, a $10 gold piece, was won by Thurman Newell, who massacred 133,600 flies, single handed, and without fly paper, the use of which was forbidden. The second prize, a watch, was won by Miss Evelyn Long, who was responsible for 87,000 fly deaths. The third prize, a gold ring, was won by Miss Sarah McCullogh, whose record as a fly-killer is 64,800.

A Fair Trial for Every Employe.

AN employe should never be reduced. If he cannot make good in the position he is holding, after he has been given the assistance of the management and a fair trial in test of his ability, then he is too expensive a man for any position. Reduced, he would be more than human if he did not try to block the progress of the man given his place, and stir up discontentment within the department.—*Charles U. Carpenter.*

The village of Farmingdale, N. Y., is on the lookout for a jeweler to start business in that place. George Gross who has been in business for two years has moved to Brooklyn.

Jos. Frateirs and C. Y. Smith were recently arrested in Spokane on a charge of selling imitation jewelry, but when arraigned were discharged. The jewelry turned out to be genuine. When arraigned the men were discharged and re-arrested on a charge of receiving stolen property.



Pertinent Advertising Truths—Effective Southern Advertising.

Written Expressly for The Jewelers' Circular-Weekly.

ALBERT W. HOLMES, secretary and treasurer of the Baird-North Co., Providence, R. I., was the principal speaker at the gathering of the Town Criers at their luncheon at Brucker's Hotel, in Providence, recently. He gave a very practical address on advertising that was listened to with much attention. During his half hour's talk he drove home several pertinent truths. In part he said:

"When you once begin advertising there must be no stopping, no let up in your efforts to get new and to retain old business. When you have decided to try your luck you must analyze your position with the greatest care. The successful advertising man must have an analytical mind; the lack of the analytical mind causes hundreds of failures annually among business men in all walks of life. The analysis will be somewhat as follows: Must we appeal to men, women, or both; to the rich, the poor or to the middle class; to the young or the old? Shall we talk price, quality or style?

"Your copy must be made to conform to conditions, and it must be the kind that pulls. Profitable advertising is simply applied common sense. Do not buy $1,000 worth of space and fill it with $5 worth of brain matter.

"Don't spend $100 advertising a 23-cent store where the customers are insulted by 2-cent clerks.

"A bank won't cash your check unless you have money on deposit, and your advertisement won't cash up if the conditions at your store do not back up the claims of your advertisement.

"An old hen never deliberately walked into a chicken pie, and customers rarely walk into a store uninvited. They surely won't walk in a second time unless they are treated right the first time.

"We hear much twaddle about the poor merchants. When it rains on a Saturday, he grumbles and is pitied; when his sales fall off, it's too bad. But there is no rejoicing with the poor, dear public who have saved a little money on account of the rain. Some day merchants will wake up to the fact that so long as the consumer is prosperous and contented the merchant won't have to worry about results. The man who really has the interests of the public at heart gets the business. The trickster deserves to be cast into the hell-box of oblivion.

"Be honest in your store and in your advertisement. The reputation of being honest and reliable is necessary to the success of any legitimate business proposition. Many present-day advertisers would make Ananias look like a mere amateur.

"Honesty in business is far-reaching in its effect. Many men have found that it actually pays to be honest. Others are slowly finding it out. To advertise honestly one must think honestly and live honestly. We must act the part. Only an honest person can write copy that rings true. A novice can readily detect the spurious efforts of a rascal. Whether your field is local or national you must go after the business through the medium of advertising. You must blow your horn until it becomes music in your own ears, at least.

"If you have goods you want to sell,
Don't go and whisper down a well;
The man who really gets the dollars
Stands up on his toes and hollers."

Modern methods that mark southern jewelers include a number of intelligently written newspaper ads, put out by various jewelry firms in Dixie, that have come to the notice of the Louisville representative of THE JEWELERS' CIRCULAR. All of the ads are designed to feature one branch of the trade and are rated as Class A trade-getters. The well-known jewelry firm of Hope Bros., at Knoxville, Tenn., is advertising "Most Attractive Tennessee Pearl Jewelry," which is being specialized in as a distinctly home product by the Knoxville firm.

A. Bergeda & Bro., 610 Church St., Nashville, Tenn., are making a strong play for trade along the line of commercial reliability. Every piece of jewelry in the store, says the Hergeda ad, is marked in plain figures, and a reputation is being established as a "one-price house."

The advertisement of Jensen, Herzer & Jeck, 402 Union St., Nashville, Tenn., states that every diamond purchased at their establishment is fully guaranteed to be perfect as to cut and color, and the prices are standard, as best and lowest.

J. H. Cook & Co., at 406 Gay St., Knoxville, Tenn., are exploiting standard makes of silverware, such as the Gorham, Whiting and Alvin, for wedding gifts in their trade.

The Bailer Jewelry Mfg. Co., at the corner of Main and Jefferson Sts., in Memphis, Tenn., is conducting a big special price sale of general lines of jewelry, and is exploiting the offerings in black and white in their newspaper ads.

A novel feature of a jewelry line is being "played up" by W. F. Fischer & Bro. Co., prominent jewelers at 8th and Market Sts., in Chattanooga, Tenn. The article featured is the flannel roll and bag for silverware, and a big business in this line is being done by the firm.

Heintz, the Jeweler, Lexington, Ky., is advertising banquet table accessories as a line that can be profitably featured at this time of the year. Candle lamps, cuirasses and other sterling silver articles are being brought to the fore in sales.

W. C. Graves & Bro., at 11 N. Main St., in Memphis, Tenn., are offering a heart-to-heart talk in their ads that are calculated to attract diamond customers. The ad is headed "To Prudent Diamond Buyers," and, besides containing some interesting information in regard to the purchasing of diamonds in general, it states that the Graves firm will allow full value on diamonds purchased at their store if the buyer wishes to return at a later date and procure a larger stone.

Avoid Monotony in Advertising.

THE successful advertiser should not adhere to one form of announcement so long that it has the same effect on the public as the old-time circus parades had on the ante-bellum darky who, when his boss offered him a treat to the circus, said:

JOHN SMITH
JEWELER
41 BAY STREET

No. 1.

"No, suh—ah thank you. But ah dun seed one circus 30 years ago and ez all de parades is alike, ah know de circuses must be so, too."

Freshen up your advertisements once in a while. Change your cuts. Use other styles of type. Word your appeal for trade

IF IT'S
JEWELRY
YOU WANT—
SMITH HAS IT
41 BAY ST.

No. 2.

differently. Call attention to goods you want to sell. Anyone can sell people what they want to buy. Salesmanship is creating a demand for your goods and making people want what you have to sell. Advertising is a great help toward attracting new buyers.

Word your advertisements so that they will attract on account of being the index of good taste, style and distinction. Say something differently from the stereotyped form. For instance, note how the same space can be used in conveying the same

Retail Advertising Department.

general idea in more "catchy" ways. Don't you think it must be more interesting to people to read something different? How many of the stale, unchanging ads. do you read?

Never overlook the fact that the founda-

Style and Quality

in Jewelry that

SMITH SELLS

41 Bay Street

No. 3.

tion of every successful business is based on meritorious merchandise. It is always quality that counts. Let your advertising be novel and up-to-date, but be content to conduct your business in the honest, old-fashioned way. Sound principles of established firms are a system of trade building that leave nothing to be desired except advertising mediums which will enlarge one's circle of acquaintances more rapidly than were one dependent on only natural store growth.

Success is a natural consequence of square dealing. Advertising is the means

ANYTHING

in Jewelry, if bought at

SMITH'S

IS RIGHT

41 Bay Street

No. 4.

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By Clement W. Coumbe.

(*Continued from issue of Aug. 16.*)

"LIGHTHOUSE." A certain form used for utensils is known vulgarly as *"lighthouse."*



LIGHTHOUSE FORM.

It is so named from its likeness to the *lighthouses* of Eddistone type.

LILLE (France) (faience). A faience factory was established here by Jacques Febvrier (spelled also Feburier), a modeler of Tournay, and Jean Bossu, a faience painter, in 1696. François Boussemaert, son-in-law of Febvrier, continued the fabrique very successfully upon the death of the latter in 1729. While the first pieces at this factory were solely imitations of other fabriques, some originality was brought into play later with a tendency toward Delft or Rouen wares. Boussemaert improved an already advanced quality of work, and increased the prosperity of the industry till *Lille's* three furnaces had a yearly output of 1,287,600 pieces. Boussemaert died in 1778 and Petit succeeded him. Garnier says Boussemaert pieces in Rouen style are recognizable "by their being more carefully executed, their blue being less intense, and their modeling softer than Rouen ware." He says: "These qualities find themselves later in the *Lille* polychrome decoration where the elegant motifs in rocaille style are executed in colors toned and softened by blending, that singularly contrast with the fresh and somewhat crude tones of the Norman fabriques. In 1711, Barthélemy Dorez and Pierre Pelissier" (his nephew) "founded a second" (soft or frit porcelain) "factory, later managed by Claude and François-Louis Dorez, sons of Barthélemy. Two other factories followed, one, in 1740, established by a Dutchman, Wamps, who was succeeded by Masquelier, and the other, in 1758, by a Strasburg citizen named Hereng. * * * There was also a factory of pottery founded in 1744 by one Chanon, who produced pieces in brown clays, termed 'terres du Saint-Esprit à la façon d'Angleterre et du Languedoc,' which had but an ephemeral existence, besides one other, established in 1773, by an Englishman, William Clarke, of Newcastle, who possessed, he said, 'the secret of a kind of faience made solely in England, which is almost as beautiful as porcelain, and which has the property of resisting fire without cracking." —Garnier.

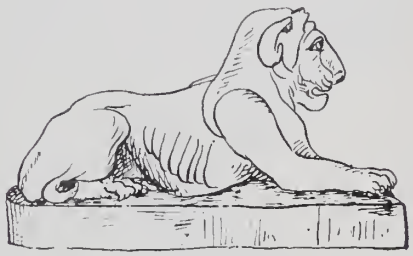
Jaennicke says the Barthélemy soft porcelain pieces were declared by the manufacturers to be similar to that of St. Cloud. And the pieces were, he says, long classed as of St. Cloud. "They differ in being slightly purer white, the blue decoration is like St. Cloud, but not quite so fine." Decoration was generally after Chinese or Dutch styles.

Hard porcelain was produced at *Lille* by Laperre Durot (1784), and came under the Dauphin's patronage. Hard white paste, lovely glaze. The painting was delicate and rich in gilt. Mark: At first "à Lille" was used over-glaze. Then a crowned dolphin became the usual mark, impressed or painted in red or gold over-glaze or in under-glaze blue. Besides figures, plates, cups and saucers were produced. Coal firing was introduced successfully.

Laperre sold the fabrique to M. Gaboria in 1790, from which time it changed hands several times till about 1801, but the soft paste competition made it unprofitable. Jaennicke says "as successors to Leperre are to be mentioned Roger, Graindorge & Co., and Renand."

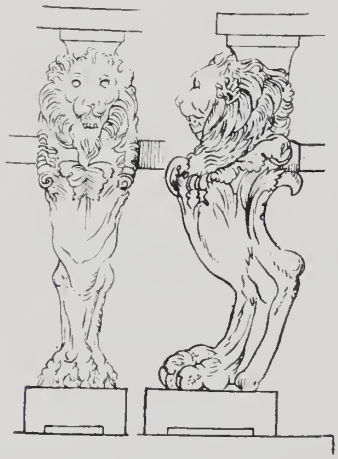
LIMOUSIN, LEONARD. Noted Limoges enamel painter. His title, of *Limousin* was conferred on him by Francis I. to distinguish him from the Italian artist, Leonardo da Vinci. He worked from 1532 to 1574. Became chief director of the royal manufactory at Limoges, founded by Francis I.

LION. In Egyptian art the *lion* was the symbol of the Nile's overflow, originating in the fact of this event happening when the sun entered the sign of *Leo*. The *lion* of Egyptian art is, however, conventionalized almost out of recognition. With the Grecks and Romans the *lion* is the guardian



EGYPTIAN LION IN GREEN BASALT. BEFORE THE CAPITOL, ROME.

of springs, gates, temples; hence appears at fountains, stairways, etc. The *lion* figures frequently in Renaissance, but little



GRECO ROMAN DECORATIVE LION SUPPORT. FRONT AND SIDE VIEWS.

or almost not at all in Rococo. In modern art, following antique and Renaissance, it appears very much in our decoration. The eye of the *lion* in art usually is the human oval eye, not the round cat's eye (Meyer).

In ecclesiastical art the *lion* is a symbol of Christ, and as such is the "Lion of Judah," one of the most used symbols in ancient ecclesiastical art. Sometimes it has the cruciform nimbus. The *lion* is also St. Jerome's attribute, as well as that of St. Mark the Evangelist, and symbol of the Christian martyrs who were slaughtered in the amphitheatre. The *lion* and serpents are ecclesiastical symbols of the world and the Devil (seeking whom he may devour).

LIVERPOOL. Church says: "The ware for which *Liverpool* is most celebrated is Delft. When it was first made there we do not know. * * * Although it must be conceded that the Delft bowls of *Liverpool* are well potted, the opaque whitish

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enamel evenly spread, and the decoration bold, yet the effect of the whole is hardly satisfactory. The tin enamel is decidedly inferior to that of the early Lambeth specimens." Punch bowls and tiles were a



"GOLDEN LION" PUNCHBOWL. EARLY LIVERPOOL DELFT. ABOUT 1760. BLUE DECORATION. MADE BY SHAW.

specialty. It was here that Sadler made his discovery of transfer-printing, so that early (1750) transfer work was done here by John Sadler and Guy Green.

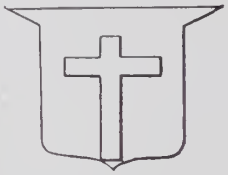
Of *Liverpool* cream ware the chief producers were Richard Chaffers, Zachariah Barnes, the brothers Seth, James and John Pennington. Each had his own separate pottery. W. Reid & Co. (1754-1760) made art pottery. Richard Abbey (about 1793) made cream ware till Worthington (Worthington, Humble & Holland) purchased the factory, and called it Herculaneum Pottery (1796-1841). In this factory unglazed black and red ware were produced after Wedgwood's style. Cream ware of good character followed, and porcelain was turned out in the latter part of the XVIII century. In 1836 Close, Mort & Co. became owners.

Queensware was produced "rather duller than that of Wedgwood, and less yellow than that of Leeds," says Church.

Of *Liverpool* porcelain one may say it is little found in England, as most of it was exported to America. Richard Chaffers (started 1752) made hard-paste (true porcelain) at Shaw's Brow. It had printed decoration, was of first-class workmanship and good coloring. Seth Pennington made a bone body (soft porcelain), besides Delft ware. Few pieces extant. Mark, sometimes P. Philip Christian also made a soft-paste porcelain in 1719. As there was no mark it has not been identified. The factory, called "Herculaneum," at Liverpool about 1800, produced porcelain, but not in a large way. Its mark, "Herculaneum" spelled in full, is transfer-printed. A bird, known as the "liver" appears also as sign on some pieces. The other makers' marks were: Richard Chaffers, a doubly pierced heart between the words and date beneath; Pennington used an anchor beneath the word "Liverpool." Characteristics Gray body, caused by blue glass probably. Black specks appear on this glaze.

Terra cotta, green-glazed ware, blue-printed and also painted, white earthenware were made here.

LONG CROSS (her.); Fr., *croix longue, croix haute.* "It is called *long cross* from



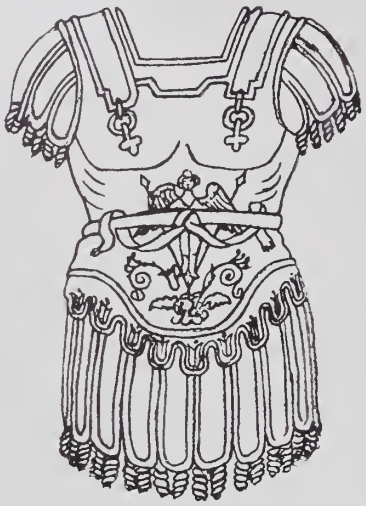
LONG CROSS.

the middle stem being much longer than the crosspiece or arms."—Berry.

LONGPORT (porcelain). "John Davenport established a factory for making porcelain in *Longport,* a suburb of Burslem, about 1794. The works rapidly became of considerable importance and produced a large quantity of richly decorated ware. It is not easy to point out any features by which Davenport china may be distinguished from that made at the other contemporary factories of Staffordshire; certain small patterns of red, blue and gold may, in fact, be found alike upon the very similar fine porcelains made by Davenport and by Spode, and at Derby. But the mark of the factory was generally placed upon the pieces. The word *Longport,* however, when occurring alone cannot be safely assumed to be a mark of the works under discussion. But although other potteries of importance were at work in *Longport* during the closing years of the XVIII century and the commencement of the XIX century, we are not acquainted with any porcelain made in them. The Davenport factory was closed in 1886."—Church. Marks on Davenport porcelain "are usually printed in over-glaze red or purple, and consist of the name with the place of manufacture."—Church.

Longport faience. John Davenport produced faience in his factory, besides porcelain. The pieces show careful execution. One Rogers produced imitations of Wedgwood here, and a certain Phillips made stoneware at *Longport,* which was sometimes marked PHILLIPS and LONGPORT beneath. An upright anchor impressed with the name DAVENPORT above it or sometimes LONGPORT below, was among this maker's marks. Sometimes the words are printed or painted in red.

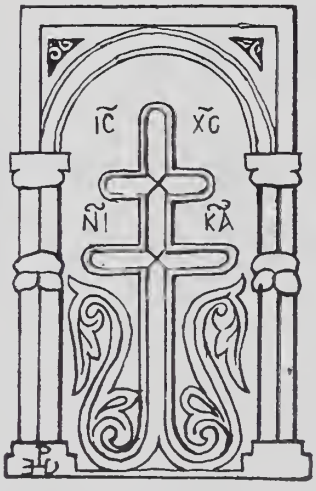
LORICA (Lat.)., Roman body armor "which, like the French *cuirass,* was so called from having been originally made of leather, and afterwards, like that, applied to metal. It followed the line of the abdomen at the bottom, and seems to have been impressed while wet with marks corresponding to those of the human body. At the top the square aperture for the throat was guarded by the *pectorale,* or plate of brass, and the shoulders were in like manner protected by pieces made to slip over each other. * * * The Roman *lorica* was frequently enriched on the abdomen with embossed figures, on the breast with a Gorgon's head by way of amulet, on the shoulder plates with scrolls of thunderbolts, and on the leather border which covered the top of the *lambrequins* with lions' heads; and these were formed of the precious metals. * * * When the *lorica* was of one piece, whether of leather or metal, and reached the abdomen, it had pendant from it several flaps, borrowed from the Etruscans,



LORICA OF ROMAN GENERAL, WITH ZONE ATTACHED.

and these have been called by the French *lambrequins.* They were of leather, fringed at the bottom, and sometimes highly ornamented. At the time of Trajan the *lorica* was shortened, being cut straight round above the hips. * * * When this was the case there were two or three overlapping sets of *lambrequins* to supply the deficiency in length."—Meyrick.

LORRAINE CROSS. Sometimes termed Jerusalem cross. "Godfrey de Bouillon, Duke of Lorraine, being chosen by the crusaders the first Christian King of Jerusalem, adopted this cross, hence it is sometimes called the *Lorraine* or Jerusalem cross. It was adopted also by the Order of the Knights Templars, which was established in 1119. Sometimes the foot of



LORRAINE, OR JERUSALEM CROSS.

the *Lorraine* cross terminates in acanthus leaves, as may be seen in the convent of St. Laura on Mt. Athos."—Seymour. This authority adds: "This must not be confounded with the proper Jerusalem cross." The latter is cross *potent,* etc. (to which refer).

(To be continued.)

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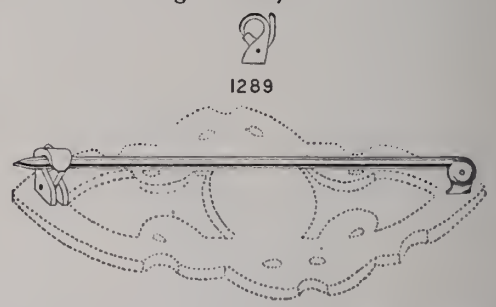
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WORKSHOP NOTES AND QUERIES

[*Answers are also solicited from our readers to the questions published on this page.*]
No attention paid to communications unless accompanied by full name and address of the writer.

QUESTION No. 2951.—**Dissolving Gold.**

Would you be so kind as to give me some definite information concerning the method of dissolving fine gold for coloring and gilding with the porous cup? Langbein gives nothing definite; neither does Hawkins. I have always dissolved my gold in aqua-regia; but where there is no place to carry off fumes; the porous cup method might be an advantage. What are the proportions to be used for the solution? Can this solution be used for Roman, rose and English finishes? Can you get as good work as by using the fulminate, adding cyanide of gold from time to time? What is a good substitute for a soapwood bark for scratch brushing? H. S.

ANSWER:—Chloride of gold can be purchased in any quantity, ready to be used for making a gold solution. This chloride of gold is, however, not as pure as that which one dissolves himself from the metal, and, for that reason, it is not so much used. The running off of the gold, by the electric current, through a porous cup will produce a pure gold solution, which is done by heating from $2\frac{1}{2}$ to 3 qts. of rain or distilled water in a porcelain evaporating dish or a china capsule. Dissolve in this 1 oz. of cyanide of potassium, and pour enough of this solution in a $1\frac{1}{2}$ by 5-inch tubular electric battery porous cup, so when it is placed in the porcelain dish the liquid will be of same height or level. Add another small piece of cyanide in the porous cup so that this will be richer in cyanide than that in the porcelain dish. A gold anode of 3 to 4 dwts. is connected on a platinum wire, to the positive pole and the gold run off with the electric current. The solution in the evaporating or china dish is the gold solution. "R. B.," in an article on electro-plating in the JEWELERS' CIRCULAR-WEEKLY, says: "It will now be seen that while the arrangement remains in action, whether a galvanic battery or an electric dynamo be used, the copper in the porous cup draws from the gold anode and into the cyanide contained in the capsule, while deposition of the gold upon copper or carbon in the porous cup is checked by the cup itself, thus resulting in the dissolution of the gold in the cyanide solution contained in the capsule. After the gold is completely dissolved the cup is raised from the capsule and its contents used up with old gold or copper solution, while that of the capsule will contain the fine gilding or coloring solution. This process is one which claims but little attention, and takes care of itself after preliminary preparation, and is therefore the most economical process. The resultant solution is to be used warm when plating." The above solution will produce the Roman gold, and a pure gold anode should be used. For the rose finish the following proportions will produce a good color: To 1 qt. of rain or distilled water use 2 dwts. of gold; carbonate of copper, $2\frac{1}{2}$ ozs.; cyanide of potassium, $1\frac{1}{2}$ ozs. For an anode a 10-kt. gold may be used. The English produce a very fine appearance by using a Guinea gold anode in connection with a Roman gold solution. This gives a slight green deposit to the Roman finish. Adding cyanide of gold to a weakened solution will sometimes revive it, but it is best to use old solutions for the rose gold solution, and to make new solutions for Roman gilding. For scratch-brushing, several lubricants can be used, a small bag of bran in water, or licorice root in water. They will cause the brush to produce a finer effect. Stale beer is also good, but this will draw an abundance of flies during warm weather.

A Practical Talk on Silver Plating.

(By W. A. MACKENZIE, in the Metal Industry. Copyright, 1911.)

I WILL endeavor to try in this short talk to explain why some platers have considerable difficulty in silverplating; the one chief reason lies in the fact that most platers do not thoroughly understand the how and why of the silver strike. The one great cause of failure in silver plating is the want of a proper striking solution. Now, briefly, in nickel plating, all that is necessary is to have work chemically clean before entering the solution (bath, of course, in good condition). In silver plating we have something else to contend with besides having work chemically clean. It is a well known fact that when a metal is immersed in a metallic solution of some other dissimilar metal the solution is decomposed, that is to say, the metal is precipitated out of the solution. Here is where failure in silver plating arises from, "at least mainly" the regular silver plating solution will precipitate its metal very readily on such metals as copper, brass, bronze and German silver.

What takes place when we immerse one of the above named metals in a cyanide of silver solution is this, the chemical affinity of the solution acting on the metal immersed causes the solution to be decomposed. If we should immerse a piece of copper in a cyanide of silver solution, the molecule of cyanide of silver will be broken up, the silver will leave the cyanide, and will be deposited on the piece of copper. This deposit is non-adherent, and if the piece of copper is left in the plating solution until plated with the electric current turned on, the plate will peel off. Here is where the striking solution comes into play, the striking solutions are usually weak solutions of silver, strong in cyanide of potassium, and should be used with a strong current, so as to cause gas to be given off freely. This infinitesimal deposit of silver, combined with the hydrogen, acts as a barrier against the chemical affinity of the silver solution. It is always preferable to mercury dip the metal before striking.

This can be accomplished by taking a quart bottle and putting therein 2 ounces of red oxide of mercury, and a strong solution of cyanide of potassium, shake well; it will soon dissolve. A little of this solution added to a 10-gallon crock of water, with a piece of cyanide, will give a coat of mercury on brass, copper and German silver, sufficient to stand the immersion in the strike solution, until the electric current has time to give the metal the deposit referred to above.

It is always best to touch the negative pole with the wire that the article is suspended by before immersing in the striking solution; strike for a few seconds and transfer direct to the silver solution. The rheostat of the silver solution should be so connected that the current is never entirely shut off; more current should be turned on as fast as the tank is filled. In silvering nickeled articles the work can be taken direct from the rinsing water without using the mercury dip as above.

If the work should happen to come from the silver solution streaked or cloudy this can be overcome by dipping the article in a solution of cyanide before striking. I plate nearly half a million pieces of sheet brass a year, which have on an average of one-half a square foot each, and I do not have one-tenth of 1 per cent. fail. I will state that the silver striking solution is used to prevent the non-adherent deposit of silver before the electric current has time to start the plate on the work being plated.

Any plater who will thoroughly clean his work before striking will have little trouble from work peeling. I use the double cyanide of silver and potassium and have perfect success with my plating, and I would not advise adding anything else to this solution. The solution will work well with from one-half to three ounces of silver to the gallon. With say, three ounces more current can be used without fear of burning the work.

This article is chiefly to point out the reason why we use a striking solution, and there has not been any attempt to go into detail as to the method of handling all classes of work. It will in all probability be of service to those platers that have not had much experience in silver plating.

LEES & SANDERS,

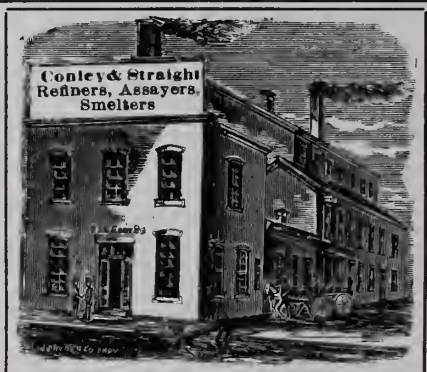
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WE OFFER THIS WEEK FOR
Platinum Scrap, $39.50 per Troy oz.
and for
Sterling Scrap - - - 47c. per oz.

WE DO OUR OWN SWEEP SMELTING, enabling us to pay FULL MARKET PRICE for contents of PLATINUM, GOLD, SILVER and IRIDIUM IN JEWELERS' SWEEPINGS.

The services of our corps of Expert Metallurgical Chemists are always at the disposal of the trade.

Forward us any stock you wish the value determined

Workshop Notes

for Jewelers and Watchmakers

Cloth :: Postpaid, $2.50

Published by
The Jewelers' Circular Pub. Co.
11 John St., New York

U. S. SMELTING AND REFINING WORKS

L. & M. WOLLSTEIN, 16 JOHN STREET, NEW YORK

SWEEP SMELTERS AND ASSAYERS

Dealers in Gold and Silver Assay Office Bars HIGHEST and MOST PROMPT RETURNS made for Sweeps and all kinds of Waste containing Precious Metals.

Positively Highest Prices Paid For Old Gold and Silver. IMPORTERS OF PLATINUM ORE AND BULLION ASSAYS A SPECIALTY

ESTABLISHED 1858

L. LELONG & BRO.

S. W. Corner Halsey, Marshall and Nevada Streets, NEWARK, N. J.

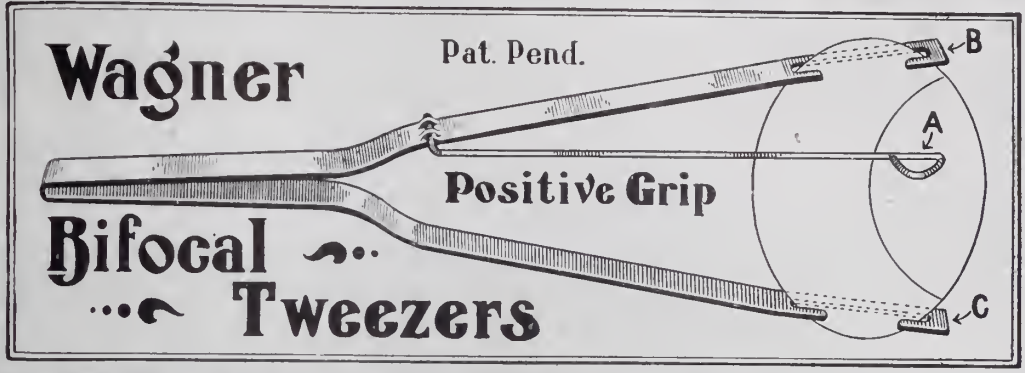
GOLD AND SILVER REFINERS
ASSAYERS AND SWEEP SMELTERS

Prompt attention given to Gold and Silver Bullion

SMELTING FOR THE TRADE

Another New, Splendid Article—BIFOCAL TWEEZER

Every jeweler knows what trouble it is to hold the lens while cementing the bifocal, and this tweezer has won great favor as it is made specially for the purpose. The tweezer has two slots to hold any size lens and spring wire in center to hold segment of bifocal until cement sets. Also used to hold dials while soldering on feet. A most practical article, nicely finished, highly nickel plated. No. J-10137.
Price, each, $0.25.



SWARTCHILD & COMPANY

World's Largest Material House **Heyworth Bldg., Madison and Wabash, Chicago, Ill.**

Sole Controllers of **Black Shield Mainsprings**—The Finest Mainsprings Made

Our new Catalogue, the largest and most complete ever issued, sent free upon application

THE GREAT AMERICAN JEWELRY CATALOG

Is a publication of real practical value; it truthfully illustrates those lines of merchandise best adapted to the needs of the *Jewelry Trade;* its reliability is unquestionable.

SAFETY

With implicit confidence you can use it when ordering goods; it insures you against deception; remember, for every dollar's worth of merchandise you buy you are obtaining positive, intrinsic value.

Write for this catalog; it means much to you.

THE OSKAMP-NOLTING CO.
Mammoth Wholesale Jewelers
411-413-415-417 Elm St. CINCINNATI, OHIO



JOHN AUSTIN & SON

Assayers, Refiners and Smelters

74 and 76 Clifford St., PROVIDENCE, R. I.

We Do Our Own Smelting

Frank Dederick *Established 59 Years* James E. Dederick

James H. Dederick's Sons

Assayers and Bullion Dealers

All qualities of Gold and Silver, in Plate, Square and Round Wire, Rolled to any gauge.
We are selling fine gold for $1.04 per dwt. which we guarantee to be government assay bars.
Small rolling for the trade.

ALL QUALITIES OF GOLD AND SILVER SOLDER

We buy Old Gold and Silver

16 Maiden Lane, New York

CRUCIBLES.



Jewelers' Supplies, Etc.
Established 1850.
J. & H. BERGE,
95 John Street,
NEW YORK.



WORKSHOP NOTES. For Jewelers and Watchmakers. Cloth. Postpaid, $2.50. Published by The Jewelers' Circular Pub. Co., 11 John St., New York.

Can You Get Better Prices Than These for Your OLD GOLD and SILVER?

4 Kt.	16c.	per dwt.
6 Kt.	24c.	per dwt.
8 Kt.	32c	per dwt.
10 Kt.	40c.	per dwt
12 Kt.	48c.	per dwt.
14 Kt.	56c.	per dwt.
16 Kt.	64c.	per dwt.
18 Kt.	72c.	per dwt.
20 Kt.	80c	per dwt
22 Kt.	88c.	per dwt.
24 Kt.	$1.00	per dwt.

Established 1850

We have been serving our customers satisfactorily for over 61 years. We pay special attention to mail and express orders; we pay the bullion assay price for same, and **solicit a trial order.** Ore assays a specialty. Returns on express orders will be made within 24 hours. Our reputation is our strongest guarantee.

A. C. SONTHALL, 53 Ann Street, NEW YORK CITY
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Assayer, Smelter and Refiner **SUCCESSOR TO L. DURR & BRO.**



SWEEPS AND BULLION

Purchased and Refined—Buyers of Gold, Silver, Platinum, Plated Scrap—Assayers of Ores and Metals

T. B. HAGSTOZ & SON **709 Sansom St. PHILADELPHIA, PA.**

PLATINUM

AMERICAN PLATINUM WORKS
NEW YORK OFFICE
CHARLES ENGELHARD
32 Cortlandt Street HUDSON TERMINAL BUILDINGS
NEWARK, N. J.

PERFECT-ONE-PIECE

FINISH COLLAR BUTTON QUALITY



STANDS FOR
"GUARANTEED FOR LIFE"
AGAINST BREAKAGE AND WEAR

TRADE B C MARK
REGISTERED U.S PAT OFF

MADE IN
GOLD, SILVER AND PLATE

Salesrooms and Offices of
Diamond Department
68 Nassau St., N. Y.

STERN BROS. & CO.
33-43 GOLD STREET, NEW YORK
To avoid delay use local address, 33-43 Gold Street
BRANCH OFFICES:
Chicago, Ill., 81 North State Street; Amsterdam, Holland, 19 Tulp Straat; London, Eng., Audrey House, Ely Place

Diamond Cutting Works
136-146 West 52d St.
New York

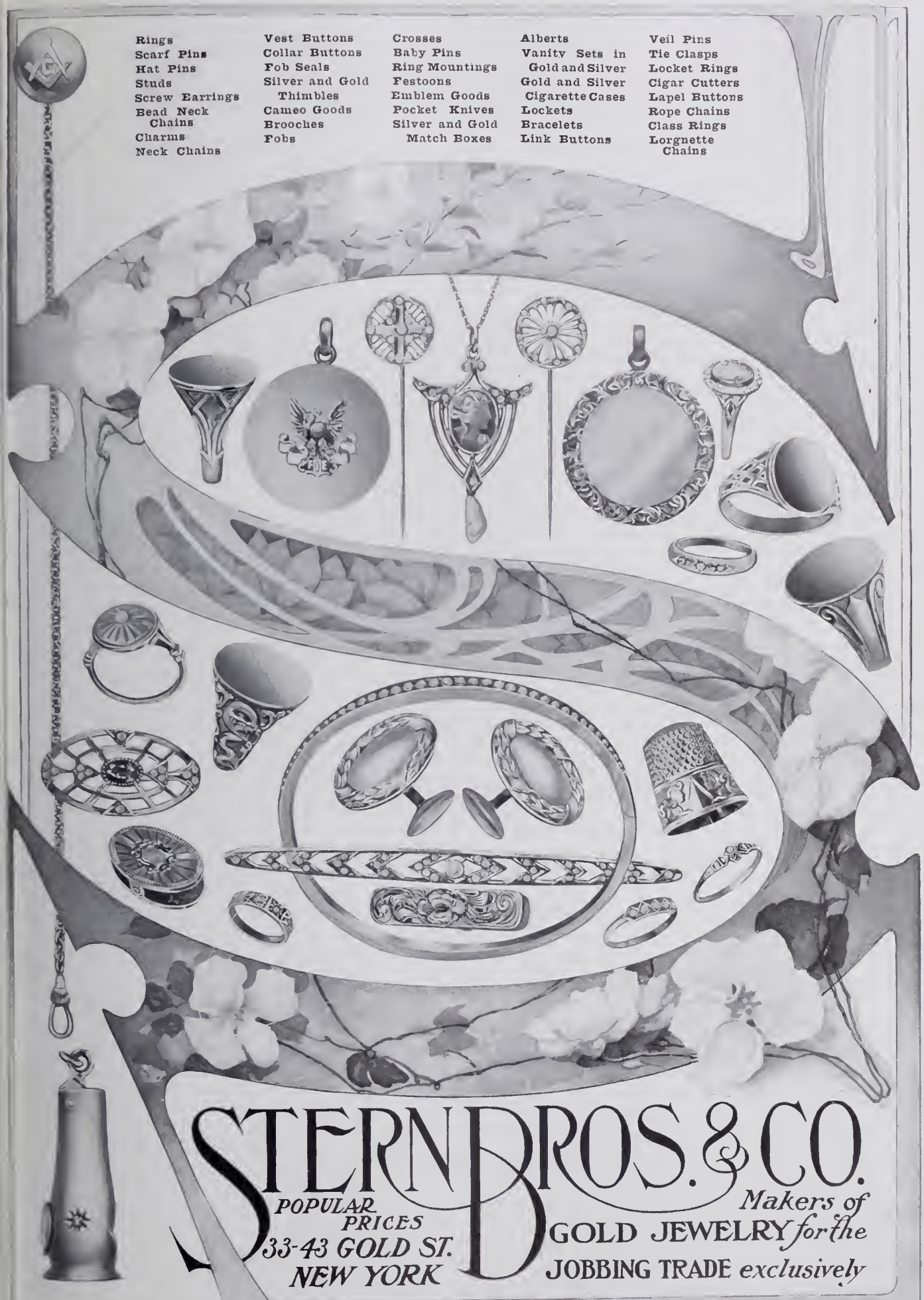
Rings
Scarf Pins
Hat Pins
Studs
Screw Earrings
Bead Neck Chains
Charms
Neck Chains

Vest Buttons
Collar Buttons
Fob Seals
Silver and Gold Thimbles
Cameo Goods
Brooches
Fobs

Crosses
Baby Pins
Ring Mountings
Festoons
Emblem Goods
Pocket Knives
Silver and Gold Match Boxes

Alberts
Vanity Sets in Gold and Silver
Gold and Silver Cigarette Cases
Lockets
Bracelets
Link Buttons

Veil Pins
Tie Clasps
Locket Rings
Cigar Cutters
Lapel Buttons
Rope Chains
Class Rings
Lorgnette Chains



STERN BROS. & CO.

Makers of

GOLD JEWELRY *for the* JOBBING TRADE *exclusively*

POPULAR PRICES

33-43 GOLD ST. NEW YORK



Your stock keeps moving —if you carry

Louis XVI

Kenwood

COMMUNITY SILVER *and* RELIANCE PLATE

TO SPECIAL ARTICLES, PAGE 93

ESTABLISHED 1869

INDEX TO ADS., PAGE 111

THE JEWELERS' CIRCULAR

WITH WHICH ARE CONSOLIDATED

THE HOROLOGICAL REVIEW,

THE JEWELERS' WEEKLY.

THE JEWELERS REVIEW

Copyright 1911, by
The Jewelers' Circular
Publishing Company.

11 John St., Corner Broadway, New York.

Entered as second-class matter at the New York, N. Y., Post Office.

43rd Year. WEDNESDAY, SEPTEMBER 6, 1911. Vol. LXIII., No. 6.



Silver Vases with Historical Decorations in Repoussé: in Spinola Palace, Genoa.

ALVIN SILVER

925/1000 FINE

"Marie Antoinette" "Chippendale" "Josephine"



Tea Spoon



Sugar Spoon



Tea Spoon

THE SUCCESSFUL TRIPLETS!

The "Marie Antoinette," "Chippendale" and "Josephine"

introduced to the Jewelry Trade during the past six months

We do not believe this accomplishment has ever been successfully attempted by any silversmith before—to introduce three new complete patterns of Sterling Silver Flatware within six months. This could only be done by a live, up-to-date firm with a factory equipped with every modern appliance, a large force of skilled workmen, and enough enterprise to invest sufficient capital to carry out such an undertaking. coupled with the desire to give the Jewelers every assistance to increase their business.

With these three patterns in stock it would indeed be hard to find a customer that could not be pleased.

The "Marie Antoinette" is in a delicate French gray finish. The "Josephine" is furnished in either all French gray or bright polished with French gray ornamentation at top. The "Chippendale" is bright finish with French gray ornamentations, this is an open work pattern and cannot be copied in plate.

They are all three heavy weight patterns, and made in the full line of ounce goods, fancy pieces and cutlery.

Complete price lists sent on request

ALVIN MFG. CO.

Silversmiths

SAG HARBOR, N. Y.

Wholesale Showrooms

52 Maiden Lane - New York, N. Y.
10 So. Wabash Ave. - Chicago, Ill.
717 Market St. - San Francisco, Cal.

Don't read this unless you really want to make money—

¶ There are various makes of Gold Filled Watch Cases—all with some kind of a guarantee.

¶ Isn't it policy for you to carry the Best—at consistent prices—with an absolute guarantee that can be relied upon?

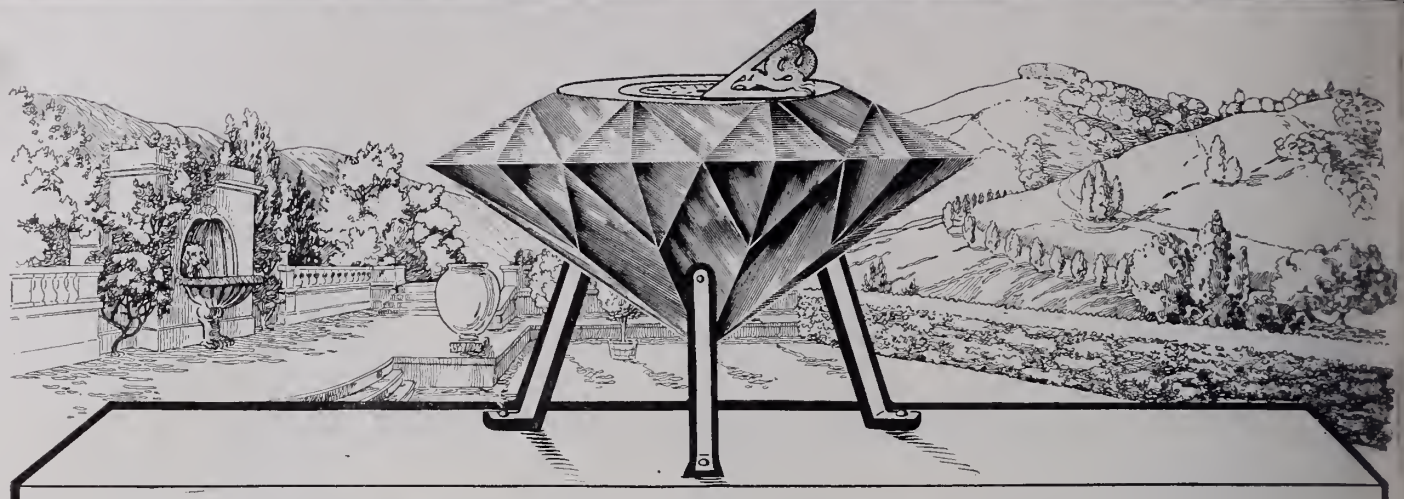
¶ Fahys cases sell for the best, and at the best prices—and every case bears their name and guarantee.

¶ But have you noticed how much they cost you? Investigate that and see how you can make money.

JOSEPH FAHYS & CO.

Established 1857

BOSTON NEW YORK CHICAGO



Time has made Our Diamonds Standard

Time has taught us to produce the best diamond possible for the least money.

Time has taught us that small profits make largest volume of sales.

We practice what time teaches.

The next time you order, try us.

J. R. WOOD & SONS

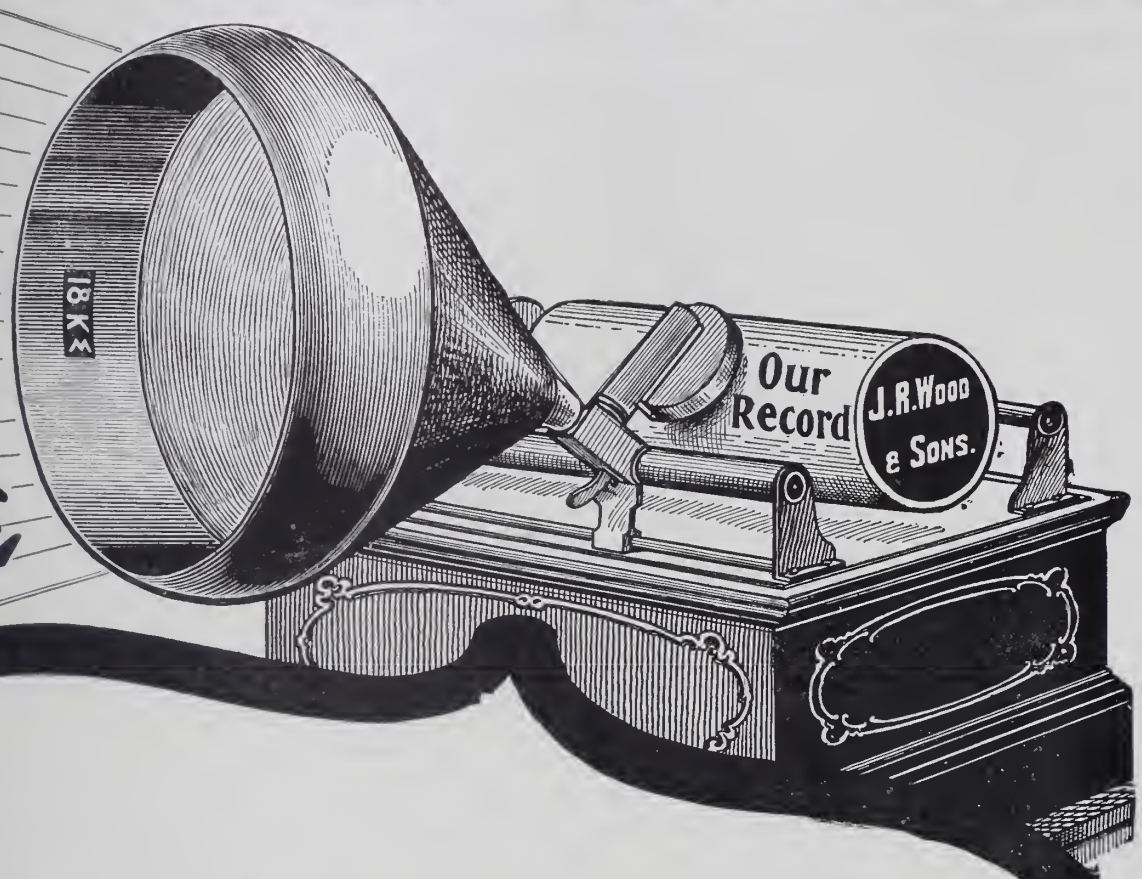
Diamond Cutters

Importers of Emeralds, Rubies and Sapphires

170 Broadway - Corner of 2 Maiden Lane

NEW YORK

RINGS THAT RING TRUE



We dislike "blowing our own horn" but we want you to know our "record"

For over fifty years our rings have been the standard for quality and workmanship.

If you sell your customers our rings, you are selling them the best rings obtainable.

J. R. WOOD & SONS

Wedding Ring Makers

170 Broadway, Corner of 2 Maiden Lane, NEW YORK



WE CAN MAKE THE most elaborate piece of Diamond Jewelry and we can repair a plated tea-pot!

We do one as good as the other and do both as good as they can be done.

We can also do everything in between.



We can make fine gold or platinum watch cases to order. Change English cases to fit American movements, repair and renew cases.

We can make gold or platinum chains to order. Fill links, renew and repair chains.

Make all kinds of jewelry to order. Remodel, match and repair any piece of jewelry.

Repair, color and reline gold, platinum, silver or plated mesh bags.

Set precious and semi-precious stones. Cut stones from the rough. Incrust monograms and initials and engrave crests and monograms on stones.

Repair and renew sterling and plated hollow and flat ware. Gold and silver plate anything in the line.

Engrave letters, monograms and crests. Also enamel same on watch cases, vanity cases, cigarette cases, buttons, lockets, etc.

Cut the finest steel dies and strike up special medals, badges, jewels and class pins in gold, silver and bronze.

Hundreds of Large Retailers, who have been unable to give their shops personal attention or obtain the kind of labor that could turn out satisfactory work, have either given up their shops entirely or reduced their forces and are sending their special order work and difficult repairing to us.

The actual financial loss and injury to their businesses more than offset the prestige of being able to say they had their own shops.

Ours is the only concern in the country that makes a separate and distinct business of doing special order work and repairing of all kinds for the trade.

We devote our entire time, energy and an experience of almost 30 years to this important branch of the Jewelry Business. We employ, educate and specialize the best artisans that can be obtained only in the two largest cities. We systematize and inspect the work. We use every modern method to produce the **best work promptly** and at **reasonable prices.**

We are always at your service.

WENDELL & COMPANY

45, 47 & 49 John Street
NEW YORK

337, 339 & 341 W. Madison Street
CHICAGO

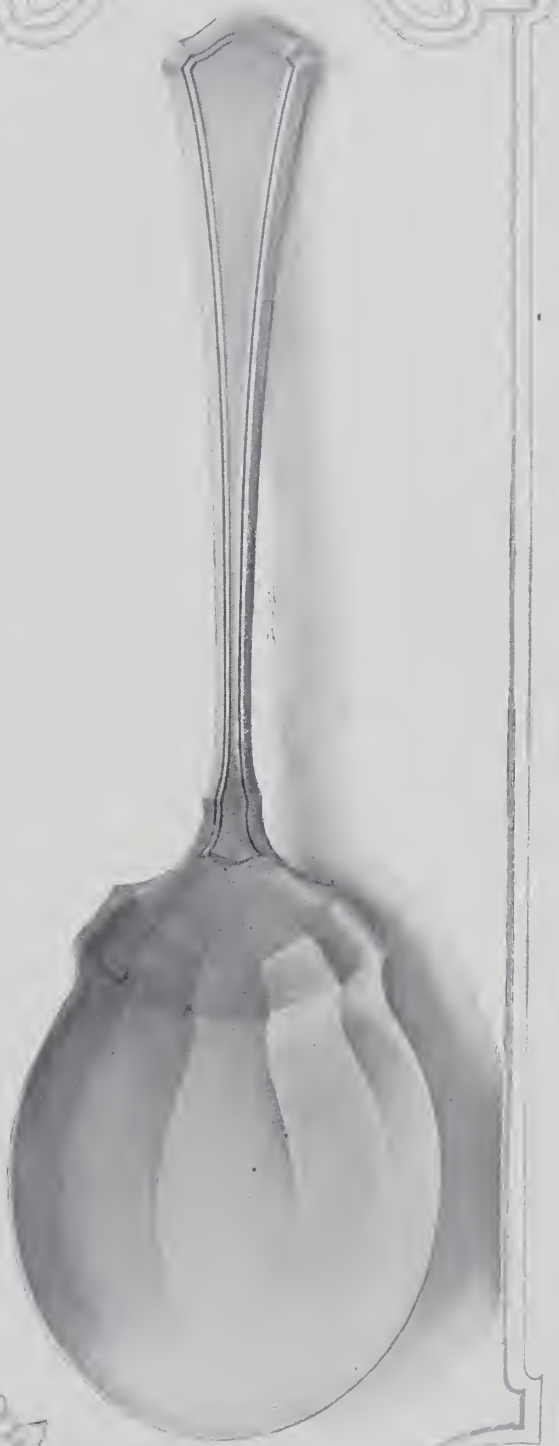

The Remounting
of Family Jewels
Don't let so many of your high-class customers have their diamonds remounted on Fifth Avenue, New York.
Give them the same up-to-date, artistic designs, the same perfect workmanship, the same PROMPT DELIVERY, and you will keep the business.
We come in right here. Our relation to our out-of-town patrons is the same as that of the up-town New York shops, that do special order work exclusively, to the Fifth Avenue jewelers.
We create for our patrons the same styles and craftsmanship at REASONABLE prices.
We furnish promptly and cheerfully special designs with estimates of cost and TIME DELIVERY CAN BE MADE.
PROMPTNESS in submitting designs and in making delivery of special order work is as important as style and craftsmanship. It can only be obtained in shops that do not manufacture mountings for stock.
Wendell & Company
New York Chicago
A. GRAN.


R. WA
Washington
The Washington Pattern—the new
production in R. WALLACE Sterling,
now offered in a complete service—hollo
ware and flatware.
The simplicity of design and unusu
strength of this pattern are bound to mak
strong impression on the silver-buying publ
and it will be brought to their attention t
Fall in a very thorough advertising campai
TRADE MARK
RW &S
STERLING

LLACE

pattern





Owing to the present popularity of Colonial designs, the "Washington" is particularly seasonable. Aside from that, it is a pattern that will endure—forever retaining its original charm and evidences of careful, expert workmanship.

Write for information and prices, also outline of dealers' helps.

. WALLACE & SONS MFG. CO.

BOX 25, WALLINGFORD, CONNECTICUT

South Wabash Avenue.....CHICAGO.
West 32d Street.....NEW YORK.
Post Street...SAN FRANCISCO, CAL.
Basinghall Street.....LONDON, E. C

The consideration of quality is paramount in

Dueber Cases

and its memory lasts long after the price has been forgotten.









The Locket House of America

LOCKETS for every purpose for which such goods are used, practically infinite in variety of styles and effects, unlimited in number, unexcelled in artistic and constructive features, yet at prices so easily within reach.

TRADE SKM CO. MARK

TRADE SKM CO. MARK

S. K. Merrill Company

NEW YORK OFFICE
15-17-19 MAIDEN LANE

MAIN OFFICE AND FACTORY
PROVIDENCE, R. I.

Everything in Lockets







F&B TRADE MARK REGISTERED

See Our Fall Blue Book

F&B TRADE MARK REGISTERED

CATALOGUE P

JUST ISSUED

This book shows 8,000 articles of Sterling Silver Toilet and Manicure Goods, Novelties, etc., and Rolled Gold Plated Jewelry.

We make 2,300 combinations of Toilet, Manicure, Baby, Desk, Sewing, Military, Shaving and Smoking Sets.

Each set is put up in attractive green silk cases, also leather folders.

The pattern shown here is the "FAVORITE PATTERN," one of our new patterns for 1912. We also engine turn this pattern.

We Make

Sterling Silver

- Toilet and Manicure Goods
- Vanities
- Gentlemen's Goods
- Cigarette Cases
- Match Boxes
- Eye Glass Cases
- Spectacle Cases
- Novelties, etc.



GENTLEMEN'S TOILET SET.
Fancy Shape Ring Handle Mirror, Extra Narrow Hair Brush, Coarse and Fine Comb
2280—Favorite. 2281—Favorite, Engine Turned.

We Make

Rolled Gold Plated

- Bracelets
- Shoe Buckles
- Necklaces
- Crosses and Pendants
- Chains
- Lapel Chains
- Lapel Buttons
- Collar Buttons
- Link Buttons
- Tie Clasps
- Scarf and Hat Pins
- Lockets and Charms
- Pins

Theodore W. Foster & Bro. Co.

Manufacturing Jewelers and Silversmiths

100 Richmond St. :: Providence, R. I.

New York
13 Maiden Lane

Chicago
Heyworth Building

Canada
Kingston, Ontario

The Wadsworth "Permanent"

"Worthy of Its Name"

A case that equals solid gold in appearance and closely approximates it in durability, a case that yields abundant satisfaction to the consumer and a full measure of profit to the dealer, a case that makes strong claims and backs them up with the manufacturer's guarantee, such a case is the Wadsworth "Permanent." Dealers are proud of it.

The Wadsworth Watch Case Co.

NEW YORK
17 Maiden Lane

CHICAGO
Columbus Building

SAN FRANCISCO
717 Market Street

FACTORY: DAYTON, KY.

TRADE MARK

STAR WATCH CASE CO.
LUDINGTON, MICH.



THE HOME OF STAR WATCH CASES

Cut down your Expenses and pull in Bigger Profits with STAR WATCH CASES, the Solid Gold Ball-bearing Bow line, which gives absolute Security to the Wearer of Watches. (Wachter Patent No. 916809).

For the sake of more Business and more Satisfied Customers, take the time and send us your order. Take it on our SAY-SO that you will not find it necessary to "shop around" for your watches once you have given STAR WATCH CASES a trial.

You will find facts about STAR WATCH CASE Quality and Service that are worthy of your very careful consideration.

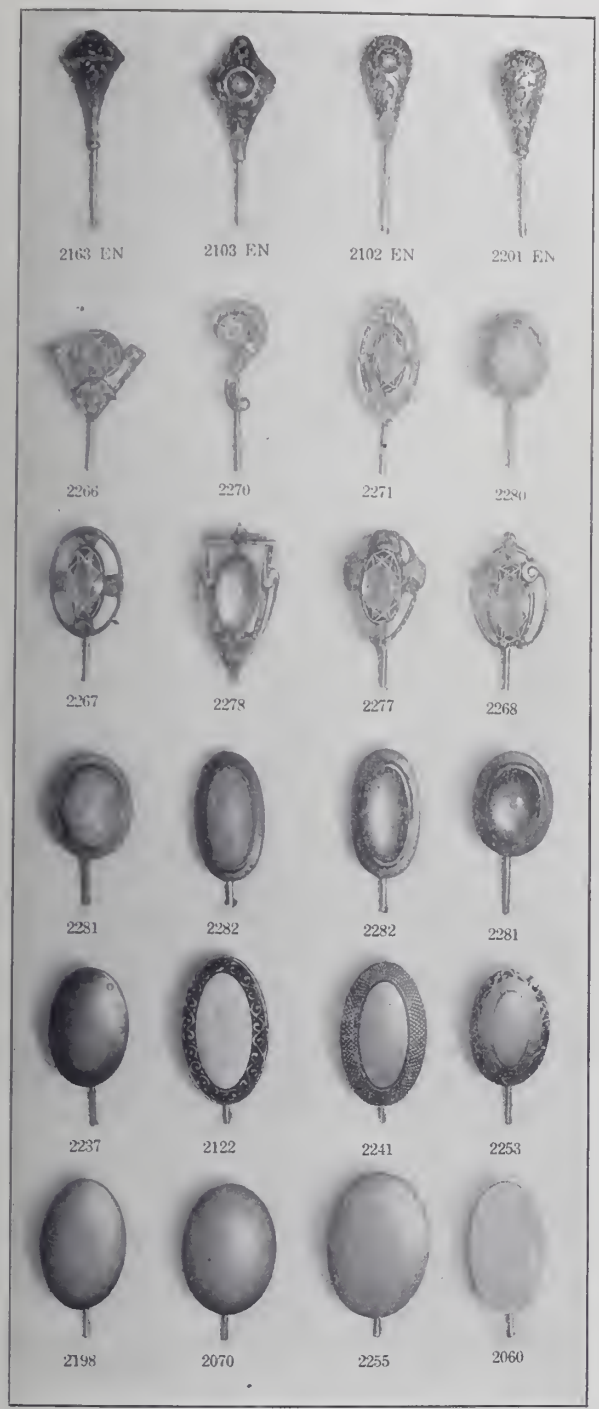
Star Watch Case Company

LUDINGTON, MICH.

BRANCH OFFICES

37 Maiden Lane
New York City

701 Heyworth Building
Chicago, Ill.



THE 10K LINE WITH A 14K APPEARANCE

When Your Customer Complains

that the article which you are showing her is too high in price, show her our line.

She will be charmed with the designs, and delighted at the difference in price between it and the 14K. article you have been showing.

Sell your customer then and there and don't let her look around in competitors' stores, because she has a certain amount to spend, and doesn't want to pay any more.

Our line in your cases will keep your customers where they belong, and you always make the sale.

New Accounts Solicited

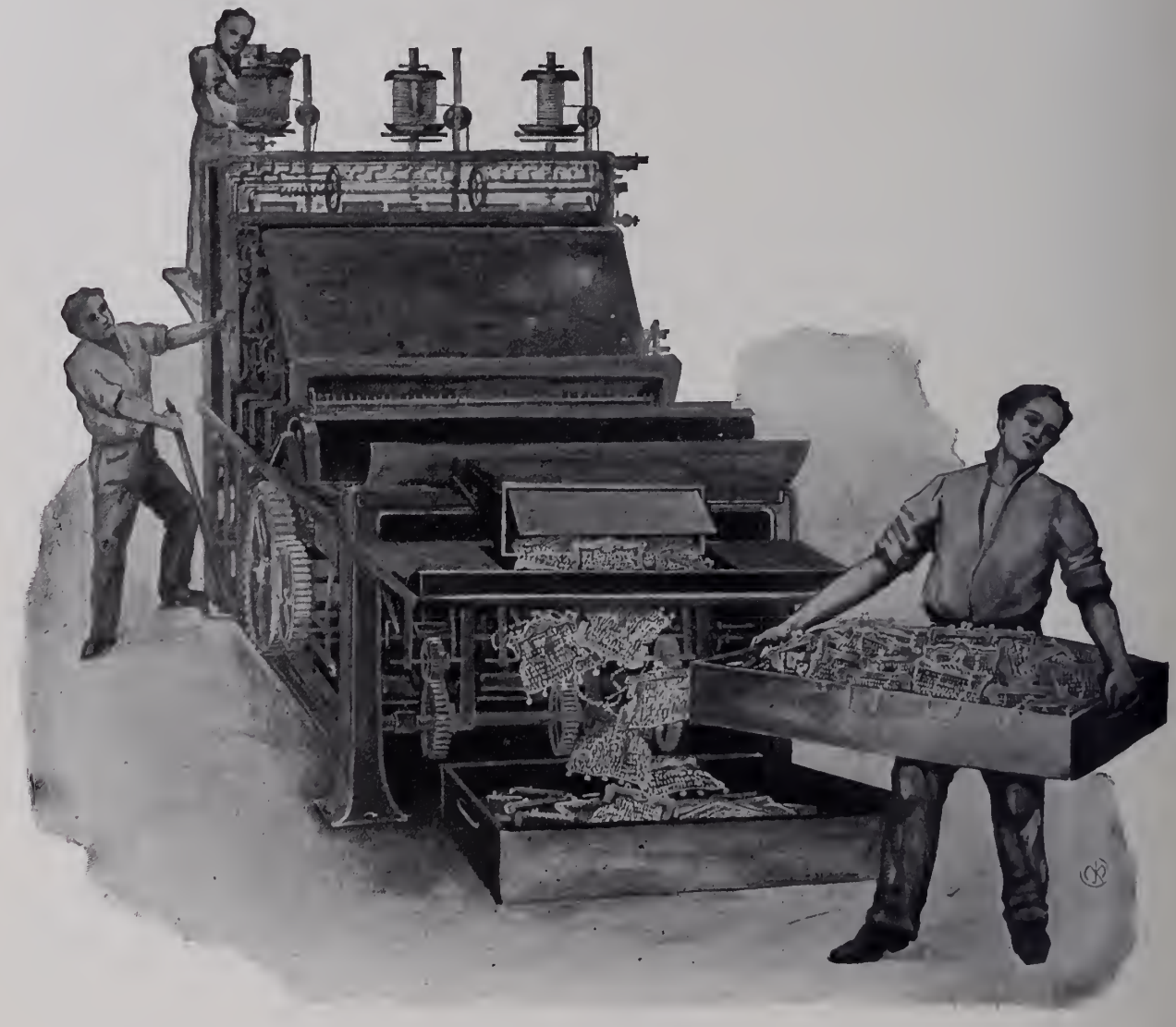
We make the following lines

Brooches	Hat Pins
Scarf Pins	Tie Clasps
Cuff Buttons	Fobs
Handy Pins	Crosses
Bar Pins	Sash Buckles
Lockets	Pendants

KOHN & CO
CAMP & ORCHARD STS.
NEWARK N.J.
IKO

Capacity 2,000 Bags Daily

We are the only Manufacturers of Mesh Bags made by Machine



Machine-made mesh is distinguished by its smoothness, soft silky flexibility and tough wearing qualities. Over 800 different styles, from the smallest to the largest, at prices which bring a generous profit to the dealer. Your jobber will supply you with W. & D. Co. goods.

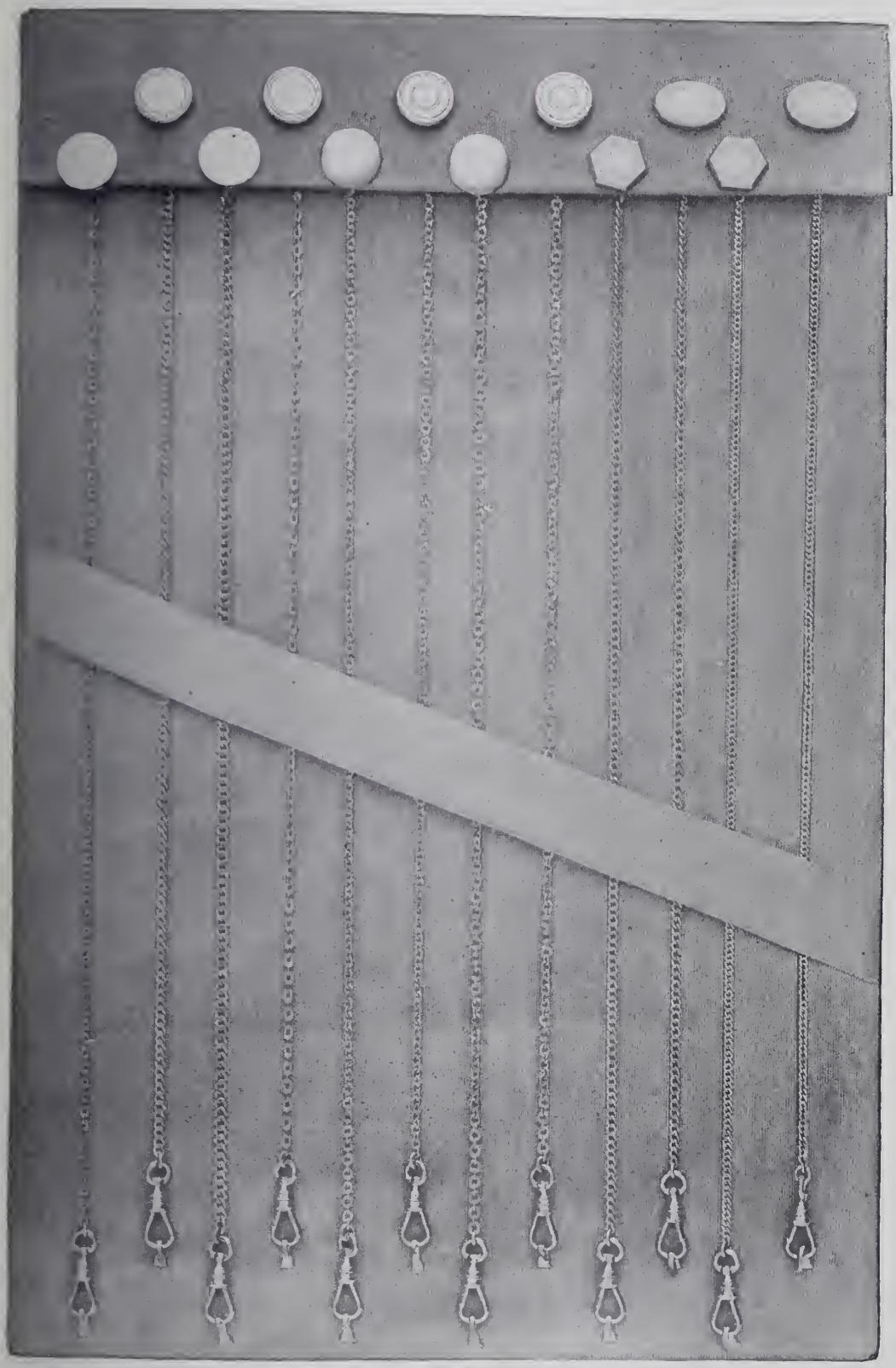
WHITING & DAVIS CO.

NEW YORK OFFICE: 7 Maiden Lane
CHICAGO OFFICE: 103 State Street

Plainville (Norfolk Co.), MASS.

Barrows "New Process" X Pad of Lapel Chains

Sold on Price—and Quality *Only One Dozen as Mounted*



A SPECIAL

This Purple Moire Pad with Contents is

NUMBER X

It represents:

Xtraordinary Value
at
Xceptionally Low Price
and it is
Xactly What You Want.
It is an
Xtra, introduced at the
Xtremity of Summer,
but yet is an
Xcellent Staple.

It should be

JUMPED AT

at the Price

The illustration shows careful selection, securing

A NICE ASSORTMENT of Staple Patterns

There's Money In It

Ask Your Jobber for These Goods

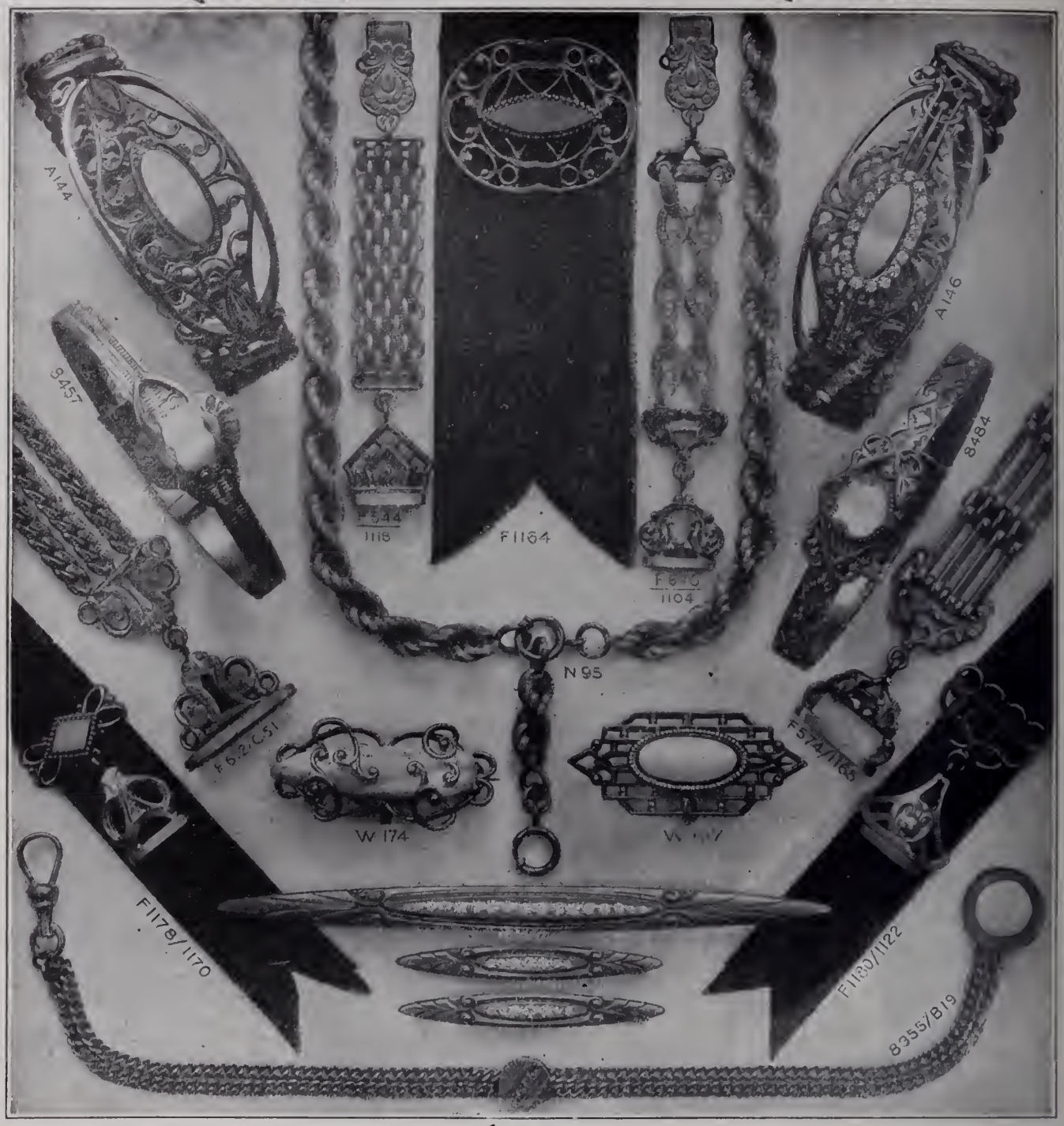
THE H. F. BARROWS COMPANY

New York Office:
15-17-19 Maiden Lane

TRADE H.F.B. MARK

Factory and Head Office:
North Attleboro, Mass.

THE D.F.B. Co THE D.F.B. Co



THE D.F.B. Co

The D. F. BRIGGS COMPANY

ATTLEBORO :: :: MASSACHUSETTS

New York Office:
180 BROADWAY

Chicago Office:
29 E. MADISON STREET

London Office:
62 HATTON GARDEN

You Get the Profit — We Sell the Goods

Fleur-de-lis goods are half sold when you buy them. We show in the center of this page covers of the big magazines that are telling the people in your own town about Fleur-de-lis goods. These magazines are estimated to have 50,000,000 readers, half the population of the United States.

This advertising campaign has been on since May 1st and is bringing results. Whether you are getting the benefit of it or not depends on whether you have Fleur-de-lis goods in stock and whether the people in your town know you have them.



MAGAZINE	ESTIMATED READERS
Woman's World,	10,500,000
Ladies' Home Journal,	6,781,700
Woman's Home Companion,	3,440,460
Delineator,	4,675,000
Saturday Evening Post,	8 375,000
Associat'd Sun. Magazines,	5,953,505
Collier's Weekly.	2,875,000
Literary Digest,	1,103,280
Success,	1,403,280
Everybody's,	2,515,655
Good Housekeeping,	1,500,525
Cosmopolitan.	1,259,475
Readers of our advertising,	50,382 800

We furnish free counter slips with your own name on for the asking, also free electro types for your local papers. It will pay you to annex yourself to this campaign and draw down some of this business.

One evidence that the ads are pulling is that retailers are writing us daily that they are asking jobbers for the Midget Bracelets we are advertising and that some of the jobbers are found wanting.

NEW YORK
ROOM 1907
15 MAIDEN LANE

SAN FRANCISCO
ROOM 413
704 MARKET ST

Fontneau & Cook Co.
MANUFACTURERS OF
FINE ROLLED PLATE
AND
GOLD FILLED CHAIN

FACTORY
ATTLEBORO
MASS

CHICAGO
ROOM 1104
HEYWORTH BUILDING.

UR Thimbles—Like UR Rings

Are Paragons of Excellence

Thimbles as Jewelry

UR

Look for Trade-Mark on Thimbles



No. 170—Sterling Silver only. Set with Turquoise or Coral

The Standard Raised

UR

The Trade-Mark Guarantees Make and Quality

The UR Thimbles are as good as the **UR** Rings and Bracelets, for which this house is notable.

The line is exceptionally large, interesting and varied, as future announcements will show.

Thimbles are made in Gold, Silver and Gold Filled, and they embrace modern ideas in manufacture.

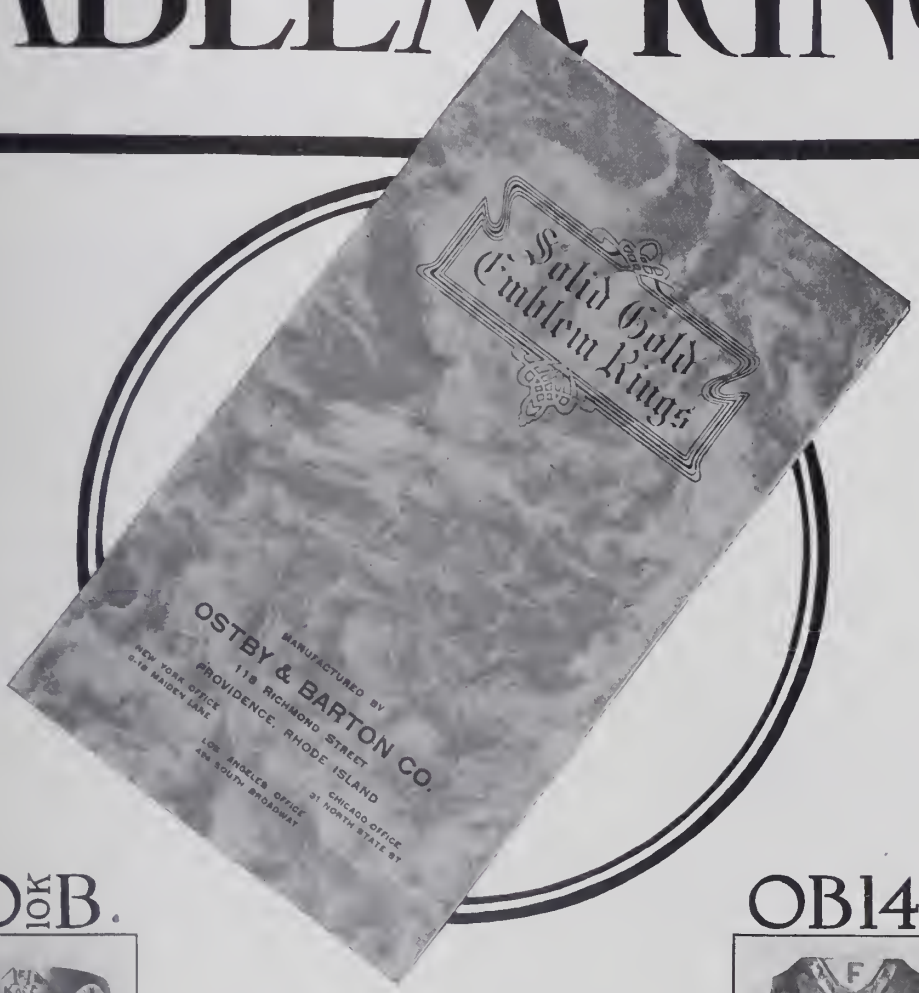
Distributed through jobbers only. Illustrated Thimble Catalogue showing over 100 modern designs sent on request.

Untermeyer, Robbins & Co.

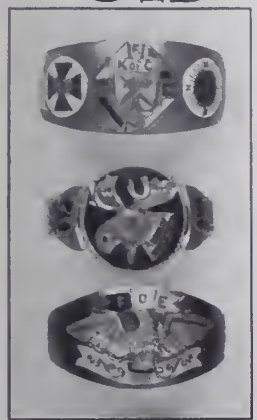
Manufacturers of Rings, Bracelets and Thimbles

71 Nassau Street :: :: :: NEW YORK

SOLID GOLD EMBLEM RINGS



O 10K B.



OB14K



RIGHT OFF THE PRESS

Our new Emblem Ring Catalogue showing the complete line of Solid Gold Emblem Rings.

This Catalogue illustrates the distinctive characteristics that have made O. & B. product so universally in demand.

We have reserved one for you—Send for it.

We want every Jeweler to have a copy.

·THROUGH PROGRESSIVE JOBBERS·

OSTBY & BARTON CO.

PROVIDENCE RHODE ISLAND

9 MAIDEN LANE·NEW YORK·N·Y···31 N·STATE ST·CHICAGO·ILL·

424 S·BROADWAY·LOS ANGELES·CAL·

Fourteen Karat Gold Filled Jointed BRACELETS

That Wear and Give Satisfaction in Every Way

We illustrate a few patterns from our extensive line, which no jeweler, interested in the best at moderate price, should overlook. We speak directly to you, Mr. Retailer, when we say your showcase should contain a selection of these new goods.

THE LEADING WHOLESALERS THROUGHOUT THE COUNTRY HAVE THEM ON EXHIBITION

Our new line contains many new styles and patterns in plain, half chased, chased entirely around, and engine turned effects, many of which have never been attempted by manufacturers of gold filled goods before, and the elegance of our present plain, polished, English, Roman and rose finishes, appeals to the fastidious and discriminating.



213AN.



369



367



362



173AN.



167AN.



168AN.



225



353



268AN.



388


354

To Demonstrate

the quality of the stock used in the construction of our goods, we subjected one of our plain bracelets to an acid bath, and show below the actual quantity of gold remaining after ALL of the base metal had been eaten away.



CONVINCING PROOF AS TO QUALITY AND QUANTITY

LOUIS STERN & COMPANY

Manufacturers of
Bracelets, Chains, Charms and Fobs in 14K. and 10K. Gold and High Grade Gold Filled

158 Pine Street
Providence
R. I.

NEW YORK OFFICE
15 Maiden Lane
Silversmiths' Bldg.

Manufacturers of
Bracelets, Mesh Bags, Placques and Chains in Sterling Silver

Send for our 100-page Sterling Mesh Bag Catalogue

Attractive and Salable Novelties in Sterling Silver

Our Line is filled with an abundance of high-grade novelties made in Sterling Silver.

An unlimited assortment of new and up-to-date designs especially adapted as gifts.

It will pay you to investigate this line before making your Fall purchases.



4604. E. T. 4604. Eng 4499. Dresden Flowers. (Engine Turned under Enamel.) 4499. Enamel. 4604. Pol.

BRIDGE WHIST WHISTLES.

We Manufacture:

Cigarette and Cigar Cases
Match Boxes and Cigar Lighters
Pocket Knives and Cigar Cutters
Men's Card Cases
Link Buttons, Tie Clips, etc.
Enameled Jewelry
Hat Pins, Shoe Buckles
Picture Frames, Clocks
Mesh Bags, Jewel Cases
Belt Pins and Buckles, Handy Pins
Toiletware (12 patterns)
Purses, Card Cases, Vanities
Powder Paper Books
Coin Holders and Trinkets
Bridge Whist Pencils and Whistles
Eyeglass Cases and Lorgnettes
Lorgnette and Sautoir Chains
Flatware (fancy pieces only)
Napkin Rings, Salt and Pepper Shakers

R. Blackinton & Company

Goldsmiths, Silversmiths and Jewelers

Factory and Office
North Attleboro, Mass.

Trade Mark

New York Salesrooms
15-17-19 Maiden Lane

MONTICELLO



A PATTERN IN STERLING SILVER TABLEWARE EMBODYING THE JEFFERSONIAN CHARACTERISTICS, BEING STRONG AND SIMPLE, YET ORNATE AND ARTISTIC.

ROGERS, LUNT & BOWLEN CO.
SILVERSMITHS
GREENFIELD — MASSACHUSETTS

The Three Graces

IN
STERLING SILVER
TOILET WARE

The "Famous" Shirley
Shirley Engraved
and
Leicester

THEIR BEAUTY

SPEAKS FOR ITSELF AND THE
NAME OF THE MANUFACTURERS
GUARANTEES THE

QUALITY



THESE THREE DESIGNS ARE MADE IN
FULL LINES OF TOILET WARE AND
MANICURE GOODS
PRICES SENT UPON REQUEST

ILLUSTRATED ONE-HALF SIZE

MANUFACTURED BY

Simpson, Hall, Miller & Co.
International Silver Co. Successor
Silversmiths

WALLINGFORD CONN U.S.A

NEW YORK: 9-19 MAIDEN LANE.
CHICAGO: 5 NO. WABASH AVE.
SAN FRANCISCO: 150 POST ST
TORONTO: 33-41 HAYTER ST.

THE "WEDGWOOD"



TRADE MARK.
STERLING

Whiting Mfg. Company's
New Sterling Silver Toilet Ware
For Season of 1911

Ready for Delivery Sept. 15, 1911
PRICE LIST ON APPLICATION

Whiting Mfg. Company
BRIDGEPORT, CONN.

Salesroom
15 Malden Lane, New York

San Francisco Office
717 Market Street

OTHER WOODSIDE NEWS PAGE IN THE KEYSTONE

The 1911-12 Catalogue is Ready

Get Your Copy To-Day

You certainly want to buy your silverware at lowest figures consistent with quality—here's your opportunity.

Through our plan of selling direct-by-mail from New York, we offer you silverware that will pass every test as to quality at prices that show you decidedly larger profits on every sale.

So, if your name's not on our regular mailing list be sure and send for your catalogue to-day.

You'll consider this catalogue the most valuable business book you've ever received. It explains our modern selling plan in detail and shows why you benefit by it.

72 Pages of Sellers

prove that you can now buy the kind of silverware that your best trade demands at an average saving of 15 to 20%.

The strong line of distinctive toilet sets is alone worth your careful consideration. You have a choice of no less than fourteen heavy, full sized sets, that you can sell at popular prices and still make splendid profits. Yet this is only one of many features.

As an aid to your customers in selecting goods this catalogue is invaluable—and you can show it freely to them. Because our system of listing, while giving your patrons a comprehensive idea of values—does not disclose your profits.

You'll find buying from our catalogue particularly easy and safe. From the illustrations—taken right from the goods—and explicit descriptions you can judge each piece accurately and order as confidently as you could from a personal visit to our New York show rooms.

And remember you take no risk. We ship all goods with the distinct understanding that you are to return them—at our expense—if they fail to please you for any reason.

A Simple Request Brings Your Book

Just fill in and send us this coupon to-day. Your catalogue will go forward by return mail. If you don't want to destroy your Circular, write "Send us Catalogue C," on a postal.

Don't delay, because the longer you hesitate the more you lose. Act now.

CHOOSE More Goods for the Same / The Same Goods for Less **MONEY**

Woodside Sterling Company

170 Broadway, New York City

CUT OFF ALONG THIS LINE.....

J. C.

The Woodside Sterling Co. New York.

Please send your CATALOGUE "C" without expense to us.

Name .....

St. No. .....

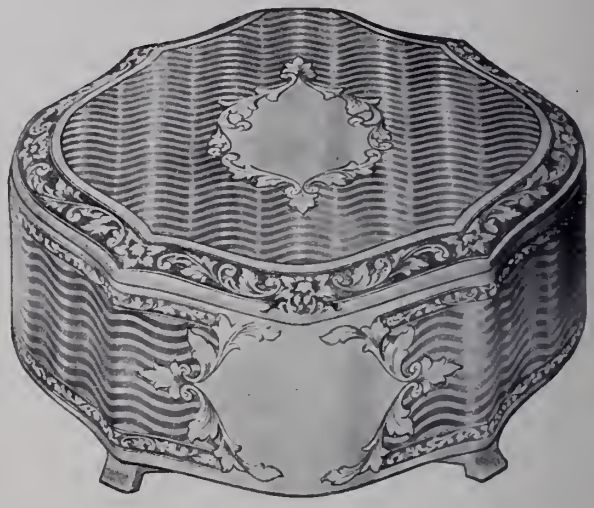
City .....

State .....

HOMAN TOILET WARE
THE DISTINCTIVE LINE



No. 3427. JEWEL BOX



No. 3419. JEWEL BOX

THESE are two patterns selected from a large assortment of Jewel Boxes, which we have made in various sizes, both with and without locks, to match our new designs in Toilet Ware. In these Jewel Boxes, the new styles of design originated in our Toilet Ware have been closely followed, and as indicated in the illustrations, the results are extremely effective, and the assortment is the most attractive on the market.

Besides Jewel Boxes, we have made to match our new Toilet Sets, Puff Boxes, Hair Receivers, Collar Buttons, or Trinket Boxes, etc.

All new productions will be shown in supplementary catalogue available for distribution September 1st.

The Homan Manufacturing Company

Office, Factory and Salesroom:
Cincinnati, O.

New York Salesroom:
15-17 Maiden Lane

Boston Salesroom:
373 Washington Street

Chicago Salesroom:
Silversmiths Bldg.

Prompt Attention Given to All orders

Send for Selection and Prices

They will surely interest you

VISITING BUYERS CORDIALLY INVITED

Quick Sellers Best Values



Gun Metal

Bags
Purses
Long Chains
Coin Holders
Cigarette Cases
Cigar Cases
Novelties, Etc.

Sterling

Bags
Purses
Long Chains
Fancy Chains
Coin Holders
Brooches
La Vallieres

Garnet and Amber Goods

Dutch Silver

An Artistic Line of

Baskets
Tea Sets
Cordials
Boxes
Etc.

ERNST GIDEON BEK

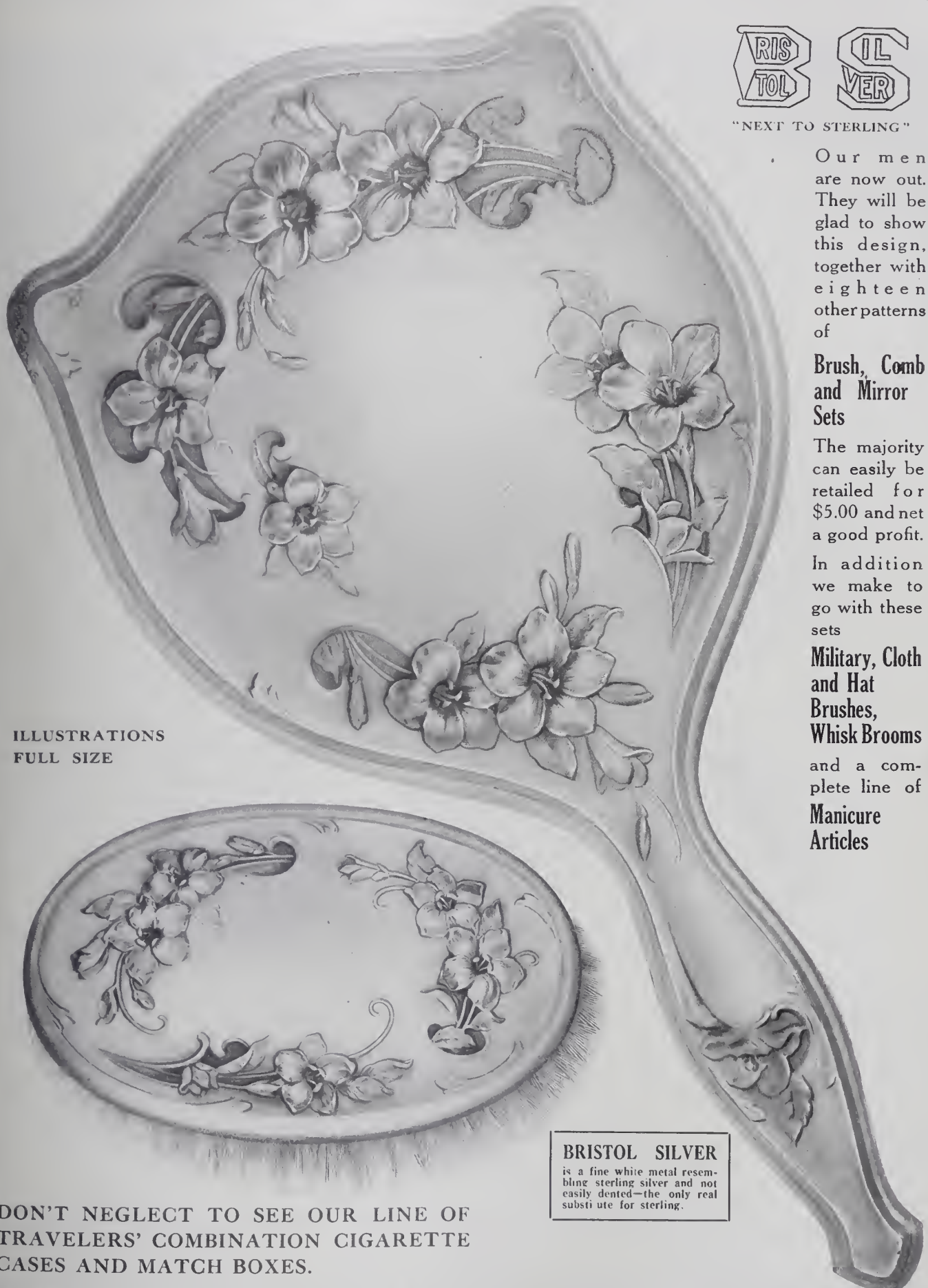
Makers of Sterling and Gun Metal

Mesh Bags, Purses, Chains and High Class Novelties

Factory: PFORZHEIM, GERMANY

35 MAIDEN LANE, NEW YORK


REAL GUN METAL MESH BAGS
"THE QUALITY'S THERE"
Each bag shown in cut is *actual* size, and made in regular mesh (like cut), extra fine mesh, accordion and extra fine accordion weave.
OPPENHEIMER-BRUSSEL IMPORTING COMPANY
Flatiron Building
NEW YORK
Write Now For Our Catalogue "B"
7004 —5 in. Top
7012 —4 " "
7011 —3¼ " "
7010½—2¾ " "
7008 —8 in Top
7007—7 " "
7006—6 " "
7005—5½ " "



ILLUSTRATIONS FULL SIZE

BRISTOL SILVER

"NEXT TO STERLING"

Our men are now out. They will be glad to show this design, together with eighteen other patterns of

Brush, Comb and Mirror Sets

The majority can easily be retailed for $5.00 and net a good profit.

In addition we make to go with these sets

Military, Cloth and Hat Brushes, Whisk Brooms

and a complete line of

Manicure Articles

BRISTOL SILVER
is a fine white metal resembling sterling silver and not easily dented—the only real substi ute for sterling.

DON'T NEGLECT TO SEE OUR LINE OF TRAVELERS' COMBINATION CIGARETTE CASES AND MATCH BOXES.

BRISTOL JEWELRY CO., Attleboro, Massachusetts

Silversmiths and Makers of Sterling Plated Ware, Leather Fobs, Mesh Bags, Novelties, Etc.

PERFECTION WORKMANSHIP and QUALITY

The Line That Made Us Famous



Neither time nor expense has been spared in preparing our new season's line for the legitimate Jewelry trade. We do not claim to have the cheapest, but rather the best for the money.

Look for this

Trade Mark

We claim that our product leads in the locket field, quality, design, finish and price considered. Other Manufacturers claim the same, but send for a few of our best numbers for comparison.

CASTIGLIONI COMPANY

Factory, 116 Chestnut Street, PROVIDENCE, R. I.

NEW YORK OFFICE: 71 Nassau Street, Room 1204
Representative, CHARLES ALTSCHUL

Pacific Coast Office: SAN FRANCISCO, CAL., 710 Jewelers' Building
J. H. MERRILL

CHICAGO OFFICE: 505 Powers Building
M. NEUBURGER

INITIAL ANNOUNCEMENT

EXPLAINING THE EXQUISITE

Sea-Garden Pearl Strands

(La Perle du Jardin Oceanique)

THE NAME "Sea-Garden Pearls" is associated with those mysterious and fascinating submarine beds, where shimmering waters reveal wonders of nautical vegetation; amid which dart angel fish and other finny tribes of rainbow hues; while below repose the treasures of the deep. These are the sea-gardens of the Tropics.

In the French laboratory where the Sea-Garden Pearl is produced they call it "*La Perle du Jardin Oceanique.*" The American name is a free translation. One is reminded that the French excel in science as in art. They have their Mme. Curie as well as their Bernhardt. And the Sea-Garden Pearls are at once a combination of French science and French art.

What is their nature?

Sea-Garden Pearls are—like the truth—between extremes.

Without attempting the impossible, they achieve the reasonable.

There are certain superfine pearls, perfectly white, perfectly round, perfectly matched, laborious to collect and very costly — these this house makes no attempt to reproduce. The genuine are within reach only of the wealthy. An artificial reproduction, by its very perfection, would be open to suspicion — especially if worn by anyone of moderate means.

There is another class of pearls regarded as equally beautiful, and not without reason. Slight irregularities are not inconsistent with artistic effect; and the absence of perfect whiteness is compensated for by the most exquisite flesh-tints, shimmering creams and lustrous pinks. Without being matched with mathematical accuracy, they appear so at first glance. Interesting examination shows their slight variations from perfect roundness. In a word — these infinitesimal irregularities are witnesses to their genuineness. Such pearls are naturally much less expensive, though irresistibly beautiful. Women, even if not wealthy, may wear them without comment.

IT IS THIS second class of pearls to which attention has been directed in this instance, on account of their broad appeal to the widest constituency. The most positive assurance is given, emphatically and enthusiastically, that even connoisseurs are puzzled to tell the difference between such genuine pearls and the artificial Sea-Garden Pearls embodied in these strands. They have the look, color, lustre, weight, feel, and even the blemishes and irregularities of the originals. If a strand of genuine pearls and one of Sea-Garden Pearls were placed side by side, even a jeweler might be pardoned for hesitating to say which was which. Of course, Sea-Garden Pearls are to be sold only for what they are—marvelously true artificial pearls. But as such they command the highest admiration, and are worthy of being worn by any lady, however discriminating.

They are equally worthy of being displayed in the establishment of any jeweler, however select. They are not in any sense cheap imitations, though the price is comparatively low. They have the same appeal and the same decorative effect as genuine pearl necklaces. To further enrich the display of these goods, this house is prepared to provide handsome cases. It always confers distinction to be able to introduce *something new and something better* — especially if a reasonable price backs up the other arguments.

D. Lisner & Co. consider themselves fortunate in having secured the Exclusive Importation and Control of Sea-Garden Pearl Strands for the United States and Canada. Believing that the trade will be equally appreciative, it has been decided to make the simplest and most practical of demonstrations. That is to say, SELECTION PACKAGES will be sent in order that right before your own eyes the goods may corroborate every claim made on their behalf.

PRICES

Five uniform and three graduated sizes priced as follows:

Uniform Sizes - - $15.00 per Strand
Graduated Sizes - - 18.00 "

Creating Importers of

D. Lisner & Co. *Jewelry Novelties*

One-Forty Fifth Avenue, cor. 19th St., NEW YORK



NO COMPETITION WITH STERNAUWARE IS IN SIGHT

This motor-boatman is a type of the successful, prosperous, go-ahead dealer, smart enough to realize that there are more kinds of profit than one in handling the various lines of STERNAUWARE, comprising Coffee-Machines, Chafing-Dishes and their Accessories, Tea-Pots, Alcohol Stoves, Trays, Refreshment Sets, Bathroom Fixtures and other beautiful and useful articles particularly described and finely illustrated in our new BLUE BOOK, which any dealer can have on request. Competition soon drops far behind such a dealer, and he needs strong glasses to see it at all. You really ought to be familiar with the novelties included in our Fall line which the BLUE BOOK—the latest catalog of Sternauware—tells about.

S. STERNAU & COMPANY

New York Showrooms
305 Broadway
N. W Corner
Duane Street

MAKERS OF
STERNAUWARE
COMPRISING

Office and Factory
195 Plymouth St.
BROOKLYN
N. Y.

Fancy Teakettles, Chafing-dishes and their Accessories, Coffee-machines, Trays, etc.

HARRISON
Umbrellas
and Walking Sticks

Originality in Designs
Quality
Workmanship
and Finish

Our present Fall and Holiday lines surpass all our previous efforts for the past thirty-five years.

Trade-Mark

W. W. HARRISON CO.
Makers of
Umbrellas and Walking Sticks
OF THE BETTER SORT
5th Ave., Cor. 34th St. NEW YORK

Established
1876

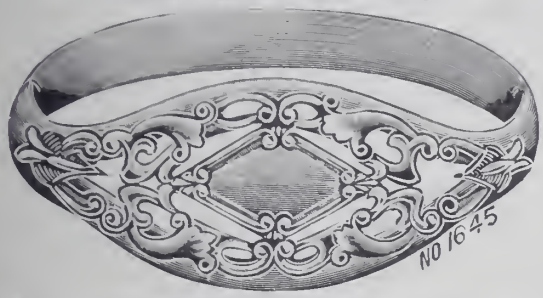
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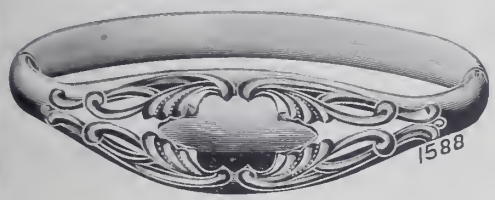
PROVIDENCE STOCK COMPANY

FACTORY AND MAIN OFFICE
100 STEWART STREET, PROVIDENCE, R.I.

CHAINS and BRACELETS











A few of the many designs we make. Over 1,000 in all.

The EXCLUSIVE FEATURE of the PATENT SAFETY GUARD makes an exceptional talking point. Prevents bracelets from opening too wide, thus preventing breakage of joint, yet opens wide enough to fit any wrist.

Our machine-made chain is absolutely accurate. Every link soldered separate. Machine-made chain possesses greater strength and can be made in the very finest of link.

All of our goods are made from a SPECIAL PROCESS—HARD FINISH—WEAR RESISTANCE HIGH-GRADE GOLD-FILLED STOCK.

Our itinerary includes Fobs, Bracelets, Neck, Lorgnette and Vest Chains in HIGH-GRADE GOLD-FILLED.

In SOLID GOLD we make Neck, Lorgnette and Vest Chains, Scarf Pins, Pendants, and La Vallieres.

Ask your jobber to take you on a TRIP through our line.

SOLD THROUGH
JOBBERS ONLY

Look for
PR-ST-CO
Stamped on Spring Rings and Swivel of all Chains

Look for
PR-ST-CO
Stamped on Swivel of Coat Chains, etc.

SAMPLE OFFICES { 11 Maiden Lane, NEW YORK
10 So. Wabash Avenue, CHICAGO

PATD FEB 25 09

"Sale-Compelling" Line of Sterling Novelties and Staples

¶ Because EVERY ARTICLE has TWO WELL-DEFINED factors no keen retailer should overlook: First—originality and worth at moderate cost, thus appealing to consumer; Second—has a fine profit for the dealer.

¶ We have been in the trade fifty years. Isn't it reasonable to suppose we know HOW to make a line that is PAR EXCELLENT? Well, we do, and it is not egotism to state our line is second to none and dependable in every particular.



No. 10—7234 Sterling Mayonnaise Set

Can Be Retailed at $5.75

Blake's Silver Novelties and Staples not only sell IN THEMSELVES, but will brighten up your other stock.

Our Latest Catalog

is replete with articles you should have. You will need this catalog in your buying and we want you to have it.

Write for one and do it now!

JAMES E. BLAKE CO.

JEBCo

Silverware bearing this trade-mark denotes sterling silver 925-1000 fine.

Manufacturers of Sterling Silver

Toiletware, Manicure Pieces and Sets, Sandwich Plates, Cups, Jam Jars, Strainers, Hollowware, Casters, Lemon Dishes, Salts and Peppers, Condiment Sets, Candlesticks, Novelties, etc., in Sterling Silver, are illustrated, explained and priced in our Catalog, which we will send to you upon request.

Attleboro, Mass.

Chicago Office
910 Heyworth Bldg.

New York Office
37 Maiden Lane

San Francisco Office
717 Market Street

COLONIAL DAME BRACELETS

MADE IN FOUR WIDTHS—3/8", 1/2", 5/8", 3/4"



60/292 60/268





54/279 54 303

Ask Your Jobber for "The Line of Quality"

LOCKETS
BRACELETS
FOBS

LOCKET Trade-Mark

BLISS BROTHERS COMPANY
Attleboro, Massachusetts

Heyworth Building, Chicago, Ill.
Silversmiths' Building, New York City
Chronicle Building, San Francisco, Cal.

TRADE-MARK

CHARMS
SCARF PINS
BUTTONS



Counter-Sunk

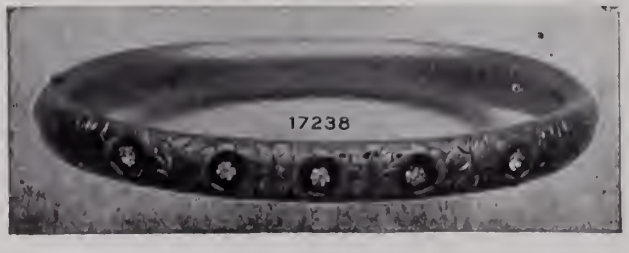
Nu-Spring
TRADE MARK

Bracelets

The combination of two most important features—the guard and counter-sunk settings—produce the most substantial bracelet on the market.

Bracelets Stones **CAN NOT FALL OFF** the hand. the bracelet.

Sold Through Jobbers Only



Attleboro Chain Co

Main Office
Attleboro, Mass.

New York Office
9 Maiden Lane

BATES & BACON, Attleboro, Mass.



NEW YORK, 9 Maiden Lane
CHICAGO, 103 State Street

MAKERS OF

High Grade Gold Filled Chains, Lockets and Bracelets

We illustrate a few new Patterns of our High Grade Gold Filled Bracelets, made in seven sizes oval Tubing from 1/4, 5/16, 7/16, 1/2, 9/16, 3/4 and 1 inch, same quality stock as when first put into our line, and every Bracelet guaranteed.

We make any wrist size desired.





If You Have Had Experience in Selling Our Enameled Emblem Brooche

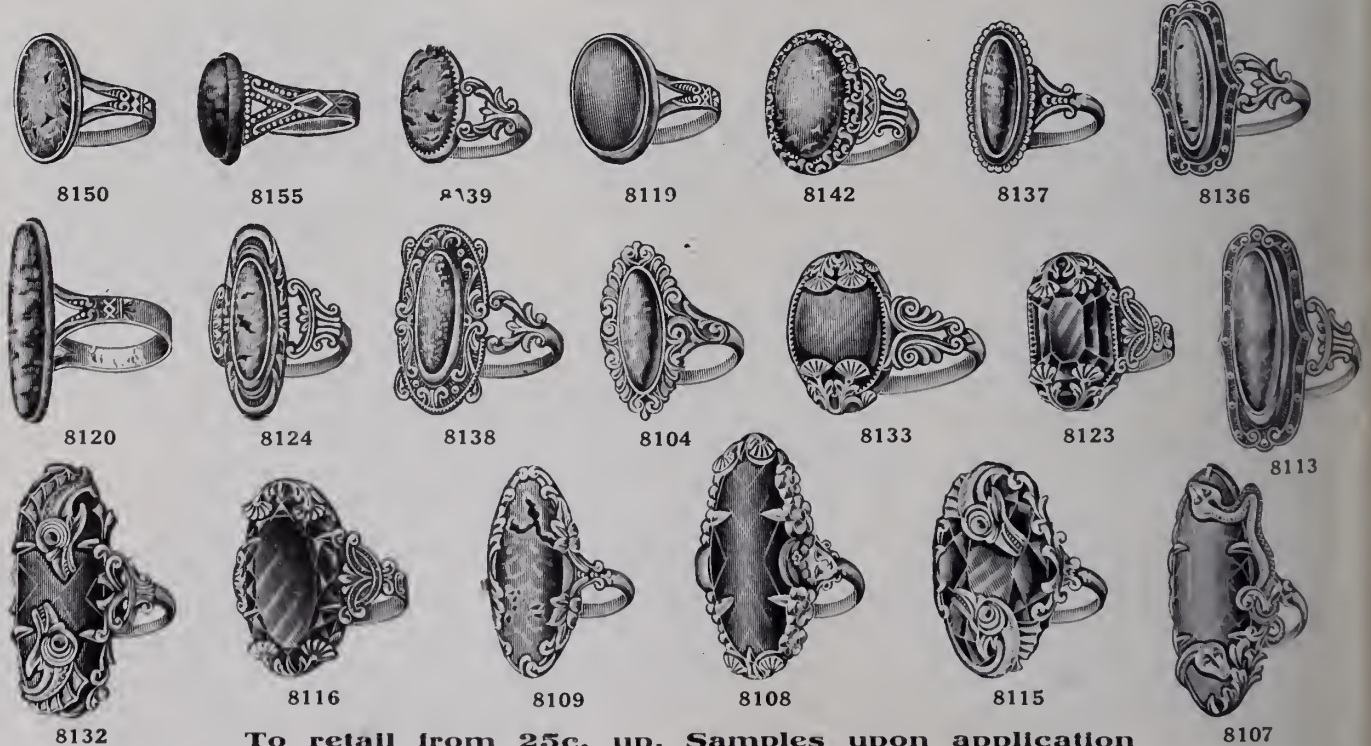
We need not dwell long upon their merits as leaders. There is no novelty that pays a better profit, or attracts both men and women to your window, tha few choice patterns, properly and prominently displayed. We make them in gold, and sterling silver plated with 24K. gold, and our price to the trade enat the jeweler to retail them at a price that is surprisingly low. We guarantee the workmanship and quality throughout and the reorders prove our cla

TRADE MARK

THE WILLIAMS & ANDERSON CC

May we send you Illustrations and Prices? PROVIDENCE, RHODE ISLAN

STERLING SILVER RINGS



To retail from 25c. up. Samples upon application

RHODE ISLAND RING CO., 21 Eddy Street, Providence, Rhode Island

"PARISIAN IVORY"

FRENCH CELLULOID

Its growing popularity has made it a most desirable addition to a Jeweler's Stock.
A visit of inspection will be of interest. There are big profits and quick sales in this new line.
We have an unlimited variety of Toilet Articles, Photo Frames, Clocks, Desk Requirements and Novelties.

DEITSCH BROS. TRADE MARK **14 E. 17th St., New York**

Los Angeles, Cal.

THE GARDEN CITY OF THE WORLD

THE HOME OF

Meyer, Cahn & Talbott

Wholesale Jewelers—Watches, Diamonds and Silverware—Tools, Materials—and Manufacturing Opticians

512 SOUTH BROADWAY

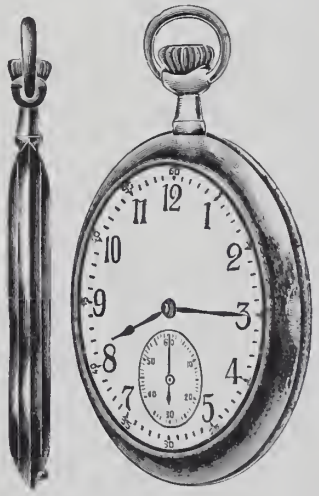
PACIFIC COAST AGENTS FOR

ILLINOIS WATCH CASE CO.

AND

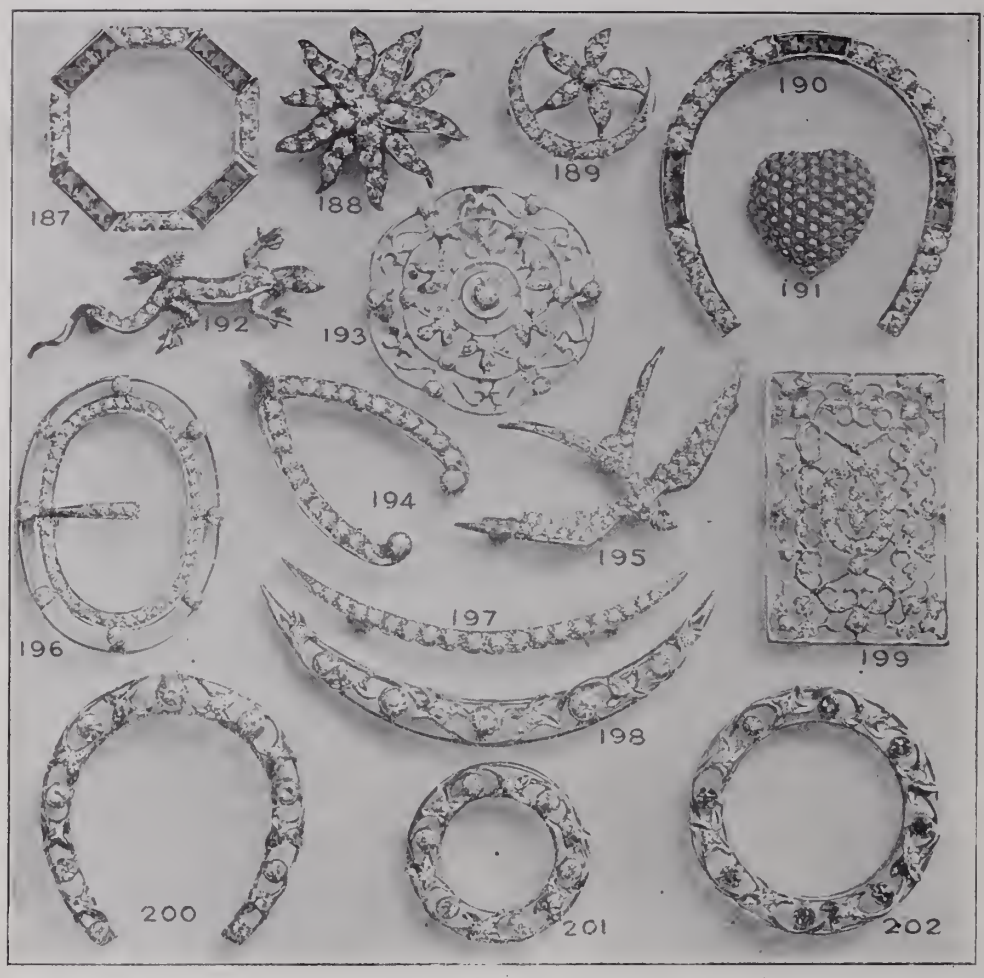
DUEBER-HAMPDEN WATCH CO.

Two of the most popular lines of handsome and well made Watches and Cases



One of our Good Sellers—Winner. 20-Year 12-Size Open Face, Knife Edge Case, Plain or Handsomely Engraved.

Price, Net, $2.75



OUR reproductions of diamond jewelry are so good and accurate, that a most rigid inspection is necessary to distinguish them from the costly platinum pieces.

Each article is made and set with the same touch of excellence as the genuine goods.

They are worn without fear of detection, and appeal to the most fastidious and scrutinizing person.

Shall we send you a few pieces for your approval?

14 Kt. GOLD STERLING 925/1000 ON SILVER

Fishel Nessler Company

Manufacturing Jewelers

79-81-83-85 Crosby Street NEW YORK

Established over a quarter of a century

Made in Four Sizes



"SWAN SAFETY"

The Pen of Quality

We take pride in procuring the best of materials—Employing the most skilled of workmen and selling pens of the highest quality and finest finish. We are proud of our goods. You are proud of your store. Our pride will be mutual if you sell the

'SWAN SAFETY'

Interest Your Customer. Carry a Swan Safety

in your lower vest or trousers pocket—up side down, it can't leak—Your client's interest is at once aroused when you take it out—unscrew the cap by a turn or so—and your customer sees it is quite clean and dry. Touch the pen to paper. It starts at once. It must do because the "Ladder" under feed and Gold top feed holds the ink always at the point, but never lets it blot. Show the feed and show the cap.

INTEREST YOUR CUSTOMER

Write for a $2.50 Swan Safety to Test. **Quality and Handsome Profits**

MABIE TODD & CO.

17 Maiden Lane, New York 209 South State Street, Chicago

124 York Street - - - Toronto

Each Size In Three Lengths





Coral Jewelry

is popular again this season. We have made up many handsome designs in Brooches, Rings, La Vallieres, etc. The selection is a large one, the prices all reasonable. These articles will unquestionably prove excellent sellers.

Write for a selection package, or purchase from our travelers.

Our Trade-Mark, "The Rose," on every piece insures the quality and every detail of manufacture.

Henry Freund & Bro.

"Sellers of Sellers"

71 Nassau Street, New York

Elk, Eagle and Moose goods a specialty

The Greatest Diamond Seller Jewelers Have Ever Known

Consider the many Sales lost due to the apparently small values you offer in Solitaires

"The Model Ring"

Your Fall order sent now will be appreciated

A display card in attractive colors sent on request



Protects edge from chipping



ENLARGES THE DIAMOND
The Result Furnishes an Agreeable Surprise



Aids diamond's brilliancy

Jos. H. Meyer Bros., *"The Sketch-Book House"*

59 Nassau St., cor. Maiden Lane
NEW YORK

Purchase reliable merchandise at legitimate prices and you will make your business a big success. Every article manufactured by us is guaranteed.



Ask For Bigney's
"Mirror Finish" Chains

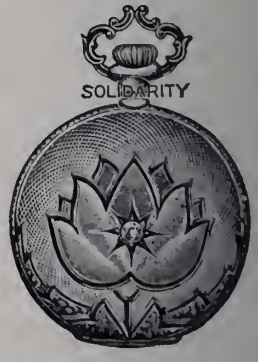
Send For One of Our Velvet Gold Embossed Banners

S. O. BIGNEY & CO.

New York Office: 3 Maiden Lane — Attleboro, Massachusetts

SOLIDARITY—"The Case That Courts Comparison"

Mr. Retailer:



Flashy Dashy gold cases are never stamped "SOLIDARITY."

SOLIDARITY CASES have a rich artistic appearance which, often more than salesmanship, effects the sale of a watch.

They are the BETTER CASES for the BETTER JEWELERS.

SOLIDARITY CASES are somewhat hard to get, but they are *worth the getting,* at any reasonable effort. A selection package may be had for comparison

THROUGH YOUR JOBBER

SOLIDARITY WATCH CASE CO.

(Established Over a Quarter of a Century)

54 Maiden Lane - NEW YORK

D. E. D. McMURRAY, President LOUIS J. MONTAGNON, Sec'y-Treasurer JOHN W. SHERWOOD, Vice-President

OUR Annual Exhibit is now on at the Hotel Marlborough, New York City, and Mr. Alexander is again busy extending a cordial welcome to our friends.

DON'T FAIL TO CALL.

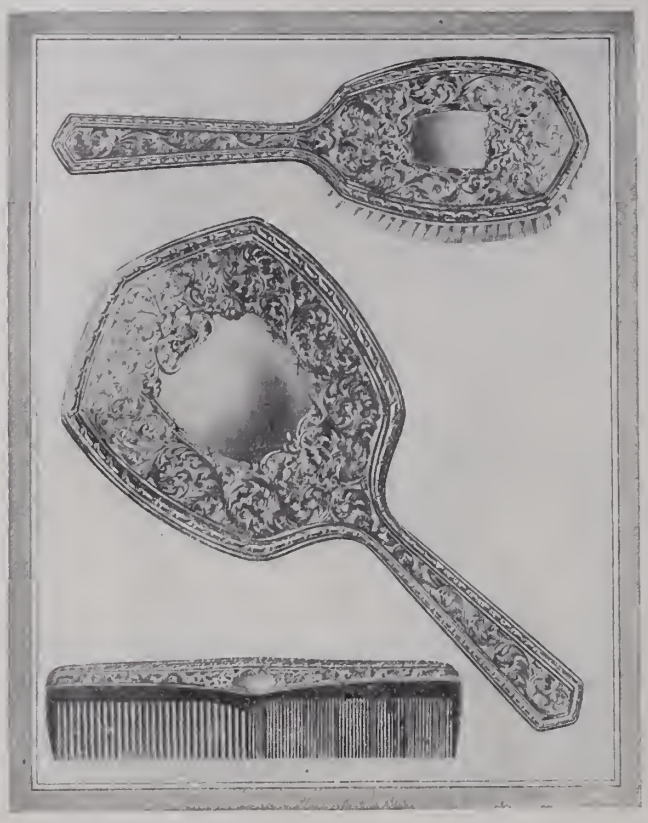
Hotel Marlborough, New York City
August 15 to September 15 inclusive.

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FRANK W. SMITH CO.

Manufacturers of Sterling Silver
GARDNER, MASS.





The Lady Baltimore

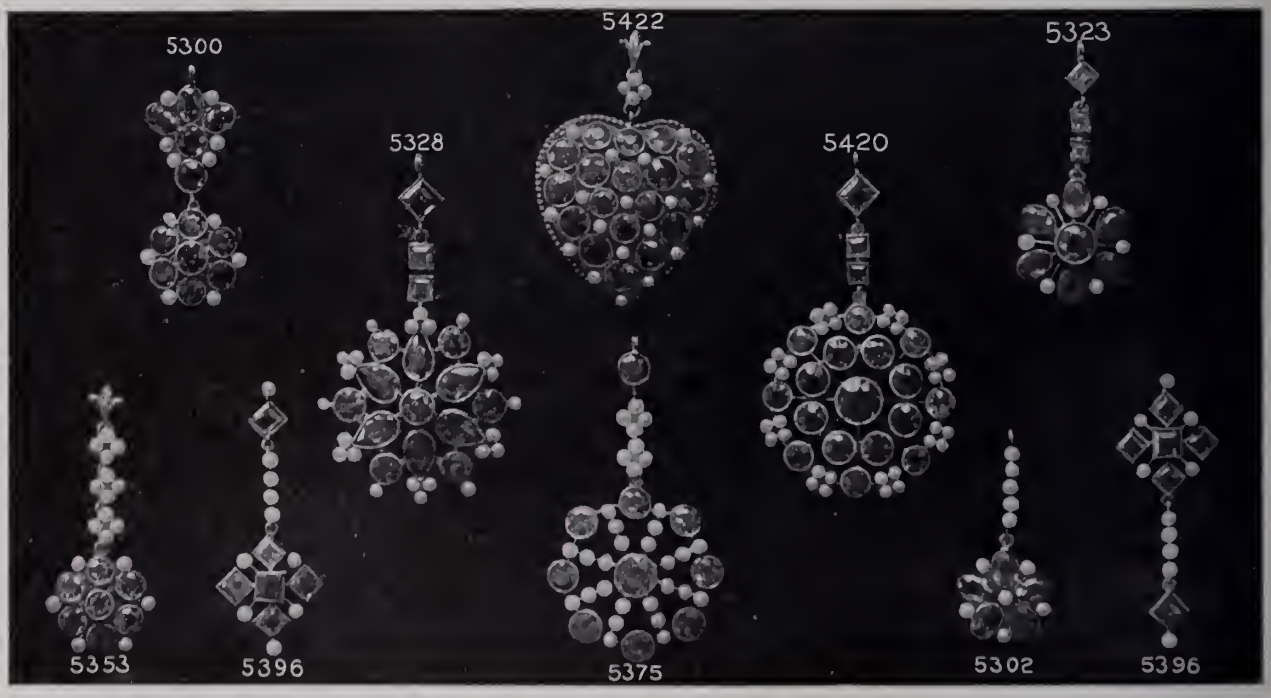
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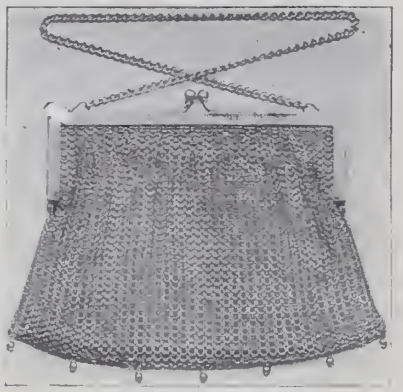


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In Sterling and German Silver
Soldered Ring Mesh

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that sell quickly at a good profit to you. They fill the consumer's insistent demand for Vanities, Cigarette Cases, Match Safes, Coin Holders, Pierced Wares, etc.



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Get the pick of the new things, and bear in mind that

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Bracelets, Lockets, La Vallieres
Plain, Engraved, Jeweled
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Crown Quality Ring Mountings
Made in Gold and Platinum
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Show Your Customer

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No labored arguments are needed, for a simple inspection will convince any man that they are in every way superior to studs that have Spiral springs, hollow tubes, hinged joints or loose parts, or that require solder in their construction. Made on the same principle as the famous Krementz Collar Buttons, they are Unbreakable, and we can well afford to protect them with the

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Every dealer is authorized to furnish at our expense a new stud or vest button in exchange for every *Bodkin-Clutch* that is broken or damaged from any cause.



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We illustrate two designs in this ad.

Write for our booklet "Solid Facts," giving full details and for illustrations of the entire line.



Hold like an Anchor

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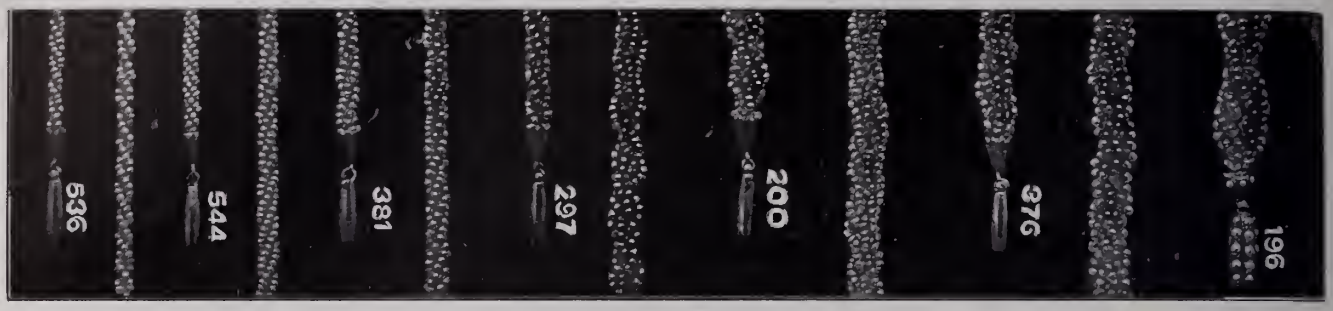
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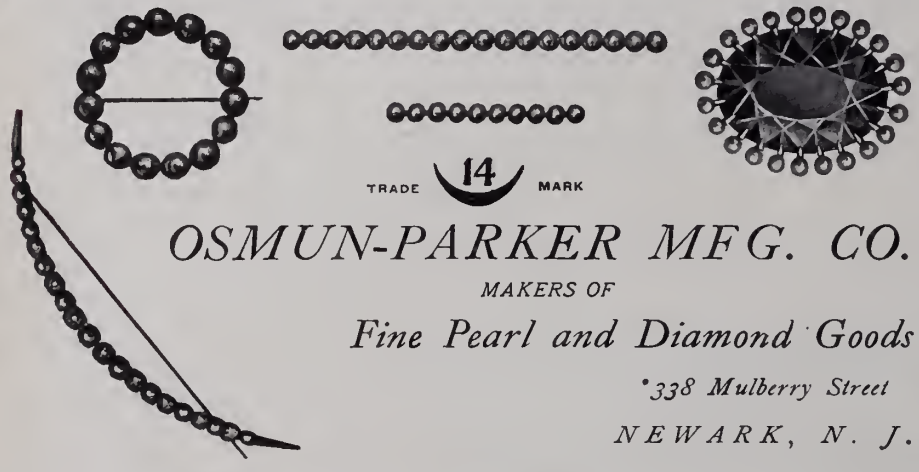
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should inspect my New and Attractive Line in Original Designs at our Showroom, Silversmiths Bldg., before buying elsewhere. Call and be convinced.

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All styles of Fancy Design Chains for Men and Women in 14 Kt. Gold and Platinum, including Lapel Chains, also Sautoir Chains in Fancy Enamels with Lockets to match.
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Makers of 14-kt. Jewelry

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"READY TO SET" RING MOUNTINGS

LASTING SATISFACTION

For YOURSELF and your CUSTOMERS is assured if your diamonds are mounted in our Wear-Proof Platinum Tipped "Ready-to-set" Ring Mountings. Our Platinum Tipped Settings cost but 75c, more per stone than all gold ones. We suggest that you send for samples and be convinced.

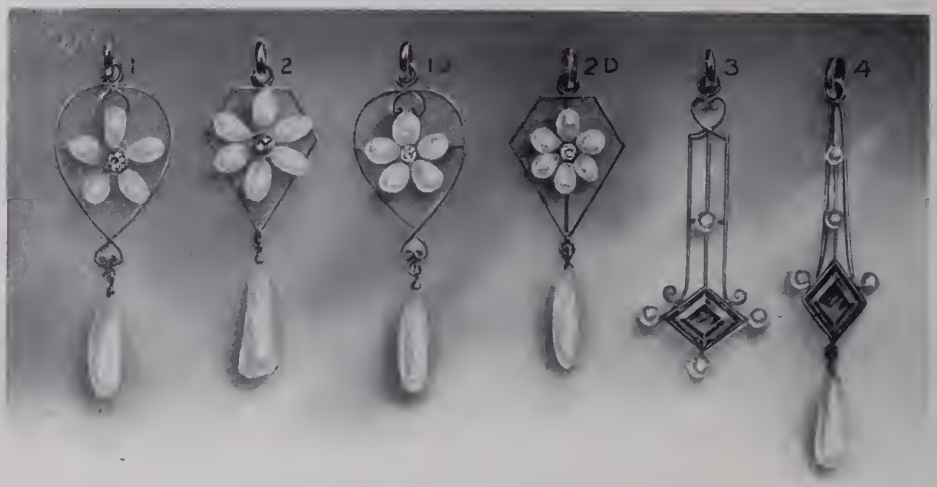
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All New Prices

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Made in 14-Karat 10-Karat & Silver

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MANUFACTURERS OF A GENERAL LINE OF

14-KARAT JEWELRY

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QUALITY without style will not sell;
STYLE without quality will not give satisfaction;
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We guarantee every ring we make.

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THE MOST COMPLETE LINE IN THE MARKET
SUITABLE FOR THE GENTS FURNISHING
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We Sell Jobbing Trade Only

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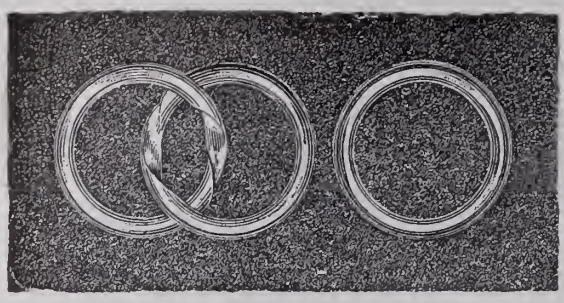
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14 Karat, 3 dwts., each, $1.25 per dwt.; in dozen lots, $1.15 per dwt., net; 18 Karat, 3 dwts., $1.40 per dwt.; in dozen lots, $1.30 per dwt., net.

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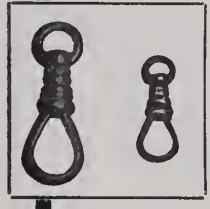
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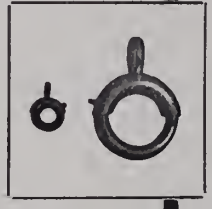
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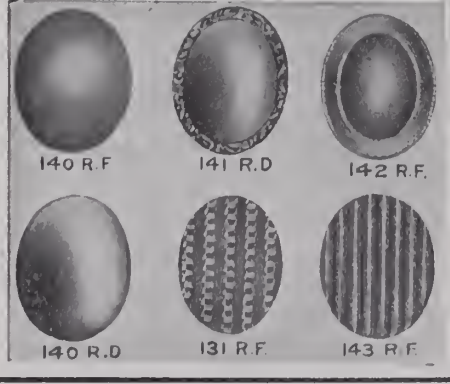
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CHEAPEST BUTTON ON THE MARKET FOR ITS INTRINSIC VALUE

3 SIZES IN 9-10-14 k.

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Good Profit for Jobber and Retailer

We sell Jobbers Only—Write them

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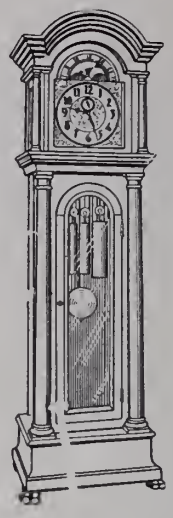
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ESTABLISHED 1837

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IT is as important to know who has made the tubular bells as it is to know who made the works of a clock.

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Things change. English clocks and fusée watches had once a reputation of superiority. Enterprise and improved machinery have enabled manufacturers of other countries to produce better goods and more variety.

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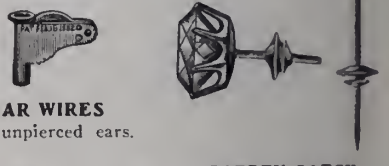
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SECURITY
Automatic Holder
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for ear studs, scarf-pins, etc.



EAR WIRES
for unpierced ears.

SAFETY CATCH
For Brooches, etc
Can be applied to any work where pin tongues are used.



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any article made in Sterling Silver or any other metal, supplying missing parts and doing all work necessary to restore the piece to its original usefulness and finish.

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Gold Jewelry

Silberman, Kohn & Wallenstein

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New York



GOLD CHAINS
OF EVERY DESCRIPTION

Outing Chains
10-k. GOLD and 14-k. GOLD

Waldemar Chains
14-k. GOLD
GOLD AND PLATINUM

Baroque and Coral Lorgnette Chains
50 INCHES LONG
BEST SELLERS

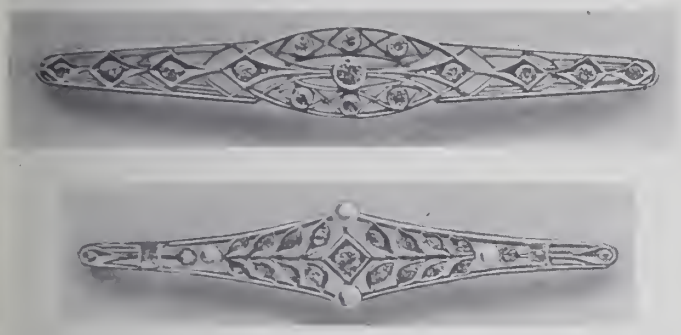
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16-18 Maiden Lane : : : : : New York

TRADE
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MARK

The Gold Chain House



BAR PINS

In great variety, set with All Diamonds. Diamonds and Pearls, and Diamonds and Sapphires. Beautiful and exclusive patterns in all Platinum and Platinum and Gold Backs, that have been designed especially for jewelers who desire the best at reasonable cost.

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Mfrs. of Diamond Mountings and Jewelry
Office and Factory: 3 MAIDEN LANE, N. Y.

Estimates Furnished
Special Order Work
Send for Prices

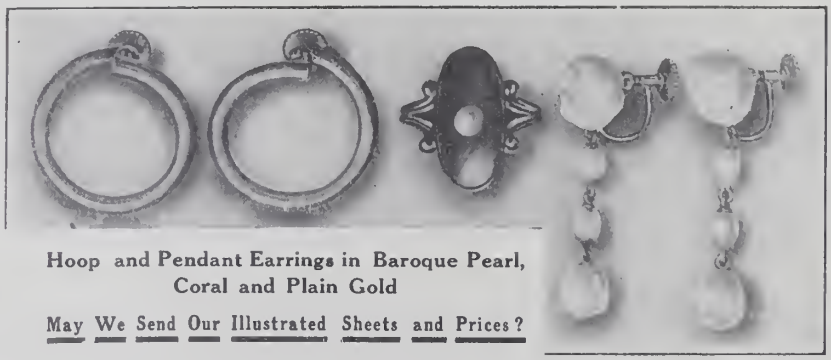
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Novelty Jewelry Always In Vogue

Baroque Pearl, Coral, Amethyst and Turquoise
Earrings, Brooches and La Vallieres
14 Karat Gold
That Range In Price From $2 to $18 Each

Ludwigs

Manufacturers of Unusual 14-Kt. Jewelry
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Hoop and Pendant Earrings in Baroque Pearl, Coral and Plain Gold

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For Necklaces, Neck Chains and La Vallieres. The latest, best and **safest** ever invented. For sale by all Wholesale Jewelers, Jobbers and Material Houses, also with Neck Chains by Chain Manufacturers. Sample by mail 15c., in 10K. gold 50c., 14K. 75c. Made and guaranteed by **The N. L. Saflok Co., 75-77 Nassau St., New York.**

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MADE IN A VARIETY OF DESIGNS IN

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Actual Size
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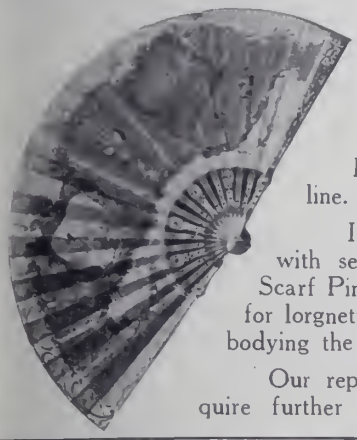


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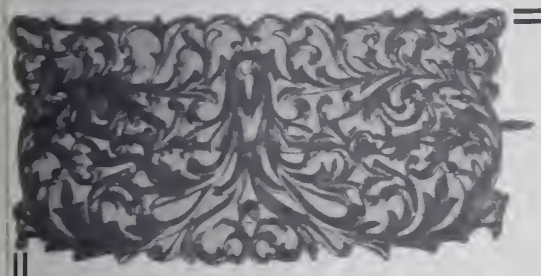
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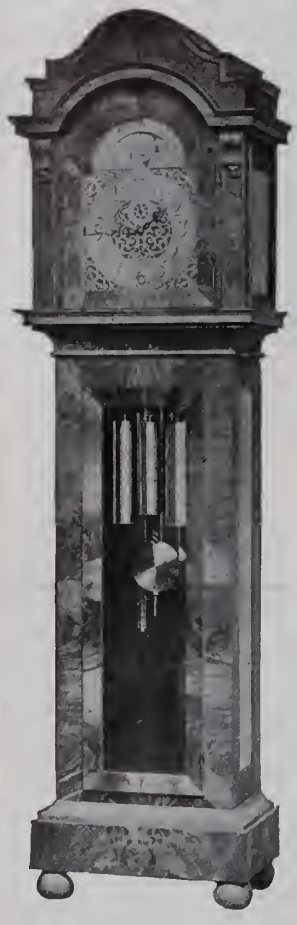
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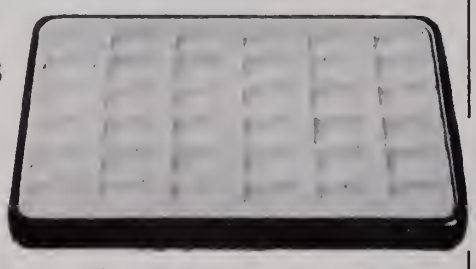
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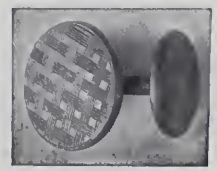
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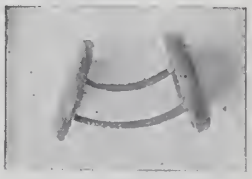






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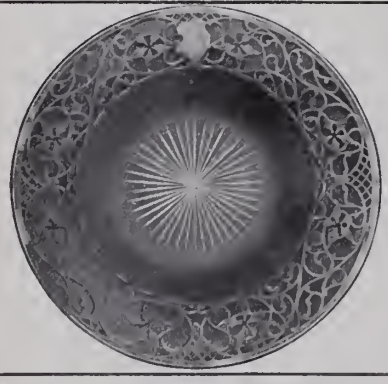
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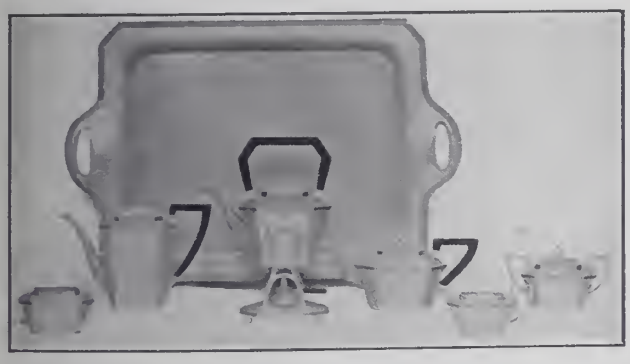
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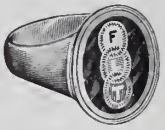
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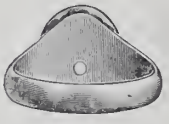








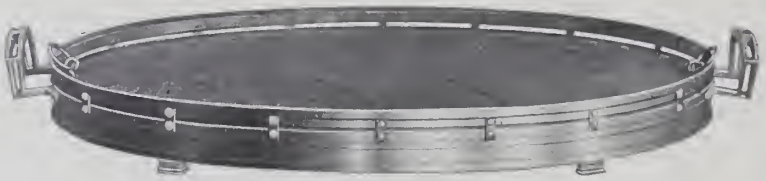




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¶ Through this medium, we desire to thank the Jewelers who visited our Exhibition for their courtesies shown this Firm.

¶ These advertisements, pertaining to our Exhibition, will cease with this issue for the present. We, however, will make some special issues within the next few weeks pertaining to our remarkable patented "Phenoma" Watch.

¶ Starting the latter part of this week, our different representatives will visit our clientele throughout the United States with our stock of new and beautiful productions.

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5 North Wabash Avenue, CHICAGO 150 Post Street, SAN FRANCISCO

THE JEWELERS' CIRCULAR
WITH WHICH ARE CONSOLIDATED
THE HOROLOGICAL REVIEW
THE JEWELERS' WEEKLY THE JEWELERS REVIEW

VOL. LXIII. WEDNESDAY, SEPTEMBER 6, 1911. No. 6.

A Unique Specimen of "Alchemistic" Gold.

By CHAS. A. BRASSLER.

ADMITTING the debt that modern chemistry owes to the alchemists of old, in the shape of elements, processes, formulæ, calculations and apparatus they discovered and perfected, and some of which are used to-day in scientific research, they surely were unquestionably masters in all the arts of trickery and deceit. The means they adopted to hoodwink their victims and those especially entrusted with their exposure, can only be surmised, but it is none the less remarkable that the "arti-artificial gold" they produced, specimens of which are still preserved, was on different occasions examined and tested by mint-masters and other experts, and declared by them to be genuine.

They were adepts, for one thing, in making up their "gold" in combination with ivory, enamel, pearl, etc., in such forms that its submission to the comparatively simple specific gravity test was impracticable, nor did they hesitate to impart to alleged precious metal of their manufacture such artistic forms as would operate against their destruction for the purposes of test, while in other cases they made it up as articles of such a character that it would have been regarded as sacrilegious, or, at least, as a violation of social ethics to have destroyed them for experimental purposes.

In such cases, too, it was an easy matter for them to incorporate in the product some part of real gold, which, owing to its inconspicuous character, could be indicated as convenient for testing purposes. Of this character is the large medallion, with relief portraits of the ancestors of the House of Hapsburg "transformed into gold" by the famous alchemist Wenzel Seiler, and which is preserved in the collection of coins and medals at Vienna.

Although but one of numerous products of alchemistic art, *i. e.*, of specimens made by alchemists by the alleged transmutation of base metals or silver into gold, which are still preserved in the art collections of courts, or in museums, this is unquestionably one of the most interesting among them, and we have selected it for illustration.

This "masterpiece of alchemistic art" weighs 7,250 grammes and was "transmuted" by Seiler on the name-day celebration of the Emperor Leopold in 1677, before his eyes and those of the assembled court, by immersion in a fluid for two-thirds of its depth, "from silver into gold." Two notches in the upper and lower edges of the object show that, owing to the sentiment attaching to it as a work of art, representing the family history of the august dynasty, its injury was not to be contemplated, and the test of a piece cut from the edge suggested itself as the easiest way out of the difficulty. Of course, it would not be a difficult nor a very costly process to fit a real gold rim all around the edge, from which, at any point, pieces for testing could be cut without defacing the work of art.

One circumstance certainly confirms the foregoing premises, in no instance is a raw piece of metal, such as sheet, rod or ingot, to be had, that is claimed to be made of alchemist's gold; the character of such a specimen would have been too easily determined by the mint-masters and other experts.

If we ask ourselves how Seiler conducted the experiment with his specimen, the answer is not far to seek. In 1883, Bauer calculated the specific gravity of the specimen as 12.67. If we now remember that the specific gravity of silver is 10.5, and of gold 19.27, we are readily convinced that Seiler gilded a piece of silver by dipping it into a fluid. Whether he effected this with or without the aid of an electric battery cannot be decided.

Leopold's day in 1677 saw the climax of Seiler's favor with his imperial patron. Already on Sept. 16, 1676, he had been raised to the rank of Knight. Soon after the production of his above-mentioned



MEDALLION CONTAINING RELIEF PORTRAITS OF EMPEROR LEOPOLD AND HIS ANCESTORS, WHICH WAS SUPPOSED TO HAVE BEEN CHANGED FROM SILVER INTO GOLD.

"masterpiece" it was realized that the imperial favor had been bestowed on an unworthy subject, but it was deemed sufficient to drive the man away, without bringing him to justice.

But the human race, nevertheless, has to thank the fantastic art of the early gold-makers for several valuable discoveries. Thus Brandt in his experiments accidentally discovered the process of making phosphorus, and Boettger, too, while a prisoner in Saxony learned the composition of porcelain.

Stop and Think

of the convenience and safety of Larter Studs and Vest Buttons, consider the time and trouble they save — then you will realize why almost every man who sees our national advertisements becomes interested and ready to buy — and why it is distinctly to your advantage to carry our line in stock.



All this Fall, strong, comprehensive advertisements, such as the one illustrated, will appear in leading periodicals, which are read by prosperous people everywhere. They will show the advantages of Larter Studs and Vest Buttons, and explain our broad guarantee of satisfactory service. Furthermore, they will send prospective buyers into your store and all that you need is the goods. Isn't this a proposition worth considering? Think it over before you buy for your Fall stock.

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A Report Upon Precious Stones During 1910.*

By Dr. George Frederick Kunz.

(Continued from issue of Aug. 30.)

BERYL.

SOME remarkable beryls have recently been obtained in Brazil. On March 28, 1910, in a pegmatite vein at Marambaya, a village in the vicinity of Arassuahy, on the Jequitinhonha River, in the State of Minas Geraes, there was found the largest crystal of precious beryl (aquamarine) ever seen. In form it was a simple hexagonal prism with slight irregularities due to compression and terminated with a simple basal plane at both ends. This is the usual type of the green and blue "normal" beryls, as distinguished from the alkaline beryls. The crystal weighed 110.5 kilograms, was 48.5 centimeters high (19 inches), and from 40 to 42 centimeters (15¾ to 16½ inches) in its different widths. The crystal was so transparent that one could see through it from end to end. In color it was a greenish-blue, absolutely free from included impurities, the etched pittings having a definite crystalline form, but the crystal is traversed by a number of fractures.

This crystal was found by a Turk, who obtained it in what is known as a primitive mine, at a depth of from five to six meters; and only with the greatest difficulty was it transported by canoe to the coast, by way of the Jequitinhonha River and then shipped to Bahia, where it is said that he realized $25,000 for it. It is estimated that this crystal will furnish at least 200,000 carats of various sizes. This Brazilian specimen is absolutely unapproachable in the world, in its union of size and quality.

The basal plane is marked by deep hexagonal pittings from one to three millimeters in depth and three centimenters in length. Another unusual feature in this crystal is the development of a pronounced cleavage on breaking, giving a number of brilliant "beryloid" planes, sometimes quite smooth and almost perfect, for a width of five centimeters and a length of 10 centimeters. These perpendicular facets are parallel to each other and to the prismatic facets at different portions of the crystal, and are usually about five millimeters apart.

Another remarkable beryl, also from Marambaya, is a transparent crystal weighing 246 grams and measuring 12 x 8 x 6 centimeters. In form it is a water-worn, irregular fractured mass. Its general color is a sea green, but it presents a rich, deep blue tint when looked at in the opposite direction.

Enormous crystals of beryl have been found at some of the New England localities, but they are always more or less rough and opaque, and are liable to be much broken in removing them from the rock. Perhaps the largest specimen of a fairly well-shaped hexagonal prism was one obtained a few years ago at Blandford, Mass., for the collection of Lehigh University. It was about five feet in length and two feet in diameter.

MORGANITE (ROSE BERYL.)

A new and beautiful gem has lately been discovered and brought to the notice of those interested in jewelry and precious stones. This is the rose-colored beryl from Madagascar, for which I have suggested the name of morganite. The pink variety of beryl has been known for some years, but only as a mineral curiosity, and never of such transparency and richness of color as to render it suitable for cutting and setting as a gem. Both of these features, however, are found in the rose beryl of Madagascar, lately discovered; and it occurs, moreover, of sufficient size to yield large and elegant cut stones, far exceeding in dimensions any pink gems[1] known before. None of the pink gems except the pink topaz are found of a size to compare with the new morganite, the largest specimen of which weighs 98½ carats. Another, recently presented to the Morgan-Tiffany gem collection at the American Museum of Natural History, New York, is a rich rose-red stone, long oval in shape, weighing 57¼ carats. This is a gem of perfect quality, and one of the finest examples in existence.

The rose beryl, together with other gem minerals, is found at Maharitra in the valley of Sahotony, an affluent of the Manandora River, which flows along the base of the western slope of Mount Bity, Madagascar. The minerals occur in numerous veins of pegmatite which penetrate alternating layers of metamorphosed limestone-mica schist and quantzite, and sometimes attain a thickness of nearly 100 feet. They consist of quartz, amazonite (microcline) often in fine colors, albite, lithia and tourmaline, lepidolite in deep shades, etc. In these veins magnificent crystals of tourmaline, beryl and kunzite have been found, usually in large cavities, or "pockets," as is also the case with the same species of minerals in the pegmatities of Maine and southern California.

The mineral wealth of the region of Mount Bity has been somewhat known since 1886, but only very recently has it been explored and developed.[2] The first description of the pink beryl was published in 1886 by Damour.[3] In 1902, Prof. Alfred Lacroix, of the Museé d' Histoire Naturelle, of Paris, refers in a pamphlet on the mineralogy of Madagascar, to the occasional finding of pink beryl, but only as detached fragments, none having been seen in place, though Prof. Lacroix judged it to have come from decomposed pegmatite.[4]

Within the last three years, however, the region has been explored, and the beryls traced to the pegmatite veins, where they are associated with colored tourmaline and kunzite, very finely crystallized, together with other species, all rich in boron, beryllium and lithium. These remarkable discoveries have been described by M. Lacroix since 1908.[5]

A similar pink beryl was found in pegmatite associated with kunzite and colored tourmaline, at Pala, San Diego County, California, and also in like association at Haddam Neck, Conn. The crystals, however, though of large size, are pale and not transparent. The Madagascar occurrence furnishes splendid specimens of gem quality, of a true rose-pink, a pure, clear color, with less of the magenta tint than is found in tourmaline, and lacking the lilac of the kunzite. It is obtained in larger, finer stones than any other pink gem mineral.

I described this new gem-stone before the New York Academy of Sciences, Dec. 5, 1910, and proposed for it the varietal name of "Morganite," in honor of J. Pierpont Morgan. This was felt to be eminently fitting in view of the great interest which he has taken in the subject of precious stones and his liberal aid in forming collections thereof. When the question arose as to preparing an exhibit of American gems and gem minerals for the Columbian Exposition in 1893, it was he who furnished the means to carry out the plan as proposed by me. He afterward purchased the collection and presented it to the American Museum of Natural History at New York. He did the same in regard to a similar collection for the Pan-American Exposition in 1901, and again purchased it for the Museum, thus enabling that institution to possess the most complete collection of the kind anywhere in the world. A similar gem exhibit was prepared by me for the Paris Exposition of 1900, and Mr. Morgan likewise purchased this one and presented it to the Museé d' Histoire Naturelle at Paris. Such generous services well deserved permanent recognition in the literature of precious stones.

The physical characters of this mineral are of extreme interest. Its specific gravity and its refractive indices are higher than in the ordinary varieties of beryl. These features are also found in pink beryls from several other localities, and are connected with a difference in chemical constitution, the beryllium being partly replaced by alkali metals and in particular by caesium. Not all pink beryls, however, present these peculiar features, but only those in which the alkaline replacement appears. We are thus led to recognize two distinct types of beryl, the normal and the alkaline, with differences in density, in optical properties, and to some extent in crystalline form. This subject has been discussed by W. E. Ford and by M. Lacroix.

When exposed to the Röntgen rays the

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[1]The only stones of this color have been pink tourmaline, pale spinels and rubies and pink topaz, which is not strictly a natural gem, being changed in color by heating the yellow variety, and also the lilac spondumene (kunzite) which can hardly be called pink.

[2]A. Dabren. "Les Pierres Précieuses de Madagascar;" Bull. Economique, 4me trimestre; Tananariva Mad., 1906.

[3]Bull., Soc. Miner. de France, IX., 153, 1886; cited in Dana's Mineralogy, 6th ed., 1892, p. 407

[4]Madagascar au dëbut du XXme Siècle; Société d'Editions Scientifiques et Littéaires, Paris, Jan., 1902.

[5]Bull., Soc. Miner. de France, XXXI., p. 50, 1908; and pp. 218-247 (Les Minéraux des filons du pegmatité lithique de Madagascar), 1908.

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new beryl assumed a brilliant cerise color under a tube of moderately low vacuum with about 12 or 15 amperes through the tube. When the current was increased the brilliancy of the stones increased to a fiery red glow, but with no phosphoresence as in kunzite after the rays were shut off.

MOLDAVITE.

This mineral has been sold as a gem for 50 years, much of which was glass. Certain peculiar vitreous spheres, from one to two centimeters in diameter, resembling moldavite (popularly known as "bottle-stone"), have been found at Oberkaunitz, Dukowan and Prussinowitz in Moravia, and at Pardubitz in Bohemia. Many have regarded these spheres as "prehistoric glass beads," more especially as they are usually found with bronze objects in prehistoric graves. However, Profs. E. Weinschenk and H. Steinmetz, of Munich, who have carefully examined the spheres, are disposed to believe that they are meteorites. Their chemical composition differs from that of any known mineral and also from that of ancient or modern glass, and the specific gravity and the optical properties also differ from those of glass. The surface is curiously etched, but bears no trace of the weathering frequently remarked in specimens of glass that have been long buried. Whether natural or artificial products, it seems probable that these spheres were used for ornamental purposes.

Rounded glass pebbles with pittings and markings analogous to those observable in moldavites have been found in Australia, Java Borneo, and in the island of Billiton. While each group offers certain differences there is a strong general resemblance, and Prof. Suess, who has made a most exhaustive study of the whole subject, and who firmly believes in the meteoric origin of these pebbles, has proposed for all of them the common designation "tektites." In a recent paper George P. Merrill, Curator of Geology in the United States National Museum, gives his reasons for differing from this view. He finds that many obsidian pebbles show similar markings, the result of abrasion or weathering, and he has been able to produce artificially some of the characteristic pittings seen on the moldavites by subjecting a dark obsidian from near Reno, Nev., and Yucca in Mohave County, Arizona, to the action of dilute fluorhydric acid. Mr. Merrill also draws attention to the fact that very small meteorites rarely, if ever, show pittings or flutings.

TOURMALINE.

Tourmalines of all colors have been used as much as ever, notably on account of the remarkable find in the Mount Bity district, Madagascar, and also because of the quantities taken from the State of Minas Geraes in Brazil.

In the United States the regions of Pala, San Diego County, and Mesa Grande, San Benito County, California, are still furnishing large quantities of the rich red rebullite and other colored tourmaline crystals, many of those from the latter locality being green, or green and red, in the banded zones. For some years large quantities of these stones, little valued or appreciated by European lapidaries, were sold to the Chinese, who work them with remarkable skill and beauty of workmanship into peculiar *en cabochon* forms, or pierce them in quaint Chinese fashion. They are then mounted and sent out into the world as of Chinese origin.

In 1910, near Poland, Me., adjoining the Berry property, feldspar was found in connection with tourmaline, and on the adjoining property of F. L. Havey, a remarkable **cavity of tourmalines** was found. These were green; many were indicolites, and frequently the terminations were either white or red. Many of the green crystals when broken show pink centers. In all, several hundred crystals were found, but very exaggerated newspaper statements appeared concerning the value of the find.

PERIDOT.

The announcement is made that unworked deposits of peridot have been found in the Red Sea Islands, Rahamah and Kad-Ali. It would be very interesting if either of these islands could be identified with the Island Topazos where, according to Pliny, in the authority of Juba, the topazos (our peridot) was first discovered. There has also come to light in Alexandria, Egypt, a valuable find of peridots, some thousands of these stonies having been taken out at a depth of less than 10 feet. The theory that these peridots were buried by the Egyptians in the foundations of their houses, more than 1,500 years ago, in the belief that the peridot was a stone of good omen and would add to the stability of the house, has much to recommend it.

JADE.

Green material such as jade, either that found in New Zealand of the very minute green specks that are cut from white matrix or else the jadeite of Burma, enjoys a considerable vogue. A small necklace of jade beads, each one measuring less than ¼ in. in diameter, is valued as high as from $1,000 to $3,000, and a single stone for a ring of rich green material is valued as high as from $200 to $400. Jade thumb-rings have been quoted occasionally as selling in China for as high as $15,000 to $20,000 each.

MOONSTONE.

An extensive deposit of moonstone has been developed in Ceylon with the result that a greater number of moonstones, of good quality, than heretofore have been sent to the gem markets of the world. Some of these are superb stones with rich blue reflections.

OPAL.

The black opals from Lightning ridge, New South Wales, Australia, were found in great quantities and in a greater variety than ever. Some of them are, if possible, more beautiful than any previously discovered. Many have the characteristics of being not only opalescent on one side, but one part of the opal is almost black or gray, or colorless. Many of them have rich, intensified colors, either of a yellow, blue-gray or gray background. They have been unusually popular; but whether the prices paid for them are justified, considering the material and its fragility, has been questioned by many jewelers, as many of them have brought from $25 to $150 per carat. There seems to be an abundance of the material in the hands of most dealers, but whether these prices can be maintained, time only can show. It is estimated that £100,000 of this material has been sold within the last five years.

AMBER.

The amber mines on the Baltic coast, near Palmniken were worked prior to 1899 by a private company, the privilege being leased at a low annual rental from the State. In 1899, however, the Prussian Government bought this lease, paying 10,000,000 marks ($2,400,000) for it, and the State is said to have made a profitable investment in so doing. The shaft from which the amber deposits are taken, is provided with a thoroughly efficient hoisting and pumping gear, and the product is conveyed from the mine to Palmniken by a railroad spur connecting at that place with the main line. The depth of the shaft is about 60 feet and the drifts have in all a length of about two miles. The annual production of amber here is about 350 metric tons, representing 95 per cent. of the total amount of amber secured. The material occurs in a bluish-gray, sandy clay, underlying the upper tertiary strata and belonging to the lower oligocene series.

After the raw material has been treated in Palmniken, the amber is shipped to Konigsberg, where it is carefully examined and classified. The masses are not generally large, although one weighing 15 pounds was found. A large number of the smaller pieces are subjected to a high temperature and to great pressure and thus compressed into blocks of considerable size; this artificially formed material is known as "amberoid." The sales of the State agency in Konigsberg for 1909 are given as 50,000 kg. of crude amber, worth 21.90 marks per kg., and 23,680 kg. of amberoid; besides this the by-products were 147,000 kg. of fused amber, 500 kg. of succinic acid and 13,560 kg. of amber oil. In 1910, on about the same output, the Government realized a profit of 898,000 marks, or about $215,000.

JET.

Jet is still mined to a limited extent in Whitby, on the northeast coast of England, where it has been mined and worked for many centuries. Fifty years ago the jet industry here gave employment to 1,500 persons, but to-day there are only 30 workers, many of them old, as the returns are poor owing to the fall in the price of jet. English jet also suffers from competition with Spanish jet, which is harder and more brittle.

PEARL.

The reports from the pearl fisheries of the Bahrin Islands for 1910 show that during that year pearls to the value of 109,000 rupees were exported, while in 1909 the exports were only worth 53,000 rupees. Of the production for 1910, India took pearls to the value of 69,900 rupees and France to the value of 40,000 rupees, the French pearl importers having a representative on the spot. The population of the islands is said to have increased notably of late owing to the improvement of the fisheries. Mother-of-pearl valued at 8,240 rupees must be added to the total production of

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pearls for 1910, most of this material now going to Hamburg, instead of to London, as was formerlly the case.

The Ceylon pearl fisheries gave a fairly abundant yield of pearls for six consecutive years, from 1902 to 1907, doubtless owing to the fact that they had not been explointed for 12 years prior to 1902. In 1908, however, very few pearls were secured, and an examination of the beds gives little hope for a successful season before 1915 or 1916. This indicates that the English company which secured a lease of these fisheries for 20 years from 1905 will not realize any considerable profits from the undertaking. As the fisheries in the Persian gulf are also declining in production, and those in the Philippines have not yet been systematically exploited, the price of pearls is likely to increase in the near future even more rapidly than in the past.

The fresh-water pearl fisheries in the United States continue to furnish many fine pearls. The value of those obtained in Illinois during the past season is estimated at $100,000, of which sum $10,000 is credited to the Fox river, $15,000 to the Rock river, and the remainder largely to the Illinois river, whence came a great part of the mother-of-pearl for use in button manufacture. Owing to prevailing low water so many shells were gathered that the price fell from $25 to $15 per ton.

The importance and value of the pearl fisheries of the Mississippi Valley region, and the danger of their exhaustion by too extensive exploitation, has directed attention to the necessity of doing something to preserve them. Restrictions imposed by legislative enactment are difficult to enforce and are often calculated to interfere with a legitimate development of the industry. The really effective remedy has been found in a scientific culture of the mussels, and this has proven successful at the very outset. Recently Congress provided for the establishment of a station, covering 60 acres, at Freeport, Ia., directly on the banks of the Mississippi, and here the best means for preserving the pearl-mussel will be studied and put into practice by expert investigators. [THE END.]

Charms and Those Who Believe in Them.

ACCORDING to Emerson, the American philosopher, only the weak believe in luck. Nevertheless quite a number of famous people nowadays display a faith in amulets and luck-bearers, and this faith counts numerous adherents, especially in England.

Madame Esty never appears in public without a little green heart on a fine gold chain, and also greatly values a topaz which she has mounted on a brooch. This stone once belonged to a renowned Indian necromancer, to whom it gave the power of overcoming hunger and thirst. He was lying one night by the side of a suffering companion, he being himself wounded by a dart. He heard his neighbor groaning from the torments of thirst; he thereupon took the topaz from his breast, threw it to the sufferer and said, "Wear it on your heart and your parched throat will find relief." He then fell back dead. The strange command was obeyed, and when the grateful soldier looked around for his benefactor next morning the latter had vanished. In consequence of this legend this stone was believed to be suitable for singers, and Madame Esty holds it in due honor.

Miss Kellerman, the famous swimmer, has a talisman in the form of a diver. Mr. Streeter, of Bond St., the celebrated London gem expert, a man who is not afraid of spilling salt or doing other things supposed to bring ill luck, always wears on his watch chain a curious little sharp-edged seal discovered in an Egyptian coffin. He has carried it about with him for years, and declares he would not be without it for the world.



"THE ALCHEMIST IN HIS WORKSHOP." FROM A PAINTING BY DAVID TERNIER IN THE DRESDEN GALLERIES. (SEE TEXT ON PAGE 65.)

A Gorgeous Vase.

ONE of the finest specimens of ancient ceramic art in existence is the famous vase of blue glass, preserved, on a beautiful pedestal, in the National Museum of Naples. This precious object, which is said to excel even the well-known Portland vase, was found at Pompeii in a tomb belonging to the Villa of the Mosaic Columns.



A FAMOUS VASE OF BLUE GLASS FROM POMPEII; IN THE NAPLES NATIONAL MUSEUM.

The shape was first perfected in an opaque white glassy substance, a transparent blue glass vase being blown inside the first. Subsequently the figures were carved on the white outer layer, parts of this being taken away altogether so that underlying blue became visible as a background for the white figures.

The whole vase is covered with a network of vine tendrils, between which are vintage scenes enacted by winged genii. To the accompaniment of flutes the grapes are picked and trodden.

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Modeling as a Factor in the Production of Silverwork.

(Continued from issue of July 12, 1911.)

IT has been asserted by a certain school of critics that a good workman is seldom a great artist, as the artistic temperament objects to the fetters imposed by the limitation of the various materials used in what we nowadays term the artistic crafts. This is a fallacy which is happily giving way before the fact that in all countries we now find a rapidly growing number of craftsmen who have received a thorough art training. We in England, possibly through a somewhat belated start, have perhaps not yet quite reached the development of our neighbors across the Channel, where the very interesting work in the jewelers' and silversmiths' crafts shown every year in the Salons is a real revelation. Some of the work shown there is, I think, open to legitimate objections and not the sort of work which one should attempt to copy or reproduce in this country; but then, allowances must be made for French temperament, and we, on our side, should endeavor to cultivate thoroughly Anglo-Saxon type of work.

It is an undoubted fact that the best work has been produced and will be produced in the future by the craftsman who, besides going through an apprenticeship either in the workshop of a firm or in a properly-equipped school, has also received a thorough training in art as applied to his own particular craft. On reflection, it must be obvious that for the production of a successful piece of decorative silverwork, a knowledge of matters both technical and artistic is absolutely essential. It may, of course, be urged that an important piece of work might be designed by a good artist and made by a good workman, but I still think that that is a practical impossibility. It may sound feasible, but in practice, I have never yet seen a successful piece of work carried out under these conditions.

If a silver cup or trophy be required, entailing the use of figure work, both in the round and in relief, it is obvious that the person who designs the figures must also carry them out in the actual object. If, on the other hand, an artists were to design the figures and hand them on to a workman to execute who knew nothing, or very little about the construction of a figure or its decorative treatment, it is certain that, however well they may have been drawn in the first place, the result will be far from satisfactory. I have seen comparatively well-drawn figure panels to go round a cup, embossed and chased by another man, done in such a way as to absolutely ruin the work from an artistic point of view. On the other hand, it is almost equally essential that the man who designs the figures, besides being a capable draughtsman, should be a thoroughly competent workman. This is proved by the fact, whenever a picture-painter undertakes the design of figure-work for silver-work, it is never successful. Very often a painter is an expert draughtsman, but, not understanding the qualities of silver, or indeed any other metal, his figures—although eminently suitable for a pictorial composition—are quite unsuitable for decorative metalwork.

Of course, in these matters, no hard and fast rules can be laid down, but, as a general principle, a successful piece of metalwork must be designed and carried out by one man. By this, of course, I do not mean that it is essential for one person to personally carry out the whole object without any assistance, but he should have complete control over it, and he should be the moving spirit in the creation of the whole. He should be a good draughtsman and modeler, and have a thorough working knowledge of all the processes connected with his craft. As for the argument that really artistic person will never be a good and neat workman, that is a fallacy disproved by the capable artists of the Middle Ages and the Renaissance (who, in most cases, started their careers in the workshops of goldsmiths), and also of modern times, a notable example of the latter being Alfred Gilbert.

Modeling and a general knowledge of the figure, then, is such an important factor in the designing and making of a silverwork and also jewelry and other metalwork, that it should not be neglected by any craftsman who takes a really serious view of his work and its possibilities. Not only is this knowledge required in order to produce small figures in the round, to act as finals for the lids of cups, caskets, etc., but it is also necessary for relief work of any description.

Repoussé work and chasing has unfortunately died out to a large extent in latter years, much of the work which was formerly embossed and chased being now stamped up in dies, but there is no reason why a thorough revival in this most delightful branch of metalwork should not take place, at any rate, with the better class of work.

Needless to say, the use of figure work in the decoration and embellishment of cups, caskets or other objects must be carefully thought out. It must be in scale with the object itself, and express either a sentiment or illustrate the use of the whole work. When designing and modeling terminal figures for the lids of cups or caskets, its should be borne in mind that these are generally used to lift the lids, and therefore, besides making them decoratively effective, they should be convenient to handle, avoiding all extremely sharp edges and awkward projections which might easily be broken off. Much the same considerations apply to modeled handles of cups, bowls or such like. They should be eminently suitable for their purposes, made as interesting and decorative as possible, but they must be practical—that is to say, they must be above all, strong enough and large enough, taking into consideration the size and weight of the object to be handled, and they must be comfortable to handle, which means that here again sharp edges must be avoided.

With regard to relief figure-work panels, these, as a rule, should be kept rather low, avoiding so-called high relief unless it be protected by some form of heavy frame or molding. These considerations would, of course, have to be taken into account in the very early stages of the design, as the decorative effects of low or high relief work are decidedly different, and the general type of design with which the use of low relief work would be suitable, would be found to be quite out of place with high relief. It is in this appreciation of the fitness of things that the true artist is revealed, and it is in the carrying out of his ideals that he requires good and careful workmanship. W. S.

(To be continued.)

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813	Patek, Philippe & Cie.—C. Batifolier.
805	Vacheron & Constantin—C. Batifolier.

SECOND PRIZE.

797	Vacheron & Constantin—C. Batifolier.
790	Patek, Philippe & Cie.—C. Batifolier.
784	Patek, Philippe & Cie.—C. Batifolier.
779	L. Gallopin & Cie.—C. Batifolier.
774	Patek, Philippe & Cie.—J. Golay-Audemars.
771	Vacheron & Constantin—C. Batifolier.
769	Patek, Philippe & Cie.—J. Glay-Andemors.
761	Vacheron & Constantin—C. Batifolier.
760	Vacheron & Constantin—C. Batifolier.
759	Golay fils & Stahl—C. Batifolier.
756	Patek, Philippe & Cie.—John Addor.
755	Patek, Philippe & Cie.—C. Batifolier.
753	Patek, Philippe & Cie.—J. Golay-Andemars.
753	Golay fils & Stahl—C. Batifolier.
752	Patek, Philippe & Cie.—J. Golay-Andemars.
750	Golay fils & Cie.—C. Batifolier.
750	Patek, Philippe & Cie.—J. Golay-Andemars.
750	Patek, Philippe & Cie.—J. Golay-Andemars.

THIRD PRIZE.

749	Patek, Philippe & Cie.—C. Batifolier.
747	Patek, Philippe & Cie.—C. Batifolier.
743	Patek, Philippe & Cie.—C. Batifolier.
741	Patek, Philippe & Cie.—L. Bott.
738	Wittnauer & Cie.—C. Batifolier.
733	Patek, Philippe & Cie.—C. Batifolier.
731	Patek, Philippe & Cie.—C. Batifolier.
731	L. Gallopin & Cie.—C. Batifolier.
731	Golay fils & Stahl—C. Batifolier.
730	Patek, Philippe & Cie.—C. Batifolier.
728	Patek, Philippe & Cie.—J. Golay-Andemars.
727	Patek, Philippe & Cie.—J. Golay-Andemars.
725	Golay fils & Stahl—C. Batifolier.
723	Golay fils & Stahl—C. Batifolier.
722	Vacheron & Constantin—C. Batifolier.
719	Patek, Philippe & Cie.—C. Batifolier.
719	Patek, Philippe & Cie.—C. Batifolier.
718	L. Gallopin & Cie.—C. Batifolier.
716	A. Pavid—A. Pavid.
712	Patek, Philippe & Cie.—J. Golay-Andemars.
708	Patek, Philippe & Cie.—W. Beaufrerè.
704	Patek, Philippe & Cie.—C. Batifolier.
701	Patek, Philippe & Cie.—J. Golay-Andemars.

Next follows 60 honorable mentions (699 to 603). Series contest between makers. Average for the five best pieces:

FIRST PRIZE.

Points.	*Makers.*
802	Patek, Philippe & Cie.
789.8	Vacheron & Constantin.

SECOND PRIZE.

771.8	Golay fils & Stahl.

THIRD PRIZE.

718.8	L. Gallopin & Cie.

HONORABLE MENTION.

593.2	A. Pavid.

Series contest between adjusters:

FIRST PRIZE.

Points.	*Adjusters.*
829.6	C. Batifolier.

SECOND PRIZE.

759.6	J. Golay-Andemars.

HONORABLE MENTION.

598.8	Paul Wehrli.
593.2	A. Pavid.
564.6	Henri Wehrli.



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RAREST GEMS IN DIAMONDS, RUBIES, EMERALDS AND SAPPHIRES, MOUNTED AND UNMOUNTED

Clocks, Watches, Jewelry and Gems Imported Into Canada.

TORONTO, Can., Aug. 30.—The monthly report of the Canadian Department of Trade and Commerce for March gives the value of imports for home consumption as follows:

	Month of May,		Two months ending May,	
	1910.	1911.	1910.	1911.
Clocks:				
United Kingdom	$1,770	$4,184	$4,362	$6,196
United States	32 341	27,495	61,095	50,024
Germany	5 689	10,070	9,643	15 487
Other countries	2,529	1,697	4,559	2,015
Totals	$42,329	$43,448	$79,659	$73,722
Watches:				
United Kingdom	$3,972	$5,801	$6,914	$14,169
United States	57,943	59,429	103 948	96,849
France	482	166	482	464
Switzerland	23 332	14 908	44,822	28,778
Other countries	974	2,793	1,472	5,448
Totals	$87,703	$85,097	$157,638	$145,708
Jewelry:				
United Kingdom	$32,688	$32,871	$56,990	$60,762
United States	54 382	48 198	118 729	106,373
France	10,103	7 078	13,537	9,229
Germany	13,563	15,125	17,931	25,945
Other countries	4 215	7,243	6,772	10,766
Totals	$114,951	$110,515	$213,959	$213,073
Gold and silver and manufactures of:				
United Kingdom	$35,847	$46,413	$62,779	$74,010
United States	23,809	21 477	41 820	43,316
Germany	5,900	2,838	8,476	6,199
Other countries	2,447	2 668	3,531	4,938
Totals	$68,003	$73,396	$116,606	$128,463
Nickel-plated ware:				
United Kingdom	$10,600	$9,642	$15,494	$15,762
United States	55,195	70,762	102,711	123,646
Other countries	1,238	1,785	1,373	3 837
Totals	$67,033	$82,187	$119,578	$143,245
Precious stones of all kinds and imitations of (dutiable):				
United Kingdom	$8,691	$35,025	$38,668	$49,629
United States	2,338	4,099	7,400	8 238
France	4,164	11,172	32 182	21,011
Germany	5,618	2,722	8,010	5,399
Other countries	337	1,543	712	2,271
Totals	$21,148	$54,561	$86,972	$86,548
Precious stones of all kinds and imitations of (free):				
United Kingdom	$62 867	$44 360	$237,811	$118,519
United States	20,239	36 343	37,535	43,417
Belgium	.....	42,598	.....	51,964
France	17,101	15,945	48,495	32,889
Holland	18,732	89,978	30,979	224,035
Other countries	25,458	6,872	98,443	6 872
Totals	$114,397	$236,096	$453 263	$477,696

Hamilton, Ont., Jewelers Hold Successful Outing.

TORONTO, Ont., Aug. 31.—The jewelers of Hamilton, Ont., held their fourth annual outing on Wednesday, Aug. 23, at Ainslie Park. It was a very successful and enjoyable occasion, upwards of 110 being in attendance.

There was a highly interesting program of games and sports, the first event being a baseball match for a handsome silver trophy presented by the Meriden Britannia Co., which was competed for by teams representing the Levy Bros. Co. and Geo. H. Lees & Co. The latter were the winners by a score of 9 to 7.

Another feature which excited keen interest was the jewelry proprietors' sweepstakes, the race of 50 yards being open to those of 35 years and over, which was won by Norman Ellis after a very close contest. A tug of war between wholesalers and retailers was won by the retail men.

A supper wound up the proceedings, at which the prizes were presented by Mayor George H. Lees, who made a fine address, dwelling on the progress and prosperity of the jewelry trade.

Speeches were also made by Joseph Levy, Norman Ellis, John Peebles, James Davidson, and others. Alfred H. Baker, the chairman of the picnic committee, to whose energetic services the success of the gathering was largely due, was presented with a briar root pipe as a testimonial.

The other members of the committee were Fred Claringbowl, J. C. Diggins, Norman Ellis, Joseph Levy and Stuart H. Lees.

S. M. Nathan, retail jeweler of Fitchburg, Mass., is ill at his home.

Cassius E. Martin, Taylor, Nebr., has transferred his business to Anselmo.

Leslie N. Currier has succeeded Currier & Libby in their business at Amesbury, Mass.

Death of Charles C. Penfold.

BUFFALO, N. Y., Aug. 29.—Charles C. Penfold, a well-known engraver and designer of emblems and jewelry in New York State, and an engraver of great skill, died at his home, 486 Potomac Ave., after a year's illness, Aug. 27.

Mr. Penfold was born in Lockport, N. Y., 55 years ago, and was educated there. In 1879 he began in business as a manufacturing jeweler in Buffalo. He occupied a store in Swan St. between Main and Washington Sts. He was a designer of originality and skill, and known for his fine work all over the State.

His designs and engraving have been unequaled for many years. With an increase of business he removed to offices at the Law Exchange building, where his business as a manufacturing jeweler steadily increased under the supervision of himself and his son, Charles C. Penfold, Jr. He was prominent in military circles, being in active service as a member of the State National Guard for eight years. Mr. Penfold also held the position of regimental inspector of rifle service for many years. He was an expert in marksmanship and won many trophies, including the Laflins Badge, the Bay View Rifle Badge and the Veterans' Marksmanship Badge.



THE LATE CHARLES C. PENFOLD.

The funeral was held on Wednesday afternoon, Aug. 29, under the auspices of Queen City Lodge, F. and A. M.

Deceased was a member of Queen City Lodge 358, F. and A. M., Keystone Chapter, 163, Lake Erie Commandery, Buffalo Consistory, Ismalia Temple, Zuleika Grotto, the 74th Regiment Veterans' Association and the Exempt Firemen's Association.

He is survived by his widow and one son, Charles C. Penfold, Jr.

Alfred H. Ewert, Ukiah, Cal., died recently. His business will be discontinued.

M. W. Marsh has succeeded Marsh & Wagoner at West Newton, Pa.

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Heller's are the true Synthetics. Heller's Rubies and Sapphires are unquestionably superior to all other scientifically made stones and cost no more.

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Recent Decisions by Board of United States General Appraisers, New York, on Imitation Jewelry, Insignia, Etc.

A number of decisions of interest to the trade have been handed down by the Board of United States General Appraisers in the past week, which decide protests as to the duty assessed on imitation jewelry and other merchandise.

Insignia of the Knights of the Royal Order of the North Star must pay a fine equal to the duty, which is $6,000. F. H. Daniels acted as importer for the Knights. It appears that the insignia arrived in this country by mail. The Collector reports that the insignia is to be worn on the person in lieu of the decoration itself, which would, in his opinion be free of duty. The insignia was classified for duty as jewelry, and duty exacted at the rate of 60 per cent. ad valorem. The protestants claims it to be free of duty under Par. 624, of the present Tariff Act, which refers to medals of gold, silver or copper, and other metallic articles actually bestowed as trophies or prizes, and received and accepted as honorary distinctions. Judge Somerville states in his decision for the Board that no sample of the merchandise was produced, while no testimony was offered. As the records stand, it is held that the Collector's assessment is correct and cannot be reversed.

Cohn & Rosenberger entered protests against the assessment of duty on a number of articles of imitation jet jewelry, including hat pins, bar pins, brooches, combs, hair pins, fan chains, bracelets, buckles, etc.

Duty was assessed at 60 per cent. as jewelry under Par. 434, or at 60 per cent. under Par. 100, as articles in chief value of cut glass. The Board finds the merchandise not to be jewelry, and not in chief value of cut glass, but of paste cut, and dutiable at 45 per cent. ad valorem, under Par. 112 of Par. 193 of the Tariff Act of 1897. The protests are sustained. Real coral strands temporarily strung were held to be dutiable at 10 per cent under Par. 435. Hard rubber belt buckles and pins were held dutiable at 35 per cent. under Par. 450. Imitation pearl beads temporarily strung and made of wax and paste, were held dutiable at 25 per cent. under Par. 448.

Reiss Bros. & Co., Chicago, imported cigarette cases of gun metal valued at over 20 cents per dozen pieces. Duty was assessed at the rate of one cent each, plus three-fifths of one cent per dozen for each cent the value exceeds 20 cents a dozen, plus 25 per cent. ad valorem under the provisions of Par. 448 of the Act of 1909. It was claimed that the cigarette cases were dutiable as smokers' articles at 60 per cent. ad valorem, under Par. 475 of the same act. The Board followed other decisions, held the merchandise to be dutiable at 60 per cent. ad valorem as smokers' articles under Par. 475, as claimed by the importers.

H. B. Claflin & Co., New York, imported necklaces, bracelets and other articles of personal adornment composed of gilt ornamental work set with imitation precious stones. They also imported hat pins, combs and other articles set with black paste glass or imitation jet, together with belt buckles composed in chief value of base metal or paste. Duty was assessed at 60 per cent ad valorem, under Pars. 100 and 434 of the Act of 1897. The Board held that the merchandise in the first finding is commonly known as jewelry and dutiable at 60 per cent. as assessed. The articles in the second and third findings were found not to be commonly known as jewelry, and the claims in the protests of a duty at 45 per cent. under Pars. 112 or 193. The decision of the collector is modified accordingly.

Protests of the King Collar Button Co., and D. S. Hesse & Bro., both of New York, related to incomplete collar or cuff buttons composed of metal. The goods were assessed for duty under Par. 427, of the Tariff Act of 1909, at 50 per cent. ad valorem as buttons not specially provided for. It was claimed that the articles were dutiable at three-fourths of one cent. per line gross, and 15 per cent. ad valorem as buttons or parts of buttons of metal, not specially provided for. The protest is sustained by the Board.

A protest by Ralph Pierson & Co., dealing with the classification of rosaries, was decided in favor of the importers.

Two Thieves Wanted in Boston, Mass., Arrested Upon Their Release from Austrian Prison.

Joseph and Jacob Goldberg, who are wanted in Boston on a charge of having participated in the robbery of a jeweler's safe there and having stolen $30,000 worth of jewelry, arrived at New York Quarantine Sunday night on the *Martha Washington* from Trieste, Austria. They were in custody of Inspectors Hugh J. Lee and M. H. Cronin, of Boston, and were taken to that city. The Goldbergs were arrested on their release from an Austrian prison, to which they were sent for robbery. After an unsuccessful attempt to avoid extradition, the police say the prisoners tried to escape at the pier at Trieste and fought so vigorously that the Boston officials had to seek aid from the Austrian police.

The Goldbergs and Harris Rothstein were arrested in New York in March of last year by Central Office detectives. The alleged safebreakers came to this city a few days after the robbery of the store of Samuel Ullian, Boston. They were arrested in an East Side tenement house. When arraigned before Magistrate Barlow in this city on March 26, 1910, they were held pending further investigation by the Boston authorities. It was asked that bail be fixed at $30,000, but they were held in $10,000 bonds in each case. Later the bail was cut to $5,000, and the men escaped.

Harris Rothstein was traced to a prison in Austria, and when released was arrested and brought back to this country. He arrived in Brooklyn Aug. 15 in the custody of Inspector Thomas Lynch and was taken to Boston.

The police describe Rothstein and Jacob Goldberg as safebreakers with records, while Joseph Goldberg is listed as a burglar. Many thousands of dollars were spent in the search for the three men.

Preparations Under Way for New York State Optometry Examinations.

ALBANY, Aug. 30.—Optometry examinations will be held in New York State Sept. 26-28, and preparations are now being made by the New York State Education Department for the examination of candidates. The examinations scheduled for June were postponed to enable some candidates to take the State test of efficiency who would be qualified under an extension of time.

Thus far, no candidates have filed application for blanks for the examination. These can be had upon application to the authorities here. A new law affecting optometrists went into effect Jan. 1, 1909, which has resulted in much more exacting and technical tests. Application blanks must show that candidates possess a preliminary education equal at least to a two-year course in a registered high school, or has graduated from a school of optometry.

A unique feature of the application is that the candidates must affix to one of the blanks a photograph of himself. In the event that the examination is successfully passed a duplicate photo is attached to certificate furnished by the State Board of Regents. This precaution is taken in order that there will be no possible opportunity of deception on the part of those who might seek to be dishonest.

In the opinion of Dr. Augustus S. Downing, first assistant commissioner of education, more attention will be paid to the subject of optometry by the colleges and universities of the State of New York.

A commendable feature of the introduction of the study of optometry into the various State colleges and universities is the effect the course will have on the private correspondence schools, which are disposed to give the unsuspecting a spattering in a knowledge of optometry at small cost. The ill-informed product of these correspondence schools seldom is capable of accomplishing any good for those in need of the services of an optometrist. It is true that after a time such practitioners gather unto themselves a large number of patients, who, not realizing the possibilities of danger from unskilled treatment, are wont to consult them because of the cheapness of their fees. With the introduction of a course in the large institutions, where the student will be trained under the skillful guidance of well-informed masters, there will follow a diminution in the general practice of the unskilled class of optometrists and the gradual upbuilding of a practice by well-trained eye specialists.

Wallace Quencer, a prominent jeweler of Watertown, N. Y., had a narrow escape from a serious accident while driving his automobile one day last week, when Mr. Quencer's car and another machine crashed together near Campbell's Point, N. Y. As Mr. Quencer was driving the car near a turn in the road another automobile suddenly came around the turn, and had it not been for the quick application of the emergency brake a serious accident would have resulted. As it was both cars were badly damaged and the occupants shaken up.

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Highwaymen Hold Up and Rob Jeweler of Valuable Diamonds.

The Brooklyn police are bending every effort to catch three masked men who on the night of Aug. 29 held up Samuel Feingold, a jeweler at 91 Belmont Ave., beat him into unconsciousness and then robbed him of $3,000 worth of diamonds. On account of many recent robberies, Mr. Feingold, after locking his store for the night, has taken the stock of diamond jewelry to his home in a satchel for safe keeping, and his neighbors had come to know of this custom, and it was thought probable that the highwaymen also knew of it.

At about 10.30 on the night he was robbed, Mr Feingold locked his store and started home with the satchel containing the diamonds. In a lonely spot near his home, three men in black masks stopped him, and, without a word, began to beat him with blackjacks. One of the men struck the jeweler a stunning blow on the back of the head, and he dropped senseless. They then seized the bag and ran. Half an hour later a pedestrian discovered the jeweler lying on the walk, and quickly notified a policeman. The officer saw that Mr. Feingold was injured about the head, and with the aid of a citizen carried him to the Liberty Ave. police station, where an ambulance from St. Mary's Hospital was summoned. After the surgeon had revived the injured man he told what he knew about the holdup.

The jeweler said the bag contained about $3,000 worth of diamonds, which represented the savings of years. The only description he could give of the men was that they were young, of heavy build and of average height. He explained that it was too dark for him to notice their clothing. The police have very little to work upon in tracing the highwaymen.

Watchman Robs Denver, Colo., Jewelers Who Employed Him for Protection.

DENVER Col., Aug. 30.—In a confession made to Chief Armstrong, Harry T. McCoy, a special policeman, admits having entered and robbed several business houses on his beat, and tells how he secured entrance in each instance and what plunder he obtained. Three of the firms robbed by him have been paying him stated sums monthly to furnish them protection against the very crime he committed.

Among the places he entered are the Capitol Jewelry Co. and another store on 15th St. He was employed as a watchman by the proprietors of the two other places he robbed. He had been trying for several months to secure a commission as watchman for the Capitol Jewelry Co.

He stored most of his stolen goods in a room in the basement of the Enterprise block and turned it over to the police after confessing his guilt.

Glenn T. Ray has succeeded to the business of G. T. Ray & Co., Osceola, Nebr.

The business of Vickery & Holl at Attica, N. Y., has been taken over by Edward B. Holl.

Creditors Refuse Offer of 25 Cents Made by Harry Mermelstein, New York.

A meeting of the creditors of Harry Mermelstein, a jeweler at 368 Grand St., New York, was held last Thursday afternoon at the office of his attorney, Henry Silverman, at 160 Broadway, at which time Mr. Mermelstein made an offer of 25 cents on the dollar, which was refused by his creditors. An involuntary petition in bankruptcy was filed against Mr. Mermelstein a short time ago by Charles Arnowitz, Simon Brand and John H. Cadmus. At that time it was alleged that Mermelstein had transferred his assets to an assignee.

At the meeting Thursday it was stated that the assets amount to $4 000, of which $3,000 is stock and $1,000 in fixtures. The liabilities were placed at $14,000, all in merchandise accounts. The attorney representing the debtor first made a cash offer of 20 cents, which was at once rejected. After a conference the offer was raised to 25 cents on the dollar, payable 20 cents in cash and five cents on notes. This offer was also refused, the creditors demanding at least 50 cents on the dollar.

After a good deal of discussion a committee of five was appointed to look into the situation and report at a subsequent meeting. The Jewelers Board of Trade is interested in the case and represents a number of creditors.

There are 48 creditors in all, of which number about 25 were present or represented at the meeting.

A petition in bankruptcy was filed against Mr. Mermelstein in March last, but he effected a settlement with creditors and the petition was dismissed and he was not adjudicated a bankrupt.

Providence Jewelers Getting Ready for Elaborate Jewelry Exhibition.

PROVIDENCE, R. I., Aug. 25.—The manufacturing jewelers of this city and vicinity who are interested in the coming jewelry exhibition to be made in connection with the Boston Chamber of Commerce Exposition this Fall, are pushing their preparations. But few of the Providence manufacturers will participate in the exhibition, but a number of the Attleboro firms will be represented. A number of firms have already agreed to enter and several others are to give their answer within a short time.

Chester I. Campbell, formerly interested with his brother in the silversmithing business in this city, who is general manager of the exposition, announces that the only three Providence firms that have announced their intention of participating are Wolcott Mfg. Co., Irons & Russell Co. and E. L. Spencer Co., although several others are considering the matter.

The exhibit is to be arranged in showcases, each firm having one for its own goods. There was some talk of having an exhibit of the methods of making jewelry from the start to the finish, but this was abandoned, as involving too much work. It has therefore been decided to display simply the finished products. Each firm will have the privilege of displaying its line and making its own arrangements as to the arrangement thereof.

Jewelry, Clocks, Watches, Silverware and Kindred Lines Exported from New York.

WASHINGTON, D. C., Aug. 30.—The following were the exports of jewelry, silverware, optical goods, clocks, watches and kindred lines from the Port of New York for two weeks just ended:

Algoa Bay: 3 cases plated ware $202; 52 cases clocks, $879; 2 cases watches, $1,513.

Amapala: 1 case plated ware $227.

Antwerp: 1 case jewelry, $200.

Auckland: 12 cases clocks, $404; 40 cases clocks, $403; 11 cases plated ware, $780; 50 cases clocks, $1,041; 2 cases watches, $170

Banes: 3 cases optical goods, $116.

Batavia: 4 cases plated ware, $513.

Berne: 2 cases watches, $400.

Bremen: 4 cases watches, $6,654; 16 cases clocks, $300; 17 cases clocks, $1,222; 1 case silverware, $500; 4 cases watches, $4,368; 1 case jewelry, $500.

Bolivia: 1 case jewelry, $220.

Bombay: 1 case plated ware, $112.

Buenos Aires: 4 cases clocks, $252; 1 case watches, $181; 4 cases plated ware, $150; 4 cases plated ware, $2,140; 25 cases clocks, $376; 9 cases plated ware, $958; 59 cases clocks, $1,567; 22 cases optical goods, $5,048; 4 cases thermometers, $862.

Callao: 3 cases plated ware, $270.

Cayenne: 4 cases plated ware, $99.

Cartagena: 17 cases plated ware, $120

Christiania: 19 cases clocks, $699.

Colon: 4 cases plated ware, $515; 1 case silverware, $130; 1 case optical goods, $152.

Cristobal: 14 cases clocks, $321; 2 cases watches, $110.

Guayaquil: 20 cases clocks, $425; 2 cases watches and clocks, $109

Hamburg: 5 cases jewelers' sweepings, $8 500; 3 cases jewelry, $254; 2 cases optical goods, $506.

Hobart: 1 case optical goods, $193; 22 cases clocks, $119.

Havana: 14 cases clocks, $305; 107 cases clocks, $810; 2 cases optical goods, $466; 83 cases clocks, $1 455.

Havre: 1 case jewelry, $256; 1 case watches, $100.

Hong Kong: 52 cases clocks, $621.

Iquique: 11 cases plated ware, $138.

Lisbon: 20 cases clocks. $334.

Liverpool: 1 case silverware, $1,000; 1 case jewelry. $300; 2 cases optical machinery, $119; 1 case platinum scraps, $565; 1 case jewelry, $500; 7 cases jewelers' sweepings, $12,000; 1 case optical goods, $100; 34 cases clocks, $1,569; 87 cases clocks, $1,371; 3 cases watches, $2,500; 1 case optical goods, $207.

London: 5 cases scopes and views, $250; 6 cases optical goods $1,029; 32 cases clocks, $1,318; 1 package gold leak $187; 52 cases watches, $8,580; 13 cases optical goods, $8,071; 85 cases clocks, $3,298; 46 cases clocks, $2,478; 1 case jewelry, $500; 33 cases clocks, $1 297; 2 cases silverware, $1,078; 3 cases optical goods, $325; 24 cases clocks, $553; 2 cases watches, $1 176.

Manchester: 7 cases clocks, $243.

Manilla: 1 case silverware $297; 1 case plated ware, $105; 8 cases optical good, $1,147; 2 cases watches, $855; 4 cases watches, $466.

Melbourne: 74 cases plated ware, $7,299; 1 case optical goods. $197; 395 cases clocks, $3,690; 8 cases jewelry boxes, $452

Montevideo: 1 case optical goods, $170; 60 cases clocks, $525; 7 cases optical goods. $1,576.

Para: 60 cases clocks, $1,365.

Port Madryn: 11 cases clocks, $157; 1 case watches, $402.

Puerto Cabello: 1 case silverware, $106.

Rio de Janeiro: 146 cases clocks, $2,935; 1 case optical goods, $433.

Santiago: 19 cases clocks, $239.

Shanghai: 30 cases clocks, $389; 20 cases optical goods, $1,555.

Sheffield: 4 cases jewelers' sweepings $3,700; 4 cases jewelers' sweepings, $3,500.

Singapore: 17 cases clocks. $252.

St. John: 24 cases clocks, $165.

Southampton: 13 cases watches, $683; 2 cases optical goods $357.

Sydney: 42 cases clocks, $1,016; 127 cases plated ware, $8,996; 488 cases clocks, $7,565

Valparaiso: 62 cases clocks, $1,035; 54 cases clocks. $794; 2 cases watches, $512.

Vera Cruz: 43 cases clocks, $919.

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45 John St., New York

LAPIDARIES PRECIOUS STONES

GEMS in Unique Cuttings

James Prin, Government Employe, Accused of Customs Thefts.

James Prin, an opener and packer in the United States Appraisers' Stores, at 641 Washington St., New York, was arrested last Wednesday by the Federal authorities on the charge of larceny of merchandise placed in the public stores for appraisement and examination. According to the complaint sworn to by Assistant United States Attorney Carl E. Whitney, the alleged thefts have covered a period from Dec. 15, 1909, to the present time. On the date specified as the beginning of the thefts, the complaint charges, "Prin did wilfully, knowingly and unlawfully take goods, wares and merchandise, described as silks, laces, jewelry, dress goods, linens and clothing which were in the appraisers' stores." The value of the goods alleged to have been stolen on the specified date is given as $50, but Mr. Whitney explained that this was only one of a long series of similar offenses.

A second complaint was filed last Thursday against Prin, charging him with having stolen a diamond and ruby ring valued at $200, the property of Mrs. J. P. Morgan, which she had brought with her from England on the *Caronia* on Oct. 16, 1907. The ring was in a package containing jewelry and silver plate valued at more than $13,000, which Mrs. Morgan had bought in London. This package was sent to the appraisers' stores for examination, and was returned with a notation opposite to the item of the ring on the invoice explaining that the ring had not been found. It is now charged that Prin took the ring and sold it for $85. The ring has been recovered and is in the possession of Appraiser Bird. The authorities were unwilling last week to give out information as to the method taken to get evidence against Prin, but it is believed that his habits aroused suspicion and that a close watch was kept on him for some time before he was arrested.

Prin's arrest was made by Special Agents Craft and Dyer. He was arraigned before United States Commissioner Alexander and Assistant United States Attorney Whitney asked for $25,000 bail. The Commissioner, however, said he could only consider the specific charge before him and fixed bail at $5,000. This bail applies to the first charge against Prin.

Prin's offense is a violation of section 5,356 of the United States Revised Statutes. In default of bail he was locked up in the Tombs.

One of the noteworthy exhibits at the National Household Show held recently at Madison Square Garden, was that of the Weintraub Brass Mfg. Co. This display occupied an entire section about 30x30 ft. in the center of the hall, and was the first booth to attract the attention of visiting buyers, being directly in front of the main entrance. This company had on display a complete line of lamps of every description, among which were table, library, desk and shower lamps, as well as dome and base or pedestal lamps. A smoker's adjustable stand was another exhibit of merit. The display was enclosed by a handsome brass chain and was exceptionally attractive.

Thieves Cut Hole in Window of Brooklyn Jewelry Store and Escape with $500 Worth of Loot.

A policeman passing the jewelry store of Henry Healy, 502 Fulton St., Brooklyn, about 1.30 A. M., last Wednesday morning, discovered a hole cut in a plate glass window on the Fulton St. side of the store, and the jewelry on display scattered about in the trays in the window. A quick investigation showed that a hole about the size of a man's body had been cut in the window and that about $500 worth of gold jewelry had been stolen.

It was Mr. Healy's custom to keep on display in the window during the night a large quantity of the more inexpensive gold jewelry, and in order to protect the window he erected around it an iron grating. The thieves had removed a portion of this grating in order to cut a hole in the window and had then stolen the jewelry. Because of the heavy storm there were few people on the streets at that hour, and this greatly aided the thieves in their work.

Detectives of the Brooklyn Police Department and the Pinkerton Agency were notified and immediately started to work on the case. The jewelry taken comprises gold rings, bracelets and pendants.

Interesting Point of Law Involved in Suit Brought Against Jewelry Concern.

Justice Giegerich, in the Supreme Court, Tuesday of last week decided that the alterations in a store in Fifth Ave., as a result of the order of the Board of Estimate to widen the street, did not amount to a partial eviction and directed the Mermod, Jaccard & King Jewelry Co. to pay rent for nine months, amounting to $1,800. The tenants, who had a five years' lease of a basement store at 400 Fifth Ave., asserted that by reason of the alterations they were virtually evicted and refused to pay the rent for the last nine months. Justice Giegerich said the entrance was improved by taking away the stoop and the store made more valuable.

On June 10, 1905, Duhain, the plaintiff, by written lease let to the Mermod, Jaccard & King Jewelry Co. a small store on the northerly side in the basement of the building known as 400 Fifth Ave., for a term of four years, 10 months and 20 days, beginning June 10, 1905, and ending May 1, 1910, at a rent of $2,200 per annum for the first year, 10 months and 20 days, and for the three remaining years of the term at a rent of $2,400.

The defendant entered into possession and continued in possession of the premises until the expiration of the term, but has not paid any rent for the last three-quarters of the term, and this action was brought for such unpaid rent, amounting to $1,800 and interest amounting to $153.

The building in which the store in question was located had originally been a high-stoop private residence, the first or lower floor of which, known as the basement, was beneath the level of Fifth Ave., on which it fronted, and the stoop store in question, was located in that particular part of the building.

Clarence Richardson Found Not Guilty of Charge of Larceny and Is Honorably Discharged.

ATTLEBORO, Aug. 30.—Applause followed the announcement of Judge F. B. Byram last Monday afternoon that he had found Clarence Richardson not guilty of the charge of larceny of $500 worth of gold scrap from the Attleboro Chain Co. Mr. Richardson, who is a refiner, proved to the satisfaction of the court that he was not responsible for the theft of the scrap. The metal was traced back to the big fire in Attleboro in 1898, and the evidence showed that it was recovered from the ruins.

Over 1,100 ounces of burnt metal found its way into the hands of Frank Cross, foreman of the Attleboro Chain Co., and he gave it to Mr. Richardson to refine. At the same time Henry Perreault, of the Attleboro Chain Co., decided to have about 200 ounces of old metal refined. Knowing Richardson to be a refiner, he gave it to him to reduce to gold out of curiosity to see if Richardson could really get gold out of it. Having the two lots in his possession, Richardson found his shop was taxed beyond its capacity, and he took both lots to the Barber Refining Co. for it to do the work.

Although Richardson did not know it, he has been watched for several weeks by agents of the Jewelers' Protective Association, and they soon became aware that he had taken a large amount of material to the refiner. As a result of the information Richardson was arrested.

The strongest evidence introduced against Richardson was by Alfred Walker, of Providence, who testified that he was a spotter for Detective Goldowski, of the Jewelers' Protective Association of Providence. Walker said he was sent to Attleboro several weeks ago to "establish Richardson's guilt or innocence." He engaged a room opposite Richardson's house and after three weeks picked up an acquaintance with him. He was invited by Richardson to his shop several times, and saw him melting up large amounts of scrap. Without anybody knowing it, he took some scrap which included a piece of chain about 4 inches long, which was identified by men from the Attleboro Chain Co. as being from that factory. Chester Holbrook, of the same firm, told that Richardson came to him after being arrested and tried to get him to make up a story in regards to where the material came from.

Frank Cross and Henry Perreault were then put on the stand by the defense, and both told of bringing the stock to Richardson to be refined and said that it came from the big fire in 1898.

Judge Byran held that the statements of the two men and the fact that there was nothing to connect Richardson with the larceny of the stock were sufficient to warrant his discharge.

Charles J. Dale, Pittsfield, Mass., has discontinued business at that place, and it is reported that he is offering his creditors 33⅓ per cent. Mr. Dale was originally in business in Chicago, being for a time of the firm of Dale & Bro. He sold out his interest with that firm in 1895 and moved to Pittsfield.

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Black Opal Doublets

We have introduced this novelty that this article refers to, to the trade.

One error though, we use no jet for the back, but we take the matrix found with the stone. They do not only resemble black opals, but are extremely difficult to tell from the Australian after they are mounted.

Ask your manufacturer to show you some of these new stones mounted.

From the N. Y. "Sun," July 25th:

"The jewelers have taken their cue for a new and startling effect from *Mexico*. Now they mount opals on a thin base of jet, the heavy black background changes the aspect of the opal entirely and practically produces another precious gem. In appearance it somewhat resembles the much-prized black opals of Australia."

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Jewelers' Club of Philadelphia Holds Annual Clambake.

PHILADELPHIA, Pa., Aug. 31.—The annual clambake of the Jewelers' Club of Philadelphia was held yesterday at the Mohican Club, Morris Junction, N. J., and despite the fact that the day was one of the nine consecutive on which rain fell, it has been voted by those who braved the elements as one of the most successful ever given by the jewelers of Philadelphia.

The Mohican Club is ideally situated, nestling in a grove of trees upon the bank of the Delaware River, and had it not been for the fact that the day was one of the worst, from a standpoint of weather, the participants in the day's outing would have been treated to an out-door program, which of necessity had to be called off. However, the guests, who numbered about 155, others being kept away by the storm, managed to have a good time in the spacious hall and on the broad verandas of the clubhouse.

While the Kendle's First Regiment Band furnished popular airs in an alcove the clubmen sat down to the repast, which for several hours had been cooking at a huge bonfire on the shore. Louis P. White, the jovial president of the club, before the bake, announced that the dinner was to be entirely informal; that there was no list of speakers upon whom he would call, and that the gentlemen would have to make their own fun without fear of restraint. A score of waiters then got busy with the following menu, served ad libitum:

Baked Clams
Fish
Whole Lobster
Chicken, sweet potatoes and whole corn.
Watermelon
Filbert Cigars Cigarettes

During the service songs were sung by the diners, and after the last course they adjourned to the verandas, where Mr. White called upon Fred Yockel, the jovial singer, who has helped to make all affairs of the Jewelers' Club famous. Mr. Yockel sang several songs, the choruses of which he insisted upon every one assisting him.

Samuel Collins was called upon to give one of his recitations, and he was followed by Jacob Binder, who also recited.

W. F. Reimold sang the "German Band," a comedy song in which he has made quite a reputation for himself.

Mr. White announced that a Reed Bird Supper at the Mohican Club was planned for the latter part of this month, and that after that the club officials would be busy arranging for their annual banquet, which they hoped to make the most elaborate ever attempted. He stated that already he had tentative plans which he thought eclipsed those for any former affair.

The charges recently made against Geo. V. Lord, of the Geo. W. Lord Co., jewlers of Lynn, Mass., have been dismissed nd Mr. Lord has been discharged and vinlicated by Judge Lummus, of the local ourt The charges alleged larceny of an 80 ring and of $9 from a Greek who had nade a purchase from the jewelry house, ut Mr. Lord showed in court that the ing had been purchased on instalments on small deposit and that the whole transction was nothing more than a dispute ver refusal to credit a deposit paid on a revious purchase.

Man Claiming to Be a Jeweler Arrested in Denver, Colo., on Charges of Fraud.

DENVER, Colo., Aug. 30.—Charged with writing letters to dead men in order to fleece their relatives, administrators or executors, Benjamin Bachrach, 1740 Broadway, who claims to be a jeweler, was arrested on Saturday by Government officers on complaint of W. E. Cochran, postoffice inspector in charge of the Denver district. Bachrach was taken before United States Commissioner Hinsdale and placed under a heavy bond.

By reading the death notices in out-of-town papers, Bachrach, it is alleged by Government officers, was enabled to learn who would prove likely victims. A letter would then be addressed to the dead man, stating that the final payment of $5 or $10 or $25 was due on the contract for the purchase of a $200 diamond ring, and unless it was soon paid the contract would be declared forfeited.

Sooner than lose the ring or see the dead man's affairs involved in litigation, the relatives or those in charge of the estate would pay the amount demanded by the jeweler, and would hear nothing further about the matter, the supposition being that the deceased had received the ring during his lifetime and disposed of it before his death.

Postoffice regulations require that letters addressed to dead men be delivered to relatives, administrators, executors or other officers in charge of their affairs. Bachrach, it is alleged, has been working the game in Denver but a short time. He denies his guilt and says that a mistake has been made.

Walter I. Trammell, High Springs, Fla., Reported Missing and Friends Fear Foul Play.

HIGH SPRINGS, Fla., Aug. 30.—The family and friends of Walter I. Trammell, a prominent jeweler in this place, were greatly concerned regarding him when his hat and coat were found on the banks of the McCoy Creek at that place recently, and it was at first feared that he had met with foul play. However, new facts have come to light, which lead the authorities to believe that such is not the case.

After a rigid investigation there was no evidence of his having been thrown or having fallen into the creek, and although his derby hat was found, and it had apparently been crushed, it was not definitely known whether it had been torn recently or had been in that condition for some time.

The missing man is not supposed to have had any financial troubles, and although not in the best of health, was not supposed to have been ill. George Glass, an intimate friend of the jeweler, met him the day he disappeared and was with him for several hours, and Mr. Glass says he noticed that Mr. Trammell was not looking particularly well.

Mr. Trammell was appointed guardian of an estate for two minors in Polk County recently, and his management of it was apparently satisfactory. That he made any mistakes in handling it or any bad investments has not been shown. The authorities are continuing a diligent search for the missing man.

Mr. Trammell took over the jewelry business of H. C. Stevens in High Springs in 1908.

Petition in Bankruptcy Filed Against Forquignon Sales Co., New York.

A petition in bankruptcy was filed last week in the United States District Court, New York, against the Forquignon Sales Co., dealers in jewelers' display goods and supplies and manicurists' instruments, at 142 W. 118th St., by these creditors: Geo. Palmer, $2,800, on 14 notes for money advanced on Dec. 31, 1909; Harry C. Smith, $9; and Mortimer O. Price, $11.

It was alleged that the company is insolvent, allowed two creditors to obtain judgments for $313 and transferred money and merchandise to creditors. The assets are estimated at $10,000.

The business was started Jan. 2, 1897, by Emil Forquignon, and was incorporated March 27, 1909, with capital stock of $100,000. Mr. Forquignon became president and Geo. Palmer vice-president.

Judge Holt appointed Louis H. Rowe receiver, under a bond of $5,000.

Chicago Jeweler Says His Partner Suddenly Disappeared with $2,000 in Stock.

CHICAGO, Aug. 30.—About a month ago A. Pinto and John Mastriani, started a jewelry business at 12th and Halsted Sts., this city. Pinto was the moneyed man and the new firm bought their opening bill from L. H. Schafer & Co. in the Columbus Memorial building. The bill amounted to $1,500 and was paid for with cash, which Pinto raised on a piece of property which he owned at 825 Forquer St. To the latter concern Pinto explained that he had known Mastriani for a long time and had the utmost confidence in him.

Last week L. H. Schafer & Co. were notified by Pinto that Mastriani had disappeared taking with him over $2,000 worth of jewelry.

Death of L. P. Jensen.

CHICAGO, Aug. 31.—L. P. Jensen, 75 years old, died at his residence, 1457 Sunnyside Ave., last Saturday. The funeral took place from his late residence last Wednesday at 2 P. M., the interment being at Rosehill Cemetery.

Mr. Jensen, who was an expert clock repairer, had repaired clocks for the Government, county, and city for over 40 years. This long service had gained for him the nickname of "Father Time." Until three months ago he had not missed his regular inspection of the public clocks since he had been engaged as repairman.

The deceased is survived by a widow and two daughters.

Robbers entered the jewelry store of John Nichols in Sullivan, Ind., recently, and escaped with 23 gold watches and other articles estimated to be worth $500. Entrance was effected by breaking open a door.



Fads do not affect our pearls. They are as staple as wedding rings and more in demand—even by the wealthy who could afford natural pearls.

Unless you see our

String Pearls

you would hardly think it possible that the natural pearl can be so perfectly reproduced in size, shape, sheen, luster, in everything — and at a moderate price.

Let us send samples and outline our sales campaign. Otherwise

you will miss big profits.

If you write us now your competitor cannot get ahead of you.

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Clever Pennyweight Thieves Visit Jewelers in Hartford, Conn.

HARTFORD, Conn., Sept. 1.—Two well dressed men entered the store of Herry Kohn & Sons, of this city, at 11.30 last Friday morning, and asked to see some diamond rings. A clerk took out a small tray, and one of the visitors picked up a diamond ring and inspected it. He then returned it to the tray and examined another. Both men asked prices and expressed their admiration for the stones. The clerk kept a close watch on the visitors, but did not observe anything which aroused his suspicion.

When the men departed, after having deferred purchasing for some reason, the clerk glanced over the tray, as he prepared to put it back into one of the large safes, and noticed that one of the rings looked smaller than usual. The clerk called the attention of another clerk to this fact and together they discovered that another diamond ring had been substituted. It was tagged like the other, but the tag read $65.00, which was about the real value of the substituted stone. The one taken was worth considerably more.

The police were notified and got a description of the men just as soon as possible. They visited the railroad station and other likely places, but without success. A detective noticed two men descending Asylum St. towards the station half an hour later. In a few moments they were joined by a third stranger. The detective approached them and interrogated them regarding the city. The men did not seem to know much about Hartford, nor were they inclined to say much regarding themselves.

The detective took the three men to headquarters, and then into the jewelry store. The jewelers could not identify the men and they were released.

This method of thievery is not a new one to the jewelry trade. The thief or thieves generally visit the establishment on some day prior to the theft and make a mental note of the tags, etc., etc.

Robert Lewis, New York Files Schedules in Bankruptcy.

Schedules in bankruptcy of Robert Lewis, a jeweler at 3411 Broadway, New York, as filed in the United States District Court, New York, last Thursday, show liabilities of $2,173 in unsecured claims and nominal assets of $555, including stock in trade, $500.

Among the unsecured creditors named in the schedules are Samuel Ellesof, $43; Dorman Silversmith Co., $18; Newark Cut Glass Co., $14; N. Lustig, $48; F. Zadek Bros., $14; I. Hochlermer, $35; Samuel Rosenthal, $210; Korones Bros., $162; D. N. Haber, $48; A. I. Freedman, $29; Bernard Lewis, $80; Bernard Reiness, $1,210; Theodore Schisgall, $130; J. Freudenheim & Son, $32.

An involuntary petition in bankruptcy was filed against Mr. Lewis early in August by Bernard Reiness on a claim of unpaid promissory notes.

A handsome silver cup has been given to the Saginaw Club in Saginaw, Mich., by T. W. Martin & Sons, and will be put up as a tennis prize.

Proposed New Ruling of Railroads Regarding Baggage Transportation of Interest to Jewelry Salesmen.

BALTIMORE, Md., Aug. 31.—The various merchants and trades associations seem to be taking exceptions to the proposed new ruling of the railroads regarding baggage transportation. Although this will not go into effect until 1912, steps will soon be taken, it is reported, to enter a protest with the Interstate Commerce Commission.

This ruling is to the effect that no single piece of baggage exceeding 40 cubic feet in measurement will be checked through as baggage, with the exception of immigrant baggage taken at point of entry, into the United States. On the excessive measurement there will be a charge for each additional inch equal to the present charge on 10 pounds of excess baggage.

The limit size will be set at 70 inches along the greatest dimension, with the exception of immigrant baggage, any piece exceeding this size will not be accepted for transportation on baggage cars. Many jewelry salesmen will be affected if this ruling is allowed to go into effect.

Death of W. F. Sommers.

DALLAS, Tex., Aug. 31.—The recent death of W. F. Sommers, who died at his home, 515 Browder St., this city, removed from the jewelry field a well-known member of the trade.

Mr. Sommers was born in Germany and lived in Dallas for about 26 years. He was an engraver on jewelry and had lately been in business with his son, L. E. Sommers.

He was a member of Coeur de Leon No. 8, Knights of Pythias; the Tannehill Masonic Lodge and the John J. Good Lodge of Odd Fellows. He is survived by two sons, L. E. and Claude Sommers.

Death of Peter Eisenstein.

Peter Eisenstein, formerly of Eisenstein & Co., 57 Maiden Lane, New York, died Sunday, Aug. 27, in the Long Island Hospital, after suffering a general breakdown.

Mr. Eisenstein was 37 years of age and had been in business in this city for the past 10 years. He first became connected with Klein & Eisenstein, and then with Eisenstein & Fried, after a few years becoming senior member of Eisenstein & Co., which concern went into the hands of a receiver during the early part of 1910. He is survived by a widow and three children.

Receiver Appointed for Weidlich & Simpson, Cincinnati, O.

CINCINNATI, O., Sept. 1.—Wm. M. Van Hamm has been appointed receiver for Weidlich & Simpson, located in this city. The liabilities of this concern are estimated at $30,000, and the assets at $50,000.

The business was originally established by O. E. Weidlich in 1890. In 1901, D. B. Kaufman became a partner, and the firm style was changed to O. E. Weidlich & Co. In June, 1910, the style became Weidlich & Simpson.

In March, 1911, the business was incorporated under the laws of Ohio, with an authorized capital of $60,000, of which about $30,000 was common, $20,000 preferred, and the rest treasury stock.

Recent Assessments of Jewelers in Providence, R. I.

PROVIDENCE, R. I., Sept. 1.—The books of the Board of Tax Assessors, which were opened for examination to-day, show that the total valuation is really $194,910,720 and $71,013,420 personal, making a total of $265,924,140, an increase of $6,779,080. Among those who are taxed on $50,000 or over are the following persons, firms and corporations identified with the manufacturing jewelry and allied industries: William Armour, trustee, $175,360; John Austin estate, $105,560; Baird-North Co., $136,420; B. A. Ballou & Co., Inc., $75,000; Belcher & Loomis, $96,860; Brown & Sharpe Mfg. Co., $2,823,420; Boston Store Land Co., $782,940; Charles W. Bowen heirs, $121,880; Charles Briggs, $83,760; John M. Buffington, $62,340; Blanchard, Young & Co., $50,400; Callender, McAuslan & Troup Co., $645,620; Walter Callender, $378,000; George B. Champlin, $104,700; Waity A. Champlin, $91,760; George L. Claflin Co., $69,100; the S. B. Champlin Co., $50,000; Arthur W. Claflin, $51,100; Joseph P. Cory, $296,460; Josiah W. Crooker et ux., $135,140; William H. Draper, $133,980; Annie M. Darling, wife of Charles C. Darling, $65,640; James C. Doran & Sons, Inc., $102,080; Michael Fitz Gerald $113,920; Theodore W. Foster & Bro. Co., $248,560; James A. Foster, $172,000; James A. Foster Co., $100,000; B. H. Gladding Dry Goods Co., $50,000; Gorham Mfg. Co., $705,660; Henry A. Hidden estate, $483,540; William H. Herrick, trustee, $111,040; Hough Realty Co., $79,380; Charles F. Irons, $50,860; Irons & Russell Co., $175,080; Improved Seamless Wire Co. $54,500; Lederer Realty Corporation, $896,780; Benedict B. Lederer, $54,680; Manufacturers Building Co., $353,440; Caesar Misch, Inc., $226,500; the Metal Products Corporation, $99,680; William L. Mauran, $50,000; Samuel M. Nicholson, $100,000; Nicholson File Company, $648,460; Englehart C. Ostby, $113,440; Ostby & Barton Co., $334,060; Pearce-Mauran Land Co. $131,660; Dexter B. Potter, executor of Edgar L. Logee, $50,000; George W. Parks, $50,000; Remington Realty Co., $111,300; Richmond Realty Co., $201,540; Richmond Land Co., $117,100; Samuels Land Co., $796,480; J. Samuels & Bro., Inc., $92,900; Joseph and Leon Samuel, $132,000; Henry D. Sharpe, $237,400; Lucian Sharpe, $227,000; Henry D., Lucian and Louisa D. Sharpe, trustees, $250,000; Louisa D. Sharpe, $120,000; John Shepard, Jr., $186,000; Shepard Land Co., $381,760; John Shepard Jr. Real Estate Co., $968,860; Sterling Improvement Co., $52,280; Stevens & Co., Inc., $75,000; Tilden-Thurber Co., $51,900; United Wire & Supply Co., $83,930; Waite-Thresher Co., $172,360; William H. Waite, $310,120; A. T. Wall Co., $152,000; Ashbel T. Wall, $101,660; Arthur H. Watson, $78,780; Wightman & Hough Co., $60,000; Dutee-Wilcox, $341,980.

H. F. Hoyt recently opened up a watch and clock repairing and jewelry business at 3715 Main St., Columbia, S. C.

In a fire in Le Roy, N. Y., the store of William A. Hubbard, jeweler and optician, was badly damaged by water.

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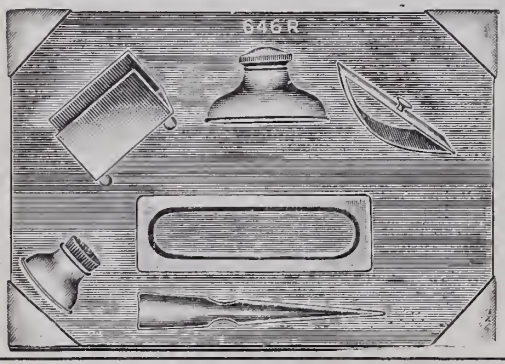
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646R, Complete with Pad, $3.50

No. 23 Set with 4-inch Square Ink, 9-inch Tray, 5-inch Blotter, 8½-inch Knife, Brass Corner Pad 12x19. Complete $2.00

L. W. Levy & Co.

6 West 22d Street, N. Y.

WILLIAM FISCHER

DIAMOND SETTER

I do more Star Setting in a week than the average Setter does in a year. :: Delivered to you clean and ready for carding. :: Do you want your Diamonds set in cluster work? To show to best advantage have me set them. :: Efficient workmanship. :: Lowest Prices. Locket Design Plate sent to Jobbers Free. :: :: ::

6 MAIDEN LANE, NEW YORK

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THE LARGEST DEALER IN UNMOUNTED ELK TEETH in the U. S. as they come from the Indians and hunters.

ELK TEETH



Cow Elk Teeth and Bull Elk Teeth of every size, shape and color to be had, all fine and sound. Fine colored tips in pairs, from the light brown shades to the rich brown circles of high grade. On selection to manufacturers, wholesale prices. DO IT NOW.

L. W. STILWELL, Deadwood, South Dakota

Rough Gem Minerals of all kinds for Gem Cutters

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DENVER, COLO.



Established 1865

NEW SHIPMENTS ARE ARRIVING WEEKLY

The Most Striking Creations For This Fall Season

CORAL

B. fu C. MAZZA
68 NASSAU ST., N. Y. C.
Factory, Torre del Greco, Italy

SHELL

LEIPZIG, PFAFFENDORFERSTRASSE 24

LONDON, ENGLAND

Providence

William H. Draper was a business visitor in New York last week.

G. Tannenbaum has opened a retail store at 456 Westminster St., this city.

The Gorham Mfg. Co. is busy on the silver service for the new Vanderbilt Hotel, New York.

Charles B. Doule has sold house and leasehold estate at Field's Point to John F. Brady.

The Taunton Pearl Works, Taunton, Mass., is advertising for pearl workers in the boring department.

All of the manufacturing jewelry plants in this city were shut down Monday on account of Labor Day.

Edward M. Conley & Co. is the name of a new firm that has started in the engraving business at 109 Friendship St.

T. F. McDermott & Co. have removed from 185 Eddy St. to more commodious quarters at 109 Friendship St.

Max Morgan has started on an extended trip through the Middle Atlantic States in the interests of Morgan & Zusman.

Fred V. Kennon, representing the John T. Mauran Mfg. Co., was in New York last week on business in the interests of that concern.

Mr. and Mrs. E. A. Potter returned from a European visit a week ago Saturday, being passengers on the *Kaiserin Auguste Victoria*.

John E. Schnoll visited the manufacturers of this city and vicinity last week in the interests of the Heinrich, Hoffman Co., Goblouz.

N. Barstow Co. has given a real estate mortgage on two lots with buildings at the corner of Temple and Public Sts. to the J. W. Bishop Co. for $25,000.

Stone setters, on close set white, and colored stones, in sterling and aluminum jewelry, are being called for here by Fishel & Co., 126 W. 22d St., New York.

The George W. Dover Co. has leased the top floor of the Hanley building, 56 Pine St., and will remove its plant thereto from 710 Eddy St. as soon as the new quarters can be fitted up.

The regular monthly meeting of the directors of the Manufacturing Jewelers' Board of Trade will be held in the rooms of the association, 42 Weybosset St., Friday afternoon, Sept. 15.

D. C. Sanne, manager of the Kirney Co., 14 Blount St., returned last week on the steamer *Oscar II.* from a two months' visit among his people at Christiania and vicinity, in Norway.

George H. Cahoone, of G. H. Cahoone & Co., who was taken to the Parade St. Hospital a few days ago for an operation, is progressing satisfactorily, the operation having been successful.

The Yale Mfg. Co. has removed from 62 Page St. to the fifth floor of the Dyer St. Land Co.'s building, 61 Peck St., having taken the shop and office recently vacated by the Waite-Thresher Co.

George A. Capron, toolmaker for Palmer & Capron, and for 66 years engaged in the jewelry business, has returned from the Grand Army Encampment at Rochester, N. Y. He is in his 82d year, but still working every day.

Among those who attended the annual outing of the First Light Infantry Veteran Association at the Grover Club grounds on Thursday, were Col. Byron E. Daggett and Major Leander C. Belcher.

E. Frank Aldrich, of the Gorham Mfg. Co., and his wife, who have been spending the greater part of the Summer in Devonshire, Eng., sailed for home on the *Kronprinz Wilhelm* of the North German Lloyd Line from Southampton, Tuesday, Aug. 29.

The following were among the buyers who were callers upon the manufacturers in this city the past week: James Eastwood, New Glasgow; J. L. Floersheim, J. Floersheim & Co., Chicago, and Gilbert Freundlich, of the Baltimore Bargain House, Baltimore, Md.

The case of Edwin W. Anthony pro ami against the E. C. Bliss Mfg. Co. was heard before Judge Nathan M. Wright in the civil session of the Sixth District Court on Thursday. This is a case of negligence, and judgment was given the plaintiff for $53 and costs, execution to issue forthwith.

The first meeting of the advisory council of the New England Manufacturing Jewelers' Association will be held in the rooms of the organization, in the Wilcox building, 42 Weybosset St., this city, on Thursday. Several important matters are to be introduced and a policy for the coming Fall and Winter outlined.

Albert Carbi, 21 years old, told Judge Rueckert, in the Sixth District Court Tuesday morning that he did not intend to steal any metal from Adolph J. Vesta, of Callender St., as alleged, but that he had simply picked up the metal, which he found on a doorstep, and was taking it to the police station. He stuck to his story, but was held for trial Sept. 5.

Charles E. Clement was arrested on Weybosset St., a few days ago, on a charge of stealing a watch from the Outlet Mfg. Co. He is only 15 years of age, and upon his plea of guilty, Judge Rueckert, in the juvenile session of the Sixth District Court on Tuesday, continued his case for sentence on Sept. 16.

James Davis, 53 years of age, pleaded guilty in the Sixth District Court, Thursday, to the charge of shoplifting from the store of F. M. Kirby. He claimed that he came from New Brunswick and was a canvasser. He attributed his action in taking the goods to drink. Judge Gorham fined him $15 and costs.

Among the foreign importations received through the Providence Custom House during the past week were the following articles of interest to the manufacturing jewelry industry: From Bremen, seven packages of imitation precious stones, 10 of Fuller's earth, two of silver meshes and two of glassware; from Hamburg, one package of glassware; from Southampton, one package of clocks.

A new concern, under the name of Mills & White, with offices and factory at 100 Stewart St., is showing the jobbing trade a new line of sterling silver and gold plated jewelry. Fred J. Mills, formerly owner and manager of Mills, Brown & Mills, and Edmund A. White, formerly of the George L. Vose Mfg. Co., compose the new concern.

Harry Sonion, 23 years old, pleaded guilty before Judge Gorham in the Sixth District Court, Thursday, to the charge of stealing a quantity of metal scrap from the Ostby & Barton Co., in whose employ the defendant had been for about four years. He was arrested on Richmond St., Wednesday, and in his pockets, the police claim, was $410 worth of silver scrap. At his room a lot of gold scrap was found, it was alleged. Sonion was sentenced to pay a fine of $50 and costs.

Walter R. Bliss, formerly of this city, but now a manufacturing jeweler located at Los Angeles, Cal., has been in this city for several days, visiting old friends, this being his first visit east in six years. A delegate to the convention of the Order of Moose at Detroit, Mich., Mr. Bliss's purpose here is to purchase a lot of machinery and to engage expert help for his factory. He has already engaged several tool makers and die cutters. On Wednesday evening he was tendered a reception by the members of the Washington Park Yacht Club, of which he was the first commodore.

A handsome championship loving cup has been donated by the Carpenter Loan Co., through the treasurer, E. H. Kerr, to the pennant winning team of the Providence Amateur Baseball League. The cup was made by the Reed & Barton Co., Taunton, Mass., after an original design suggested by Mr. Kerr. It stands 22 inches high, and besides an ebony base, is made with a silver base upon which three crossed baseball bats stand, forming a support for the large bowl. Three unique handles are at the sides of the bowl. The cup is covered, and has upon the cover a miniature figure of a baseball player at the bat. The cup is elaborately inscribed.

In a driving rain, which kept away many who otherwise would have been present, the funeral of Michael Fitz Gerald, for many years one of the best known of the manufacturing jewelers of this city, was held Thursday morning at the Holy Name Church, on Camp St., where he had been a communicant for many years. The solemn high mass of requiem was sung by Rev. Owen F. Clark, the pastor of the church, assisted by Rev. Joseph E. Hughes, pastor of St. Brendan's Church, Riverside, as deacon; Rev. M. O'Hare, pastor of the Church of the Immaculate Conception, as master of ceremonies, and Rev. E. J. Goodwin, assistant pastor of the Holy Name Church, as sub-deacon. The Gregorian Chant was sung under the direction of Miss Hortense Clark, the organist of the church. Burial was at St. Francis Cemetery. The honorary bearers included William J. Feeley, of W. J. Feeley Co., of this city. Several of the manufacturing jewelers of this city and the Attleboros were among those who attended the services. Michael Fitzgerald died Aug. 28, as reported in last week's issue of the JEWELERS CIRCULAR WEEKLY.

The show window in the store of Fred. C. Miller, Syracuse, N. Y., was broken recently and jewelry to the value of nearly $50 stolen. The window was broken by a stone wrapped in cloth.

14-K. and Platinum Bag



TRADE & MARK



Gold Bags, Engraved, Pierced and Engine-turned
New Effects in Shirred and Herringbone Mesh

Vanity Cases in all Sizes—and Various Compartments

Our New Line of

MESH BAGS **CHATELAINES** **LORGNETTE CHAINS**
PURSES **LORGNETTES** **VANITY CASES**
PUFF BOXES **CARD CASES** **CIGARETTE CASES**
ETC.

In 14-Karat Gold, Sterling Silver and Platinum

is now ready. Our Gold Novelties, designed especially for the coming season, merit your inspection.

S. COTTLE COMPANY

Goldsmiths and Silversmiths

31 East 17th Street - - NEW YORK

I. N. LEVINSON, President *Established 1865* **H. S. MORRIS, Sec'y and Treas.**

BRANCH OFFICES: PARIS—28 Rue d'Hauteville CHICAGO—H. M. HEYMANN, 1104 Heyworth Bldg.
SAN FRANCISCO—A. E. LEE, Shreve Bldg.

THE HOUSE OF PROGRESS

By involving the great problem of the

COST OF PRODUCTION

we have been enabled to offer the dealer a line of SUBSTANTIAL AND SPLENDIDLY finished goods at a price that insures quick sales and generous profits, and *that is the reason why our factory is running to its full capacity.*

FRANK KREMENTZ CO., Main Office and Factory, 530 and 532 Mulberry Street, Newark, N. J.
New York Office, Maiden Lane Safe Deposit Co., 170 Broadway
Chicago Office, Room 601, Columbus Memorial Building

Boston.

W. L. Putnam, president of the Waltham Watch Co., has returned from a European tour.

Charles O. Lawton, of Harris & Lawton, was in New York on a business trip during the past week.

George Kite, Boston representative of the Dueber-Hampden Co., is taking an outing at Atlantic City.

W. A. Smith, Melrose, Mass., is at Pine Island, near Newburyport, Mass., for a brief vacation trip.

J. M. Curley has been appointed assistant manager of the Montreal office of the Waltham Watch Co.

Eugene McAuliffe, of McAuliffe & Hadley, was on an outing trip in Maine the latter part of August.

Henry Grimm, watchmaker for C. S. Blake, has been ill for the past week with an attack of pneumonia.

R. A. Kettle, manager of the Chicago office of the Waltham Watch Co., was at the main office in this city last week.

Josiah W. Anderson, salesman for D. C. Percival & Co., left Boston last Friday for Gray, Me., on his annual outing.

Albert Dueber, president, and M. Loeb, vice-president of the Dueber-Hampden Co., were in Boston calling on the trade last week.

Ralph Herrick, of the watch department of the Smith Patterson Co., is taking an extended vacation for the benefit of his health.

Mrs. Nelson H. Brown has been at Merrimac, Mass., for the past week, going from there to Alna, Me., to complete her vacation outing.

F. G. Butler & Co. moved Sept. 1 to their new quarters in the Armory building, Washington St. and Temple Pl., occupying room 30.

August F. Sherer, engraver to the trade, who has been at Boothbay Harbor, Me., throughout the months of July and August, returns this week.

Nathan Goldsmith, traveler for David Nemser, who was indisposed for a few days last week, has recovered sufficiently to resume his Maine trip.

L. D. Barrows, North Attleboro, Mass., is one of the Harvard-Atlantic Aero Meet enthusiasts, and has been acting in an official capacity at the aviation field.

C. W. Sweetland & Son furnished the Governor's cup, which was won by Thomas W. Lawson's four-in-hand team, and other trophies for the recent Marshfield Fair.

The Charles M. Ward Co. completed its removal from 410 Washington St. last week to the concern's new quarters at 5 Bromfield St, overlooking Washington St.

George H. Denny, who recently retired from business, has been doing special work for William J. Orkin, prior to leaving for California, where he expects soon to locate.

Missionaries for the Waltham Watch Co. are showing the company's new "Equity" movement to the trade, also a new 8-day lever escapement chronometer in a mahogany case.

Wilson Bros. Co. furnished the sterling silver loving cup presented by the Chicago Letter Carriers' Band to the Boston postal employes in token of appreciation of courtesies received during the band's visit the past week to this city.

Levine Bros., 35 Beach St., are to remove to the store formerly occupied by A. Romm, at 13 Essex St. The building in which they have been located, and which has been for upward of 25 years the site of a jewelry store, is to be torn down.

Walter J. Brooks, silverware buyer for the Jordan Marsh Co., has been at Newfields on a fortnight's vacation. William E. Titus, head of the optical department, went to New York last week on business. Louis F. La Pointe recently returned from a foreign buying trip for the concern's jewelry department.

The Boylston St. Merchants' Association, of which several of the jewelry and optical firms on that thoroughfare are members, expended considerable money in getting its desires regarding a subway under that street before the Legislature at the last session. Returns of amounts paid legislative agents and others, just filed at the State House, show an expenditure by the association of $3,301.84 for counsel and other charges.

James Murphy, widely known in the trade as "Jim," who has been with the Waltham Watch Co., in the Boston office, for about 35 years, has resigned his position and will take a recreation trip to Lake View, on the South Shore, before deciding upon plans he has in contemplation for the future. He retires with the good will of a host of friends, to many of whom "Jim" was the only representative of the concern with whom they had held business relations for upward of a score of years.

E. H. Ensign succeeds Windsor N. Cobb in charge of the Boylston St. branch store of Bigelow, Kennard & Co. Mr. Cobb's associates tendered him a farewell dinner on the eve of his departure for San Francisco, about 35 from the Washington St. and Boylston St. stores taking part in the affair, last Thursday evening, at the Winter Place Hotel. He was the recipient of a handsome silver memento of their esteem, as well as many compliments and good wishes for his future business success.

A convention of labor union delegates representing the metal trades, and including polishers, buffers, platers and brass and silver workers, has been held here during the past week. Very few, if any, of the workmen in Boston jewelry shops are affiliated with the organization, however, and employers and employes here, as far as could be ascertained, were not concerned with the doings of the convention. Among the features of the transactions at the meeting, few of which were given out, was a resolution denouncing what is known as the "Taylor Efficiency System" of gauging the capacity and productivity of workmen, and advising strikes against it.

Buyers in town the past week included: E. N. Randall, St. Johnsbury, Vt., who is on his way home from a month's automobile trip in his touring car with members of his family; Fred Hendricks, of A. P. Hendricks' Sons, Nashua, N. H.; F. A. French, for J. B. Varick Co., Manchester, N. H.; William R. Magee, Fall River; Salon Abbott, Winchester; O. M. Ayers, Haverhill; Mr. Gooding, of Gooding Bros., Plymouth; C. P. Forbes, Greenfield; W. A. Kemp, East Pepperell; S. Stone, Fall River; H. W. Eager, Marlboro; George E. Seavey, Haverhill; C. F. Godfrey, Hingham; Hugo Biel, Lawrence; M. A. Gray, East Bridgewater; J. B. Hill, Beverly; George A. Antonus, Lowell; Mr. McLeod, of Woodbury & McLeod, Haverhill; Gen. H. S. Tanner, Providence; B. G. Couri, Portland, Me.; Joseph Geoffrion, Manchester, N. H., and D. J. Reagan, Providence.

North Attleboro.

Howard Grant is making a business trip in the interests of Riley & French.

C. Ray Randall is making a business trip in the interests of his concern.

Andrew Flagg left last week for a western trip in the interests of the A. L. Lindroth Co.

Roy Blackinton, of R. Blackinton & Co., was in Boston last week with the samples of his concern.

Charles Stanley, New York representative of O. M. Draper & Co., was at the factory last week.

Harold Draper, a designer for one of the Newark jewelry concerns, was a local visitor last week.

T. I. Smith, of T. I. Smith & Co., has returned from Oak Bluffs, where he has been spending the Summer.

E. D. Sturtevant, of the Sturtevant & Whiting Co., was confined to his home several days last week by illness.

Edward Cargill, salesman for the Kingman Coomb Co., Leomister, was in town last week on a visit to his mother.

Among the North Attleboro jewelers to take in the aviation meet at Squantum last week were Alton Riley and Louis Barrows.

A celebration is being planned by the employes of the Whiting & Davis ball team in honor of securing third place in the Jewelers' baseball league.

J. Frank Mason was drawn at the meeting of the Selectmen last week to serve on the Travers jury, which will convene the third Monday in September at Fall River.

Attleboro.

H. J. Collis, of the H. J. Collis Mfg. Co., Taunton, has invented a new leather fob.

W. H. Lyons has returned from a southern trip made in the interests of the C. D. Lyons Co.

Clarence L. Watson and Samuel Einstein attended the Antiquarian clambake at Rehoboth last Tuesday.

Harry Hull, of Barden & Hull, has returned from New York, where he has been in the interests of his concern.

James Blake has returned from Maine, where he was the guest of Charles Fuller, of Pawtucket, upon the yacht *Thetis*.

W. N. Harrington & Co., manufacturers of enamel goods, have moved from the Ingraham building to the rear of 17 County St., in the shop formerly occupied by the D. & D. Chain Co.

Frederick E. Newman, East Hartford, Conn., has moved to Hartford.

L. Doughy & Co, Miller, S. Dak., are offering their creditors 50 cents on the dollar. The firm commenced business in September, 1909, succeeding Mr. Doughy individually.

Are you ready for this business?

Simmons' advertising is opening up a new field of profit for the retailer.

By educating the American public to the value of style and appropriateness in the wearing of chains, fobs and bracelets, it is developing new wants, reaching new people, and sending old patrons oftener into the retailer's store.

Our Fall campaign starts September 30th. The mediums to be used are:

The Saturday Evening Post
Ladies' Home Journal
Woman's Home Companion
McCall's Magazine
People's Home Journal
Associated Sunday Magazine
Red Book Magazine
Railroad Men's Magazine
Illustrated Sunday Magazine

Get in step with this advertising. It is a new and positive sales influence that you can co-operate with to your immediate advantage. It means a larger volume of sales and quicker turnovers on a smaller net investment in stock.

Connect with this new idea now. Write for our latest catalogue. Send your orders to the wholesale watch or jewelry house you do business with.

R. F. SIMMONS CO. Attleboro, Mass.

Full Column Saturday Evening Post, Sept. 30



EVENING POST 47

HELPS

"o my acting," said Irving simply, idn't have to give a list!

he first of the employers referred to ve is a striking example of the success his own theory, for he rose to his present place from a humble beginning with house and from the first devoted all ambition to it. It is to him, indeed, t the great store very largely owes its earance and prosperity.

have tried to make the store one miles at you," he said. As he spoke, came to me of various shops that you!

ow, that's a good idea—a store es! And as I walked around with ointed out this and that point that ed his advanced ideas.

Making a Shop Smile

," he said, "see how splendidly the hted: for there's not only every taken of using the daylight but plenty of electricity wherever the ht does n't quite reach over this huge space.

nd see our white paint. See the banks vators framé and cars all white! that idea up one day in Philadelried just one first, to see what it ok like here; and the clerks all out it—said it was the bridal But we went ahead and did

here's another thing—biggest all. Don't you notice a genful brightness everywhere that's more than the lighting? It om the glass-fronted counters. her stores have adopted this a to quite a degree, but none nt we have. Every counter is a with glass clear to the floor, and makes for cheerfulness but is a of what used to be lost space, a chance for great display along of every aisle.

yet some of the biggest stores lines of wooden-fronted counters e dark recesses the clerks reach our one box after another; but hy the case with some who have lished and what is called contrade. No house could begin in owadays and hope to succeed.

hen there are notions all sorts tle things, you know, that most keep in bunches or boxes, sort and messy. I determined this ods should be displayed in a st as complete as the bigger we've had little racks and frames et them on, in well-finished mao that a customer can see all sorts and qualities of novelties at a nd it has paid—that's the best The cost of the outfitting has more than made up in increased it's even better than that, for necessities are attractively found mer gets a feeling of satisfaceling of having been well treated, ks strongly for sales in other nts."

dity is a quality that all the world seems to be looking for, uality is by no means all that is

two best assistants," said an ag man whose displays are seen the New York newspapers, "are a l contrast and problem to me. By tter one of the two, so far as origis concerned, is by far the worse s. He bubbles with bright ideas, is always an incompleteness about his ideas out. It's the hardest ne world for him to get an adverrounded up and completed on an't constitutionally quite push ough. I keep him on because e often so clever, so novel, that nt to lose him; but the other not nearly so much cleverness lity, is getting right ahead work, though not brilliant, is and he always has it full and finished to the minute. And more certain, from a business than that a good advertisement worth more than a better one

Why pay for gold that adds no value?

Gold buried at the center of a solid gold chain serves no purpose, either useful or ornamental. It adds greatly to cost but nothing to appearance or wearing qualities. As an investment it earns you no profit.

SIMMONS TRADE MARK **CHAINS AND FOBS**

SIMMONS chains are made by a process that saves this gold, by substituting a core of baser metal for it. This adds strength and safety, takes nothing from service qualities, and reduces the cost to one-fifth the price of ordinary gold chains.

SIMMONS embody the highest artistic skill and the latest and best style ideas in design and finish.

R. F. SIMMONS CO., 191 N. Main St., Attleboro, Mass.

Write for Style Book (Free)

SIMMONS chains and fobs for men—Torgnette chains, fobs, necklaces, bracelets, eyeglass chains, chatelaine pins for women—displayed by live jewelers everywhere. If no jeweler near you has SIMMONS, select from Style Book—tell us what you want.

Lancaster, Pa.

Marcus Edelstein paid a visit to Harrisburg last week.

B. H. Wertz, Wrightsville, formerly of Millersburg, visited Lancaster last week.

Jack L. Straub and family have returned from a Summer vacation at Mt. Gretna, Pa.

Nixon Rowe, Asheville, N. C., has been in Lancaster visiting his father, George Rowe.

Walter S. Russell, with H. Garman & Son, Coatesville, Pa., visited relatives here last week.

Roy Weimer, of Altoona, Pa., has taken a position as a watchmaker with S. Kurtz Zook, Lancaster.

The engagement is announced of M. Kendig Herr and Miss Elizabeth Grafel, both of Lancaster.

Lawrence Bryson, watchmaker for W. T. Bogler, Winston-Salem, N. C., has been visiting friends in this city.

H. T. Kiehl, of the jewelry department of the H. S. Meiskey Co., has been spending his vacation at Atlantic City.

John C. Bair, a former student of the Bowman Technical School, has left the McCormick Jewelry Co., Sumter S. C., to take a position with M. H. Heyman, Camden, S. C.

Louis Weber & Son several days ago gave a half day outing to all of their employes at Eden-on-the-Conestoga, entertaining them at dinner and supper and providing the usual outdoor sports.

William Pirosh, of Pirosh & Simmons, has entered suit for damages against Ferdinand Grebe, president of the Spreyer Brewing Co., for closing a party alley between properties owned by them by building a high fence.

Edward A. Zernitz, a jeweler of New Haven, Conn., a graduate of the Bowman Technical School, with J. A. Bueckholdt, also of New Haven, stopped over in Lancaster two days last week on their way home from Atlantic City, coming here to see old friends.

Fire broke out about 12 o'clock on the night of Aug. 28 in the art store of Oscar L. Doerner, at Reading Ave. It was not subdued until early the next morning. The place was completely gutted, and damage to the extent of $30,000 was done. The origin of the fire is unknown.

Norman Lanz, son of Jeweler Gaston Lang, of Norristown, Pa., has entered the Technical School as a student in watchmaking. Robert E. McCloskey, son of Jeweler George L. McCloskey, Renova, Pa., has returned to the school as a student in watchmaking, after a year's absence, during which time he was assisting his father.

Among the Lancaster merchants who contributed prizes for the athletic contests held on Labor Day at People's Park under the auspices of the Central Labor Union were Augustus Rhoades, Harry Weeber, Louis Weber & Son and T. Wilson Dubbs. The prizes were exhibited in the show window of the Rhoads' jewelry store, where they attracted considerable attention.

One night early last week an attempt was made to loot the jewelry store of Pirosh & Simmons, on N. Queen St. It was a bold attempt, as the place is in the very heart of the commercial district, and is patrolled every few minutes by policemen. The front doorway has a small area in front of it, and here the burglars secreted themselves, making an attempt to cut out a panel of the door. They were evidently frightened away.

Washington, D. C.

Charles L. Hosch is spending his vacation in Atlantic City with his family.

Herman Richardson has just returned from a two weeks' vacation in Nova Scotia.

J. Clinton Tribby, 3115 M St. N. W., was among the exhibitors at the Montgomery County (Md.) fair in Rockville last week.

The store of the Harris & Shafer Co., 1113 Pennsylvania Ave., is to be entirely redecorated. The construction of an addition to the Raleigh Hotel, which adjoins the jewelry store, resulted in the changing of one of the walls of the store, and the firm decided to completely refinish the interior.

Although a number of local business houses discontinued the early closing hour the first of the month, most of the jewelry establishments will continue the Summer schedule until Oct. 1. These stores close at 5 P. M. through the week and 1 P. M. on Saturdays during July, August and September.

Reports of delegates to the A. N. R. J. A. convention in Richmond, will be submitted at the meeting of the Retail Jewelers' Association of the District of Columbia, to be held Monday evening, Sept. 11, in the rooms of the Washington Chamber of Commerce. A special report will be submitted by President A. O. Hutterly, and the entire evening will be given over to a discussion of the convention.

A 24-Karat Club will be organized by Washington Jewelers within the next month. George W. Spier, who is heading the movement, stated that plans are well under way to effect the organization, and arrangements are being made for a big banquet, the date of which will be announced later. Although the club is being organized by members of the Retail Jewelers' Association of the District of Columbia, membership in that organization will not be required for membership in the 24-Karat-Club. The objects of the club will be purely social.

When alterations are completed the establishment of the Berry & Whittemore Co., 11th and F Sts. N. W., will be one of the handsomest retail jewelry houses in the south. It is expected work will be finished Oct. 1. The entire building is being remodeled and enlarged. New show cases, electric light fixtures and other equipment are being installed throughout. The second floor of the building will also be used as a salesroom, in which silverware will probably be shown exclusively. The new quarters will afford the firm ample opportunity to materially enlarge its stock.

Newark.

C. J. Bioren, of Bioren Bros., has returned from a trip through the south.

Clare Glander is on a trip through the west in the interests of Dalzell & Co., Marshall St.

G. J. Lowres, of the Lowres Optical Co., South St., has been granted a patent for an eyeglass mounting.

H. Curry is on a trip which will include visits to the trade in the larger cities of the Pacific Coast, in the interests of C. Rech & Sons, 481 Washington S.

A permit has been given to the American Platinum Co. for alterations to a frame building owned by the company at 229-231 New Jersey Railroad Ave. The alerations will cost $1,500.

Alfred Meyerowitz will in future call on the Newark and New York City territory for L. Heller & Son, 68 Nassau St., Mr. Meyerowitz has been with the concern for the past two years.

J. N. Beckwith is visiting the trade in Chicago in the interests of Frederick B. Weiss, Inc., 473 Washington St. C. F. Robinson is covering other points in the middle west for the same firm.

William T. Loud has severed his connection with the jewelry manufacturing concern of Allsopp & Long, 473 Washington St. Fred T. Long, of this firm, expects to start within a day or two for a trip through the middle west.

R. Finley Hall, formerly a jewelry manufacturer, died at his home, 25 Milford Ave., recently, after a long illness. He was born in Basking Ridge 78 years ago and came to Newark in 1853. His health broke down in 1876 and he went to Kansas, where he remained until 1891, when he returned to Newark, and since resided with his sister at the Milford Ave. residence. He is survived by a sister, Miss Sophia Finley Hall, also by two nephews and a niece.

Frank Boyd, of 35 Sheffield St., and Frank Ruggiero, of 85 High St., who were arrested last week Tuesday, charged with receiving 75 ounces of platinum valued at $3,000, which was stolen from the firm of Baker & Co., 408 New Jersey Railroad Ave., were each held in $2,000 bail when arraigned before Judge Hahn in the First Precinct Court. It is alleged that these men purchased the platinum from Frank A. Watrows, an employe of Baker & Co. up to July 18 last, when he was arrested for stealing from his employers. Watrows was held in $8,000 to await the action of the grand jury. At the time he was arrested the detectives also arrested Frank Calairello, of New York, and Charles Baker, of Hoboken, whom it is alleged received part of the stolen goods. They were also held to await the action of the grand jury.

B. G. Kaplan, Williamsport, Pa., has made arrangements to have his building at 6 W. Market Sq. entirely renovated.

C. M. Robertson, well known in Chicago as a wholesale jeweler and a wholesale manufacturer, has moved to Minneapolis to make his future home, and will also make his headquarters as a wholesale jeweler there. He resides at 1004 E. 22d St.

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Gorham Silverware. The demand is greater because it is the best known and known to be the best. Gorham jewelers enjoy the highest esteem and confidence of their customers.

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THE JEWELERS' CIRCULAR
WITH WHICH ARE CONSOLIDATED
THE HOROLOGICAL REVIEW
THE JEWELERS' WEEKLY
THE JEWELERS REVIEW

PUBLISHED EVERY WEDNESDAY BY
THE JEWELERS' CIRCULAR PUB'G CO.
L. J. Mulford, Pres. & Treas. V. S. Mulford, V.P. & Sec.
11 JOHN ST., COR. BROADWAY, NEW YORK.

TELEPHONE; 1148 CORTLAND. CABLE ADDRESS: JEWLAR, NEW YORK

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Help to Enforce the Laws We Have.

THE tendency to reform all abuses which grow up in the social, business and political worlds by special legislation has been pronounced during the past few years, and the business men have been almost as active as the social reformers in trying to correct all evils from which they suffer, by special laws designed to strike at the root of the abuse. As a result the legislatures of the various States and also Congress have been swamped with bills of all kinds relating to business abuses, many of which have been hurriedly and improperly drawn, a great majority of which are absolutely unconstitutional as well as impracticable. Large numbers of these bills are constantly killed in committee or otherwise lost, but a great number of the more meritorious bills have gone into the law of the State and nation. The tendency for special legislation, however, seems to increase as time goes on, and often business men, and, in fact, whole trades will devote their energies to getting a bill passed to correct an abuse where the same amount of effort expended in having the existing laws enforced might have produced a much more satisfactory result.

Of course, when a condition is not touched by existing laws, as in the cases of some States which have no ways of punishing improper marking of the precious metals, fraudulent advertising, etc., laws must be passed before any active campaign against the evils can be begun, but unfortunately the tendency in the business world has been to work hard to pass the necessary laws (and sometimes even superfluous laws), and then sit back expecting the remedy would flow directly from the legislation without further effort then when it is found that the evil still exists, the unthinking business man often blames the laws already passed, or suggests new ones without realizing that the trouble lies not with the law or even with the prosecuting authorities, but with the members of the business world who refuses to take advantage of the statutes passed in their interests.

As a writer in the *Bulletin* of the National Association of Credit Men truly says, "The business man has a tendency to forget that laws do not enforce themselves. It seems hard sometimes to impress upon him that they have to be enforced," and he might have added that the initial work of their enforcement must come from the business world and not the prosecuting authorities. This applies to all laws, penalizing acts which are outside of the category of common law crimes, for while the police and prosecuting authorities will be quick to detect the perpetrators of common law crimes against person and property they will not go out of the way to collect evidence as to ordinary acts of business men which have been penalized by special statutes. In such cases the people most affected must make a complaint and present the evidence to the District Attorney before he will act, and in some instances, until the law has been tested, the prosecuting authorities often require a complete case to be made out by the complainant before they will take it up. But if the business men affected by certain abuses will act under the law covered to remedy these evils, they will generally get full co-operation as soon as they show they are willing to do their part.

> **The day of untruthful advertising in the responsible publication is passed. Advertising in the high class trade journal nowadays may be depended upon. This means that you are safe in answering advertisements even to the extent of sending money in advance.**
>
> *—Frank Farrington, Author of "Store Management Complete," etc., etc.*

The Gold Stamping Law of New York State had been in effect many years before a prosecution of any serious nature was started under it, and violations of the law in certain quarters had become practically a scandal. This was not the fault of the law, but the fault of the men whose interests it was designed to protect. When the editor of this journal, acting for this journal, as its editor and as secretary of the Stamping Law Committee, brought the first test case under the law, there was a general impression that the statute could not be enforced. We showed that it could by convicting two manufacturers, and since then the prosecutions under this law, which have been pushed by the Jewelers Board of Trade, have proved that it can and will be enforced not only against manufacturers but retailers as well. Much time, effort and money has been spent in preparing cases under the gold law, and the campaign for its enforcement has only really begun. Many more cases will come up in the courts during the Fall and Winter than have come up in the past.

It is expected that convictions will be obtained against not only manufacturers but retailers and jobbers who have violated it. In this work the Jewelers Board of Trade is having the sincere co-operation of the District Attorney's office, and the cases are being, and will be, pushed as thoroughly as if they were common law crimes. No one believes now that the New York Gold Law is a dead-letter law, simply because those interested in enforcing it have taken the trouble to get the evidence and lodge complaints.

The example set in New York should be followed all over the country by the jewelers' associations in all States where there are stamping laws, and an effort made to stamp out once and for all the evils arising out of false marking. Resolutions favoring the law or favoring prosecutions are not sufficient, but evidence must be gathered, complaints made and the cases worked up against the accused in a complete form, so that the prosecuting authorities will have no excuse to refuse to push the complaint. This requires work, but the benefits resulting will more than pay for the effort expended.



WE SUIT OUR TIME TO YOURS

TIME COUNTS these days. Few dealers order till about the time they want the goods; and when they want them they want them quick. The practice of this house is to give you what you want when you want it.

We do not run the railroads or the express companies, so we are not responsible for their end of the job. But we ship the goods promptly. No cobwebs gather on any orders here. When the goods reach you simply depends on the distance.

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CROSS & BEGUELIN

Wholesale Distributors of Gems, Jewelry, Watches, and Jewelers' Supplies

23 Maiden Lane
NEW YORK

LETTERS TO THE EDITOR.

Should a Jeweler Value Articles?

WILLIAMSON, W. Va., Aug. 30, 1911.

Editor THE JEWELERS' CIRCULAR-WEEKLY:

My plan of handling customers who wish articles valued is outlined herewith.

I find that in most cases such parties have bought articles presented for valuation from one in whom they haven't confidence or have same on memorandum from one of the mail-order houses. In some instances the article was purchased from me or was obtained from someone who had purchased it from my store.

My plan has always been to first ascertain whether I sold the article, by mark or questioning, if it happens to be a piece of jewelry. If I am familiar with the brand I name the price at which it would be sold in my store. If the mark is strange or if there is no mark at all, I state the truth: that I am unable to ascertain how deep the gold is, and inform the customer that all reliable makes of plated jewelry bear the trade-mark or initials of the manufacturer.

If a diamond is presented for valuation it is always mounted, and I inform the party presenting it that in order to place a value on the stone I would have to remove it from the mounting, so that we could set under clamps and weigh the same, and that to remount the diamond would cost him so much. While I am making this explanation I compare his stone with one from my case, which is marked in plain figures, price and weight being given, which, if possible, has a little better spread and is always cleaner and therefore more brilliant. I make a comparison before the eyes of the customer, and if the diamond is on memorandum, which is usually the case, I often make a sale, whereas, if I flatly refused to value the article I lose a customer. I look upon everyone who enters my store as a customer.

If the above will prove of value to anyone I will feel repaid for my trouble.

E. F. R.

Importations at the Port of New York.

Weeks ended Aug. 27, 1910, and Aug. 26, 1911		
Glass, china and earthen ware:	1910.	1911
China	$109,540	$88,21
Earthen ware	14,860	13 06
Glass ware	34 289	53,33
Optical glass	977	2,18
Instruments:		
Musical	19,509	18,56
Optical	17,872	3,76
Philosophical	9,095	19 72
Jewelry, etc:		
Jewelry	55,610	29,72
Precious stones	633,128	580,26
Watches	26 819	23,51
Metals, etc.:		
Bronzes	6,334	12,44
Cutlery	43 465	13,41
Dutch metal	1,521	..
Platina	69,015	135,96
Plated ware	.....	....
Silverware	3,561	1,84
Miscellaneous:		
Alabaster ornaments	.....	14
Amber	212	2,02
Beads	5,557	13,29
Clocks	17 278	11,04
Fans	6,738	3,52
Fancy goods	28,787	22,98
Ivory	30,392	19,61
Ivory, manufactures of	780	32
Marble, manufactures of	11,496	22 12
Statuary	5,728	4,48

New York Notes.

Charles M. Schuell, jeweler and optician, South Bend, Ind., was in this city last week buying stock.

James Loeb, with Albert Lorsch & Co., returned last week from a vacation at Forest Park, Pa.

A. W. Biber, Spartanburg, S. C., has been in the metropolis during the past week on a business trip.

Wm. Moore, a pearl dealer from Prairie Du Chien, Wis., was in this city last week on a business trip.

Lewis Zahn returned last week from a trip south in the interest of Cross & Beguelin, 23 Maiden Lane.

W. D. Burd, a pearl dealer from Vincennes, Ind., has been in town during the past week on a business trip.

Frank A. Priesmeyer has severed his connection with Jac Kryn & Wauters, for whom he was Chicago representative.

V. V. Davidson, of the staff of the Jewelers Board of Trade, is spending a two weeks' vacation at Washington, D. C.

Earle R. Sheppard, 13 Maiden Lane, returned last week from a business trip to the Coast. He was away about two and a half months.

Ira J. Grinberg, of Adolf J. Grinberg & Son, 29 Maiden Lane, sailed for Europe Tuesday of last week on the *Kaiser Wilhelm der Grosse*.

A. E. La Vigne, with Mathey Bros., Mathez & Co., 15 Maiden Lane, returned recently from a two weeks' vacation at nearby points.

Gus Rodenberg, of Dunn & Rodenberg, 15 Maiden Lane, returned to this city Monday of last week on the *Prinz Friedrich Wilhelm* from a trip to Europe.

A. W. Grant, manager of the Carter-Allen Jewelry Co., Ldt., Shreveport, La., was in this city last week and visited the offices of THE JEWELERS' CIRCULAR-WEEKLY.

George Semple, New York representative for the W. & S. Blackinton Co., 180 Broadway, started Monday night for a trip through New York State in the interest of his concern.

The streets in the Maiden Lane district in the vicinity of Nassau St. have been torn up during the past week because of the installation of the new high-pressure water system.

Mr. Little, of the S. T. Little Jewelry Co., Cumberland, Md., was in this city last week on a business trip. He made his headquarters with Cross & Beguelin, 23 Maiden Lane.

Max Fay, with L. Davidsburg & Co., 13 Maiden Lane, started recently for a trip west for his concern. Arthur Caro, another traveler for the same firm, has also started for a trip west.

James H. Noyes, secretary of the Jewelers Security Alliance, 15 Maiden Lane, returns this week from a vacation spent cruising along the Maine coast. He made his quarters at Christmas Cove, Me.

Arthur A. Kahn, of the American Gem & Pearl Co., 16 Church St., returned from Europe Saturday, Aug. 26, on the *Kaiserin Auguste Victoria*, after a visit to Paris, London, and other centers. He has been away since June 13.

Charles E. Stanley, of the O. M. Draper Co., 15 Maiden Lane, has been spending a few days at the factory at North Attleboro, Mass. He started from there on a trip in New York State and will return to this city about Sept. 20.

Leon Simons, New York representative for Ford & Carpenter, 15 Maiden Lane, started Sunday night for a trip to Philadelphia, Baltimore and other points. Geo. Frey, of this concern, is traveling in the west, and is working toward New York.

There has been on exhibition during the past week in the Cortlandt St. window of the L. E. Waterman Co., 173 Broadway, a collection of spears, bows and arrows, shields, etc., used by native hunters in Estern Atrica. The exhibit has attracted considerable attention from passersby.

H. C. Bliss, of Bliss Bros. Co., 15 Maiden Lane, accompanied by his wife, is enjoying an automobile trip in Maine. E. M. Coe, New York representative of this concern, started Friday to spend Labor Day at Attleboro, Mass. He started yesterday on a trip in New York and Pennsylvania.

Edward W. Miller, a pearl dealer of Comanche, Ia., was in this city last week on a business trip. His brother, Charles V. Miller, was a visitor the week previous. Reports from the western pearl fisheries state that not as many men as usual are at work. Fewer pearls have been found thus far this sason, and prices are high.

The Brooklyn Purchasing Syndicate has bought out the entire stock of H. C. Abbott & Bro., Birmingham, Ala., and will sell it at public auction in Brooklyn during this month. The stock consists of diamonds, watches and jewelry, and is valued at $65,000. H. C. Abbott & Bro. have been in the jewelry business in Alabama for a period of 40 years.

Judge Holt has appointed L. Harding Rogers receiver for Isidore Barkass, a jeweler of 139 Hester St. A petition in bankruptcy was filed against Mr. Barkass recently by Paul Bass, who claims that Mr. Barkass owes him $750 for goods sold and delivered. In the petition it was alleged that preferential payments have been made.

The new rating key of the Jewelers Board of Trade went into effect Friday. All ratings after Sept. 1 and changes appearing in the weekly sheet issued by the Board will be made according to the new key, but will not appear in the reference book until the issue of March 1, 1912. Revisions will appear under the new key and gradually replace old ratings. The new key is divided into four grades.

A mass meeting of the jewelry workers, who are at present on strike, was held last Thursday night at the Manhattan Lyceum, 64 E. 4th St., when conditions were discussed. There were a number of speakers, who addressed the audience, and the general attitude of the strikers favored a continuance of the strike until their demands for shorters hours, higher wages and recognition of their union were granted. At the various chain manufacturing shops, etc., employes remaining at work averaged about half the regular number.

Jewelers and opticians who carry photographic supplies are interested in a decision rendered last week by the Board of United States General Appraisers regarding the duty on photographic plates of glass which have been exposed and developed. It was held that such plates are dutiable at 45 per cent. ad valorem under the present tariff act as "manufactures of glass." The American Express Co., Davies, Turner & Co. and Pitt & Scott, Ltd., the importers, claimed that the plates should be admitted at 25 per cent. under the provision of the law for photographic dry plates. The contention was denied.

Joseph A. Carlier, for 53 years engaged in business as a manufacturing jeweler on Poplar St., Brooklyn, died Aug. 28, at his home, 102 Monro St., from heart disease. He came to New York City 80 years ago, with his parents, from Tours, France, where he was born May 15, 1827, and had resided in Brooklyn for 55 years. He was past noble grand of Principal Lodge I. O. O. F. and for 35 years the treasurer of Bethlehem Encampment of the same order. He had formerly been a member of the Episcopal Church of the Holy Trinity, and at his death was a communicant of St. George's P. E. Church. He is survived by two daughters, Mrs. Edward T. Smith and Mrs. John R. Ruld and a son, Arthur A.

The Jewelers Board of Trade has received a composition settlement of 40 cents on the dollar in the matter of the R. J. Riles Co., Jacksonville, Fla., and it is being distributed to creditors. The settlement is 10 per cent. in cash and 30 per cent. in endorsed notes. The Board has also recived a 50 per cent. settlement in the matter of Henry Schmalz, 947 N. Gay St., Baltimore, Md., and 30 per cent. in cash has been distributed to creditors. The balance is in notes secured by a trust mortgage on the stock and fixtures, and by the endorsement of Mary Schmalz, wife of the debtor. In this case the Board of Trade raised the settlement offer from 25 to 50 cents on the dollar.

A meeting of the newly-formed Jewelers' and Stationers' Bowling League will be held Sept. 15 in the room of the Jewelers' 24-Karat Club of New York City at 15 Maiden Lane, for the purpose of electing officers and appointing committees for the ensuing year. The new league is composed of teams formerly in the Jewelers' and in the Stationers' Bowling Leagues, which have now been combined. The last day on which entries to the new league can be submitted is Sept. 12, and all communications should be sent to Frank Schaller, 45 John St. There are now 13 teams in the league, and an exciting season is predicted. The teams so far registered are: Wm. Barthman, O. M. Farrand Co., Hayden W. Wheeler & Co., Harry Meyer, Gus Gnam Co., Tiffany & Co., William Dixon, Solidarity Watch Case Co., L. E. Waterman Co., Aiken Lambert Co., R. E. Noble Engraving Co., Geyer (stationer) and the Baker Printing Co. The season will open Oct. 2 and the games are to be rolled on Ehler's alleys, Brooklyn.

H. C. McConnell, formerly of McCon-

(New York Notes continued on page 97.)

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1850 *The Jewelers' Bank for half a century in the same location* 1911

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Checks and Cable Transfers upon our own correspondents throughout the world

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New York Notes.

(*Continued from page 95.*)

nell & Coyler, 200 Broadway, has accepted a position with Benj. Allen & Co., Chicago.

Edward Sommer, of J. J. Sommer & Co., left Monday on a business trip.

Max Reimer, Washington, D. C., was a visitor in this city last week, buying Fall goods.

E. B. Meyrowitz opened a new optical store at 225 Livingston St., Brooklyn, last Thursday.

Frank Jeanne, of Wm. S. Hedges & Co., 170 Broadway, returned from Europe Sunday on the *Rotterdam*.

Lothair Rich has opened a retail jewelry store at 243 Broadway. He has a branch store at 1 W. 42d St.

Theodore B. Starr, Inc., formerly at 206 Fifth Ave., has removed to its new building at Fifth Ave and 47th St.

S. S. Ginsberg, of Ginsberg Bros., 13 Maiden Lane, spent the week-end and holiday at Fleischman's in the Catskills.

H. A. Kirby, 13 Maiden Lane, returned last week on the *Lusitania* from a trip to Europe. He was away about a month.

Charles Nickerson returned Thursday of last week from a western trip for Carter, Clarnstrom & Remington, 13 Maiden Lane.

Mr. Lowenthal, of L. & M. Kahn & Co., 170 Broadway, returned to this city recently from a trip to the European diamond markets.

Harry R. Solomon has left for the Pacific Coast, where he will represent Kantor & Sheff in the future. His headquarters will be in Los Angeles, Cal.

George E. Feagans, Los Angeles, Cal., will return to this city from Europe this week, and will make his headquarters with A. Roseman, 13 Maiden Lane.

Charles Wolfert, assistant buyer for I. Lewkowitz, Sixth Ave., returned from a vacation last week. Dr. Sargent, optician at the store, has resigned his position.

In an explosion which blew up the railroad bridge in Mt. Vernon, N. Y., last week 73 windows at the plant of the Mauser Gold & Silver Works were broken.

Dr. C. H. Webb, of the F. H. Sadler Co., and Frank Gray, with W. H. Wilmarth & Co., who are in charge of the local offices of their respective concerns, spent the holiday at Attleboro, Mass.

A rosary of gold nuggets linked together by an Alaskan miner will be a unique gift to Cardinal Gibbons at his golden jubilee in October. The only other nugget rosary known to be in existence is in the procession of Pope Pius.

Richard B. Herzer, of Jensen, Herzer & Jeck, Nashville, Tenn., was a visitor in this city last week, and called at the offices of THE JEWELERS' CIRCULAR-WEEKLY. While in New York he visited the jewelry exhibit of Powers & Mayer.

Policeman Herman Harriegel, of the E. 104th St. station has tendered his resignation because duty on the stationary post to which he was assigned did not suit him. Mr. Harriegel will return to the jewelry business, at which he worked before he became a policeman.

According to a statement given out Saturday by Francis W. Bird, Appraiser of the Port, the appraised value of precious stones and pearls for the month of August, 1911, is $1,368,613.47, as compared with $1,315,890.27 in August, 1910, and $3,262,099.17 in August, 1909.

By the will of William De Muth, filed for probate last week, $25,000 is set aside for employes of the William De Muth Co., pipe manufacturers, 507 Broadway. Mr. De Muth was known to jewelers in this city and elsewhere, many of whom bought pipes and smokers' specialties from the William De Muth Co.

The Jewelers Security Alliance, 15 Maiden Lane, received word last week from Fred Baker, 316 North Yakima Ave., North Yakima, Wash., that his store was recently broken into and a quantity of rings, bracelets and other jewelry, together with some repair work, was stolen.

Offices in the Frankel building, 45 John St., have been leased to M. M. Tannenbaum by the Chas. F. Noyes Co., who also announced last week that plans are being prepared for the erection of a three-story and basement addition to the Hillard building, 55 John St. The addition will cover about 15,000 square feet of space.

Among the out of town jewelers last week who made their headquarters with the Jewelers' Co-operative Syndicate, 68 Maiden Lane, were the following: D. Raskin, of D. Raskin & Bros., Carnegie, Pa.; Floyd Saunders, of Saunders & Son, Alexandria, Va.; Theo. Petri, of Kinsel & Petri, Columbia, Ga.; W. J. Burden, Wilson, S. C.

A fine set of East Indian jewelry trimmed with 24-karat gold on top of genuine tiger claws, which at one time belonged to an Indian prince, but more recently in the possession of a New York family, was sold at public auction last week by the Brooklyn Purchasing Syndicate. Other antique jewelry was sold at the same time.

Among the visiting jewelers in the Maiden Lane district during the past week were Sol Cerf, of Sol Cerf & Co., Pittsburgh, Pa.; Fred Wilmarth, of the D. F. Briggs Co., Attleboro, Mass.; C. S. Hannan, of the Grainger-Hannan-Kay Co., Detroit, Mich.; D. G. Krouse, manager of the B. K. Elliot Co., Pittsburgh, Pa. Among other visitors of late were Mr. Royall, of the Flory-Royall Co., Newport News, Va.; Mr. Cook, of the H. J. Cook Co., Knoxville, Tenn.; W. C. Weld, of Weld & Sons, Minneapolis, Minn.

The Jewelers Security Alliance, 15 Maiden Lane, has been notified that a window in the store of W. L. Wilhelm, Portsmouth, O., was smashed Sunday night and jewelry valued at $150 stolen. The Alliance is also in receipt of a report from L. Black & Co., Detroit, Mich., to the effect that on Friday a plate-glass window in the store was smashed and a quantity of rings stolen. The attempt to secure the jewelry was made at a time when the street was thronged with people and before the thief could make his escape he was captured by Mr. Scheer, who after a rough-and-tumble fight held the man until the police arrived. The prisoner said he was 35 years of age.

The Jewelers' Protective Union, 15 Maiden Lane, has sent out a letter announcing that as a result of a conference with the Pennsylvania Railroad officials in reference to checking baggage at the Cortlandt St. station, the railroad company has arranged with the New York Transfer Co. to call in New York City for jewelry trunks belonging to members of the Jewelers' Protective Union and check them through to destination on the outgoing train the traveler will take, provided the New York Transfer Co. is notified two hours prior to the departure of the train from the new Pennsylvania station, and provided it is stated that the traveler is a member of the Jewelers' Protective Union. Arrangements have also been made for the quick delivery of incoming baggage. Slips containing suggestions for shipping, receiving and tracing packages have also been sent to members.

The real estate section of the Sunday *Times* contained an illustration of a new commercial structure being erected at the southeast corner of 53d St. and Fifth Ave. by Edward Holbrook, of the Gorham Co. The building will have a frontage of 85 feet on 53d St. and 125 feet on Fifth Ave. and will be an 11-story structure. The building is to be completed and ready for occupancy by April 15, 1912. It will be known as the Frances building. The architects have designed it in the severe classic style. The facades will be finished in buff limestone. The first story will be fitted up for high class stores or for banking purposes, and there will be a mezzanine floor. The main entrance will be finished in Hautevi.le marble, which also will be used for the upper halls and stairways. The building will be equipped with all of the latest improvements. There will be three electric elevators, the freight elevator entrance being at 53d St. Albert B. Ashforth will be the renting agent for the building.

The Board of United States General Appraisers decided last week that imitation sapphires, amethysts and sardonyx composed of glass and paste, and intended for use as hatpin tops ,are not to be regarded as "manufactures of glass" under the terms of the Tariff Act of 1909. The case in question stood in the name of P. C. Kuyper & Co., who advanced the contention for a rate of 20 per cent. ad valorem as imitations of precious stones. This claim is sustained by Judge Sharretts. The decision says that if the articles are of a superior finish and belong to a class of imitation precious stones that are regarded by the trade as suitable for the manufacture of jewelry, it is immaterial whether or not they may be also used in the manufacture of millinery ornaments. The judge says any other construction of the law deprives Par. 449 of all administrative force with respect to imitation precious stones if it shall develop that the greater quantity of all such stones are used in the fabrication of millinery ornaments. The protest is sustained and the Collector's decision reversed.

E. L. Marsh has taken over the business of Ben Matteson, Jackson, Minn.



"Revell Special No. 11 Case"

Jewelers who purchased these cases say they are the

"BEST YET"

FOR A MEDIUM PRICED CASE

Let us quote you prices on this popular style case, which is only one of the many attractive designs illustrated in our new loose leaflet catalogue, which will be mailed you on request.

Alexander H. Revell & Co., DAYTON AND EASTMAN STREETS, **Chicago, Ill.**





SOLID gold jewelry at less than plated jewelry costs. I bought 5,000 pieces, including cameo scarf pins, brooches in real cameo and corals, veil pins, cuff pins, rings, etc., all at less than one-half the regular price, as I bought them in trade. Sale prices from 45 cents to $1.38 in scarf pins, cuff pins, etc., large fine solid gold cameo belt pins and brooches, $3.37 to $5.00. Sent on memo. bill to well-rated dealers. Sold for cash only.

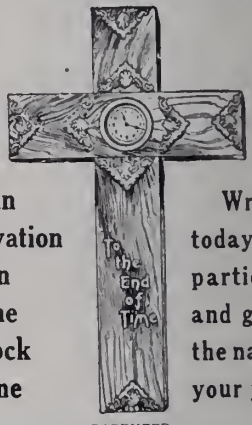
Look them over, return what is not wanted, enclose your check in box for goods kept, no other way. I have fine coral and amber necklaces; diamond rings, $2.83 up; white diamonds, $45 per carat and up. Be quick for these bargains.

DAN I. MURRAY

IMPORTER AND BROKER

3 MAIDEN LANE - - - NEW YORK

The Cross Clock



An Innovation in the Clock Line

Write today for particulars and give us the name of your jobber

PATENTED

Size 11 x 19 inches

A handsome ornament, a good timekeeper, a useful article in every household.

It is a beautiful chestnut wood cross, finished in either Flemish, Mission, Brown, or Mahogany and ornamented with either silver or gold filigree. It contains an absolutely reliable clock.

Fine for church fairs, bazaars, festivals, etc. Makes a handsome birthday, wedding or Christmas gift.

CROSS CLOCK CO.

P. O. Box 135. PHILADELPHIA

JACOB SCHOEN

MANUFACTURER OF DIAMOND JEWELRY

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Neumetz & Co. 51-53 Maiden Lane, New York City

Gold and Silver Electro-Platers and Repairers

Gems and Precious Stones

Their Characteristics, Localities of Production, Tests and Some Current Literature

POSTPAID, $0.50

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Practical Course in Adjusting

By THEO. GRIBI

Published Price, $2.50

SPECIAL REDUCED PRICE

$1.50

Postpaid

The Jewelers' Circular Pub. Co.

PUBLISHERS

11 John St., cor. Broadway, New York

Philadelphia.

Harry Lear, with C. H. O'Bryon, is visiting friends in Bordentown, N. J.

James Rauen, watchmaker, has accepted a position with Samuel S. Haas, 1738 Market St

William H. Moore, 1708 Ridge Ave., is enjoying a few days with his family at Holly Beach, N. J.

Morris Venus, engraver and chaser, has removed his place of business from 616 South St. to 510 South St.

Suit has been started in the June term of the local courts by J. E. Caldwell & Co. against J. Hamilton Harris.

J. J. Freidel, watchmaker, 117 S. 8th St., returns home with his family on Monday after spending the Summer at York, Pa.

George Fisher and John McKenna, with L. P. White, contemplate a last try for fish the first week in September at Fortesque.

Suit has been instituted in the local courts, June term, by the Sheffield Silver Co. against Samuel Goldberg. Appeal. F. H. McNeal.

John W. Ford, retail jeweler, 618 E. Girard Ave., who has served as coroner for the past term is desirous of retaining this official position, and is actively interested in his own campaign for the Republican renomination.

Oscar Ritter, a representative of J. E. Caldwell & Co., is a guest at one of the beach front hotels at Wildwood, N. J. Frederick Thomas, of the same firm, has started on an extensive vacation trip. Mr. Thomas will visit and motor to the various coast resorts.

George Katz, 1943 Germantown Ave., surprised his friends and family on his return from a motor trip to Asbury Park, by introducing to them a huge rattlesnake, which he had killed "en tour." The snake is beautifully marked, and will be kept for display purposes.

Joseph C. Cleghorn, well known in the jewelry trade and instructor of arts and crafts at the Swarthmore High School, has notified his friends and family that his wife, who was one of the Manchester wreck victims, is only slightly injured, and that at the present time, while she is still unnerved from shock, she is doing nicely.

The following jewelers were visitors to this city during the week: D. H. Krause, North Wales, Pa.; E. K. Bean, Lansdale, Pa.; H. B. McFarlan, East Downingtown, Pa.; J. A. James, Swedesboro, N. J.; J. Harry Halt, Mt. Holly, N. J.; E. L. Osgrander, Pitman, N. J.; Henry Bolte, Atlantic City, N. J., and Joseph T. Montgomery, Wilmington, Del.

John Cooper Hart, a former watchmaker of this city, died last Thursday, leaving a fortune estimated at $500,000, not realized by the watchmaker's craft, but accumulated after comparatively few years as a restaurateur. He was familiarly known as "Jack of Harts" by his patrons in the business district of the city. So firm was his footing that before long his little stand at 10th St. below Sansom was catering to thousands.

While riding on a trolley car last week R. S. Milner, a retail jeweler, 1319 Point Breeze Ave., met with a serious accident, and received such a shock that the physicians, at the Jefferson Hospital, declared had his heart been weak, it would have resulted in his death. Mr. Milner's accident was due to contact with the guard chain, which he caught hold of for support, this apparently was charged with electricity, for he was immediately thrown to the top of the car, and upon examination his hand was found to be severely lacerated and several fingers burned to the bone. He was hurried to the Jefferson Hospital, where he spent the night. Mr. Milner is still suffering from the shock.

Atlantic City, N. J.

O. H. Bohlson has given up business at Pleasantville, N. J.

Martin Mayer, Philadelphia, has opened a store at Ocean City.

John Lang, of this city, has opened a jewelry store on the Boardwalk at Ocean City.

Robert W. King, jeweler and optician, has moved from 2419 to 2005 Atlantic Ave.

David Miller is conducting an auction sale of watches and jewelry at 1624 Atlantic Ave.

A. W. Smith, of the Wigwam Store, has installed six beautiful new glass showcases in his store.

W. J. Adler, 1519 Boardwalk, has put in two new salesmen, Milton Thompson and Burnet Wexlir.

Mrs. M. E. Bennett, bought of E. Goldberg, the jewelry store known as Lefroy, 1407 Boardwalk.

Alfred P. Mission, who was for years with Morris Walter, this city, has opened a jewelry store at 2133 Boardwalk.

Gilbert F. Cosnette, a designer of art initial work, and S. Edgar Trout have opened an office in the Bartlett building.

J. Polakoff, 1208 Atlantic Ave., who has been laid up for six months with rheumatism, is back from Mount Clemens, Mich.

A. Noorian has started in business making Etruscan, 18 and 22 karat gold jewelry and special order work at 633 Bartlett building.

Walter T. Houser, Monterey, Mex., has opened in the Exposition building the Aztec Shop of Mexican curios, novelties and leather goods.

Emil E. Holst, manufacturing jeweler, 1117 F St., Washington, D. C., has been spending the Summer here helping out his brother, H. L. Holst.

Jeannette Pollinger, New York, opened a place at 241 Boardwalk, where she is selling hand-painted fresh water pearl brooches, belt pins, china, etc.

Raphael, the pearl carver, has moved from 2421 to 521 Boardwalk. He is doing artistic work in mother of pearl and California pearl abalone shell.

The Sing-Fat Co., 1125 Broadway, New York and San Francisco, have opened an oriental jewelry and novelty store in the Marlborough-Blenheim Arcade, in charge of Tong Phong.

I. Horenstein, Lincoln Terrace, has moved to 632 Bartlett building, and is manufacturing special filigree work. He has three hands working and will add more benches and hands.

I. Levine, 4278 Frankford Ave., and Barney Byrens, Philadelphia, has opened a jewelry and optical store at 819 Atlantic Ave. During the past week an auction sale has been conducted.

Morris S. Wassman, 1109 Boardwalk, and Harry Keller, salesman at 1111 Boardwalk, working for the two jewelry stores, were held in $100 bonds to keep the peace. They both resorted to "South St." methods in order to get business.

Mr. Friedeberg, 1516 Atlantic Ave., has bought the property at 1532 Atlantic Ave., and will build a modern three-story building to cost $35,000, which he will occupy with his jewelry business. He will put in a first-class optical department with full equipment and a man in charge.

L. W. Betts, 912 Atlantic Ave., jeweler and optician, has bought the property at 1708 Atlantic Ave., which he will remodel, put in new front and will move there in the Fall. He will have much larger and better quarters, and will put in a complete grinding plant for his optical work.

John Lang has started a new store at 638 Boardwalk in this city and another one at Ocean City. He now has four stores, and announces that he will close them all out and retire from this business. He will manufacture and sell perfumes in New York. The manager of the new store here is Jules Marx and the Ocean City store Joseph Eaton.

Baltimore

J. Bloom will open a retail store at 503 E. Baltimore St. as soon as alterations and repairs are completed.

Mr. and Mrs. Joseph Castelberg will remain in Atlantic City, where they have spent the Summer, until Sept. 15.

An unusually sad incident occurring in the jewelry world in the past week was the deaths of Mr. and Mrs. Greenberg at the Maryland General Hospital. The couple were stricken with typhoid fever early last month, and, their cases being serious, were later taken to the hospital, where each made a brave fight against death, but to no avail, and at 6 o'clock on Aug. 31 Mrs. Greenberg passed away, followed at 10 o'clock by her husband. Mr. Greenberg was engaged in the jewelry business at 1709 Pennsylvania Ave. and was 27 years of age. Mrs. Sarah Greenberg, his wife, was just 21 years old. Two small children survive.

Lewis D. Inslay, 30 years old, a former Baltimore jeweler, who was overcome with gas while sleeping in a rooming house at 800 N. 10th St., on Thursday, died early this morning in St. Joseph's Hospital in Philadelphia. Inslay was found unconscious in bed by Harry Kess, proprietor of the house, after he had detected the odor of gas coming from the room. He never regained consciousness. While the gas was found to have been turned on full, the police do not believe it was a case of suicide as the windows were open. Inslay had come to Philadelphia only a few days before the accident. He is said to have given up his business in Baltimore after meeting with financial reverses. The police have notified the Baltimore authorities, who are trying to locate the young man's family.

SAART'S SILVER SELLS

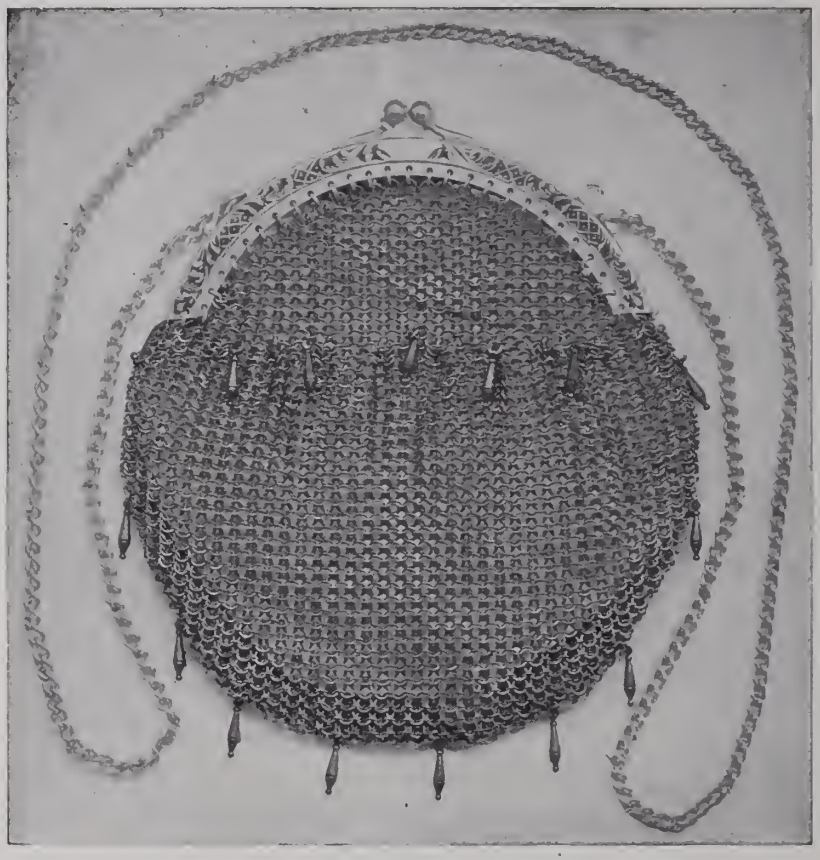
¶ It is distinguished for the great attractiveness of the designs, the skilful workmanship and priced at figures that make the goods move rapidly and leave a handsome profit to the dealer. Unquestionably the most popular line on the market.

THE FINISH IS UNEQUALED

Mesh Bags
Toilet Sets
Manicure Sets
Vanity Purses
Hat Pins
Sewing Sets
Sterling Knives
Vanity Bags
Opera Bags
Etc., Etc.

We show a great variety of patterns in the above lines, all beautiful and salable.

THROUGH JOBBERS ONLY.



No. 5541—The Latest Shoulder Bag—Illustration half-size.

Saart's Sterling Silver Specialties

are far ahead of anything you have ever bought before for the money. There is no comparison. You will find it the most profitable line to carry. We know this, and all we ask is a chance to prove it to you.

ORDER SAART'S SILVER NOW

and stock up before we are rushed with Fall orders.

THROUGH JOBBERS ONLY.

THERE ARE BIG PROFITS AND QUICK ACTION IN SAART'S SILVER



No. 3209-K—Vanity Purse—Open.

IT'S A LIVE LINE FOR LIVE JEWELERS

We have issued a handsome

Catalogue

for the jobber, which we will send to reputable concerns conducting business under this plan.



No. 3209-K—Vanity Purse—Closed.

THE W. H. SAART CO.

ATTLEBORO, MASS.

NEW YORK OFFICE
9-11-13 Maiden Lane

Pittsburgh.

Samuel Weinhaus, who was in Cincinnati n a visit, has returned to Pittsburgh.

A. C. Gies, Frankstown Ave., East End, s spending his vacation in the lake regions.

Frank T. East, accompanied by his wife, ft last Thursday for Atlantic City to pend several weeks.

R. J. Sime, who represents the Julius Cing Optical Co., was a visitor in Pittsurgh last week.

R. H. M. Jantzen, of Jantzen & Co., Besemer building, has been spending his vacaon at Cambridge Springs.

Arthur Bradshaw, of the Meriden Britania Co., spent a few days of last week in 'ittsburgh visiting old acquaintances.

Charles Glen Sipe, of the firm of Sam F. ipe, and his wife left Saturday night for tlantic City, where they are spending sevral weeks' vacation.

A. A. Gillespie and his wife have reirned home from a prolonged visit to oledo. F. F. Lang, also of Gillespie ros., is home from his vacation.

H. B. Hayes, of the Hardy & Hayes Co., nd his family, who have been summering Yarmouth, Mass., returned home Monay. He reports having caught some big sh.

M. Mossen, Monongahela, Pa., has disontinued his jewelry business to engage in other mercantile business at Connellsville, a. He closed out most of his stock by uction.

S. Davis, of S. Davis & Co., was called to leveland last week to attend the funeral f his brother's wife, Mrs. Phillip Davis, hose death was a great shock to Mr. avis and his family.

Ben Vey, of the North Side, and his mily, who have been summering at Rye each, O., since June 26, returned home ecently from their long vacation. Mr. Vey as a cottage at that place, and goes there very Summer.

George A. Chisholm, North Attleboro, lass., who represents Bugbee & Niles Co., ade his first business trip to Pittsburgh st week. He was accompanied by his ather. Mr. Chisholm recently graduated rom college, and is receiving his first busiss experience as a traveling salesman.

Edward Sisenwain, bookkeeper for the Davis Co., accompanied by his family, turned home last week from Sandusky, ., where Mr. Sisenwain spent his vacaon. J. Jonas, who has been covering Ohio r the firm, has been sending good orrs to the local house.

E. P. Roberts & Sons sold a number of ips last week, contested for at the Brupts Island races, under the auspices of e Matinee Club, when some of the fastest orses in the country endeavored to break orld records. The same house also dissed of a number of cups contested for golf enthusiasts on Labor Day.

The store of Nemser & Siegel, 1329 Penn ve., has been closed by the sheriff beuse of a dispute, it is alleged, which has isen between the partners. While full rticulars are lacking, it is alleged that the tion was begun by Mr. Siegel, because of fferences over borrowed money. There e indications that the difficulty will be settled, since the matter is not regarded as a very serious affair.

Out of town buyers in Pittsburgh last week included A. Katzenmeyer, Burgettstown; H. B. Potthoff, Latrobe; J. Linnenbrink, Rochester; J. M. Langendorf, Monongahela; Frank Murdock, Ligonier; J. A. Slonecker, Scio; H. Lanzendorfer, Punxsutawney; Philip Brenner and wife, Monessen; E. Grieb, Butler, and Frank Worrell, Canonsburg.

Steele F. Roberts, president of the American National Retail Jewelers' Association, says that just as soon as he can get the resolution passed by the recent convention in shape, he intends to mail them to the manufacturing jewelers, calling their attention to certain requests that were made. He intends to allow association business to rest until the latter part of this month, when he expects to get busy on a number of subjects.

The store of Smith & Logan, Cabot, Pa., near Butler, was entered last week and robbed by Ira Bartell, aged 14 years, and William Hall, one year his senior. The Bartell boy told the district attorney of Butler county that he wanted a watch like other boys, and broke into the place and helped himself to one, also taking other goods. He concealed a number of watches and knives near the West Penn depot at Cabot, where they were recovered. The boys will be arraigned later for a hearing.

The house of J. R. Reed & Co. are installing a clock in the tower of Trinity Episcopal Church in Sixth Ave. It is of the Howard make, and takes the place of an old pinwheel Swiss clock of peculiar construction, which would not go. The clock being placed operates four dials, each six feet in diameter. The clock room is situated above 10 chimes, which also is a feature of the mechanism. The new clock also is operated by weights. It will be telling time some day this week. Trinity Church is the only downtown church in Pittsburgh which now has a clock tower. The chimes will be set in motion just as soon as Reed & Co. finish the work of installation.

The members of the Jewelers' 24-Karat Club of Pittsburgh held their first annual outing, picnic and dance Monday, Labor Day, at Springdale, on the grounds of the Laetus Club, but on account of the lateness of the event full particulars cannot be given in this week's issue of THE JEWELERS' CIRCULAR-WEEKLY, but will appear next week. The committee in charge of the athletic events was composed of O. E. Stehle, chairman; W. E. Jones, R. H. M. Jantzen, Frank Berger, Charles Munhall, Park Stewart, Frank F. East, David Walton, Harry Heeren. The events began at 10.30 A. M. These included tennis contest, field sports and quoit contest. Beginning at 2.30 in the afternoon there was a ball game, followed by a 24-Karat race for ladies, ball throwing contest, 100-yard dash, 50-yard dash for ladies, running broad jump, standing broad jump, sack race for boys, fat man's race, children's race, 50-yard mixed shoe race for boys; bowling contest, five-man team, captains, Charles W. Roberts, August Loch; bowling contest, five-man team, Laetus Club vs. 24-Karat Club, captains, Park Stewart, Laetus Club, and J. Clare Crawford, 24-Karat Club. President Steele F. Roberts, of the club and also of the American National Retail Jewelers' Association, was referee of all events.

The Pittsburgh Exposition opened its 23d annual season last Wednesday night, and among the exhibits is the Gebhard astronomical clock, an attraction of great interest. The mechanism has a stellar dial which shows the movement of the principal planets, one of which, Saturn, will require 20½ years to make a single round of the dial. Jupiter, the sun and the others of the same dial revolve around the earth in their regular time, varying according to the proximity of the earth. Rudolph Gebhard, the son of the builder of the clock, gives a lecture each half hour, explaining its mechanism. His father, Christian Gebhard, was a professor of astronomy in Germany when he began the building of the clock in 1865. No charge is made for the display, the public being freely admitted. Another display of interest to the jewelry and optical trade is that of the Chessman Optical Co. It is in the personal charge of E. S. Chessman, who recently returned from Belgium, where he had charge of the exhibition of the company at the Brussels Exposition. The Chessman Optical Co. was mentioned in a recent report to the Department of Commerce and Labor as being the only company from Pittsburgh to show in the United States section of the Belgium Exposition. In speaking about it Mr. Chessman said that America is way ahead of Europe, in both optical and dental supplies. The goods of the Chessman Co. are now being shown in the Crystal Palace, London. The company's booth at the Pittsburgh Exposition is in the main aisle. This concern makes a specialty of nose glasses of every description.

Jewelers' Gold Bars Withdrawn and Exchanged at New York.

Week ended Sept. 2, 1911.

The U. S. Assay Office reports:

Gold bars exchanged for gold coin	$460,171.22
Gold bars paid depositors	54 384.25
Total	$514,555.47

Of this the gold bars exchanged for gold coin are reported as follows:

Aug. 28	$87,420.04
" 29	109,156.96
" 30	66,302.42
" 31	90,161.63
Sept. 1	81,942.83
" 2	25,186.84
Total	$460,171.22

Market Prices for Silver Bars.

The following are the quotations of silver bars in London and New York as reported last week:

	London.	New York selling price, .999 Basis.
Aug 29	24 1-8d.	$0 54⅛
" 30	24 1-8d.	.54⅛
" 31	24 1-8d.	.54⅜
Sept. 1	24 3-16d.	.54½
" 2	24 1-4d.	.54⅝
" 4	24 3-16d.	Holiday.

Ores A. Wisc, Mitchell, Ind., has moved to Huntington, W. Va.

W. A. Quinlan & Co., Middleville, Mich., has been succeeded in business by Nelson & Co.

ILLINOIS MATERIAL

¶ Why sell the best watches and use imitation materials in repairing them?

¶ Your reputation is as much at stake in the one transaction as in the other.

¶ Why not be genuine all through?

¶ Genuine materials are standard in size and quality. They are interchangeable and when you replace a damaged part with new material from the factory the watch is of the same high quality as before.

¶ This is not the case when imitation materials are used. They are not standard and the quality is open to question. Besides, they cause you more trouble and annoyance than you save in the difference in cost.

¶ Why not increase your satisfaction and get better prices for your watch work by using the genuine materials when repairing Illinois (Springfield) Watches?

¶ Your material jobber can supply you with these whenever needed, or if you prefer you can send your orders direct to the factory where they will have prompt attention.

¶ *An illustrated net price list will be sent upon request.*

Illinois Watch Company
Springfield

I WILL

CHICAGO AND WEST

Western Office:
503 Heyworth Bldg., 29 E. Madison St.,
Chicago.

Telephone:
Randolph 1070,
Chicago.

Vol. LXIII. CHICAGO, WEDNESDAY, SEPTEMBER 6, 1911. No. 6.

Chicago Notes.

Geo. H. Thomas has returned from a western business trip.

H. E. Cobb, representing the Daggett & Clap Co., is on a trip to Denver.

Joe Rifkin, a member of the firm of L. Heller & Son, was here last week.

A. B. Paulsen, representing the Waite-Thresher Co., is on a trip to the northwest.

M. A. Mead is on a visit to his fruit farm in the Bitter Root Valley in Montana.

Reuben W Cohen, representing the Geo. H. Cahoone Co., is visiting the western trade.

Sig Strauss, of Lindenberg, Strauss & Co., Cincinnati, O., was a visitor here last week

J. J. Burke, of the Brooks Jewelry & Optical Co., St. Louis, Mo., was here last week.

A. W. Johnson, engraver, has removed from room 812 to room 1006, Heyworth building.

W. R. Stevens, of the Bay State Optical Co., stopped over here last week on his way to Denver.

Julius Armbruster, of the Illinois Watch Co., spent a few days here last week visiting the trade.

W. A. Fay, representing the Potter & Buffinton Co., is on a trip through the middle west.

L. E. Heaps was here last week buying his opening stock for his new store at Sheridan, Wis.

Harry Sherrill, Chicago representative of Sinnock & Sherrill, have returned from a trip to the factory.

M. A. Cohen, with Rettig, Hess & Madsen, left last week for a trip through Missouri, Kansas and Nebraska.

Frank A. Priesmeyer has severed his connection with Jac. Kryn & Wauters, for whom he was Chicago representative.

C. T. J. Delaporte, formerly in business at Berlin, Wis., was here last week buying goods for his new store at Moline, Ill.

Mr. Saunders, buyer for A. I. Hall & Son Co., San Francisco, Cal., stopped over here last week on his way home from the east.

Col. J. D. Lewis, jewelry auctioneer, is holding a sale for Lewis Fishel, who is retiring from business after a career of 40 years.

Fred Spies, of Spies Bros., returned last week after a 14 weeks' trip to Europe. He was accompanied by his wife and a party of friends.

H. W. Kothrade was here last week, buying goods for a new jewelry business which he has opened in the Wells building in Milwaukee, Wis.

T. L. Combs, Omaha, Neb., accompanied by Mrs. Combs, stopped over here for a day last week on their way home from a month's visit in eastern cities.

George Weidig, western representative of Joseph Fahys & Co., was called east last week on account of the death of his stepfather, who died at Carlstadt, N. J.

Wm. G. Crawford, formerly in the retail jewelry business at Elk Rapids, Mich., has been engaged as a traveling salesman by the optical house of F. A. Hardy & Co.

Louis Silverman, son of Meyer Silverman, 325 S. Clark St., was buying jewelry here last week for a new store he will shortly open at 212 W. 4th St., Los Angeles, Cal.

James W. Clark, of F. E. Morse & Co., and Moore & Evans, who has been spending the Summer at his native town, Haddam, Conn., broke his right wrist last week while cranking his motor boat.

J. A. Brown, watchmaker, in room 1205, Heyworth building, has been appointed Illinois State agent for the Commerce Motor Wagon. Mr. Brown will continue his watchmaking business as before.

Sadie Landsberg, formerly of this city, and now conducting a jewelry store at Rock Springs, Wyo., was married in Denver, Colo., on Aug. 27 to Leo Spero, a young man in her employ as watchmaker.

E. J. Koch & Co. opened their new cut glass factory at Elgin, Ill., last week. The factory is in charge of Tom Singleton, formerly with the J. D. Bergen Co. Koch & Co. still retain their salesrooms at 182 N. State St.

Charles Spear, 73 years old, an optician, living at 1111 W. Adams St., was run down by a wagon last week and three of his left ribs were broken. He was taken to the Eastern Emergency Hospital. The driver of the wagon escaped.

A hearing has been ordered regarding the bankrutpcy petition of Arthur L. Seligman for Oct. 2, 1911, in the District Court of the United States for the Northern District of Illinois at the United States court rooms in the Government building, this city. All creditors are requested to be present to show cause, if any, why the petion should not be granted.

Among the buyers in town last week were: J. Joseph, of S. Joseph & Sons, Des Moines, Ia.; John E. Ramsey, Fond du Lac, Wis.; Cornish Beck, of the Will H. Beck Co., Sioux City, Ia.; Geo. W. Bishop, Wonewoc, Wis.; C. Jansen, Davenport, Ia.; Gene Thomas, Kirksville, Mo.; Geo. L. Goodale, Lenox, Ia.; L. Stocker, Macomb, Ill.; Chas. Maurer, Champagne, Ill.; W. A. Tall, South Haven, Mich.; Geo. E. Hanson, Rockford, Ill.; T. L. Combs, Omaha, Neb.; L. P. Davis, Ft. Worth, Tex.

Denver.

J. C. Hunt, Fort Collins, Colo., called on the trade last week.

W. W. Letson, Mancos, Colo., accompanied by his wife, is visiting Denver.

A meeting of the creditors of the Eugene L. Deacon Jewelry Co. will be held Sept. 14, at 10 A. M. in room 714, Continental building to declare a final dividend and transact any other essential business. Wm. B. Harrison is referee in bankruptcy and F. J. Spencer trustee of the estate of the bankrupt.

Salesmen visiting the Denver wholesale trade during the week were: K. Lucius Taylor, of Riley & French, North Attleboro, Mass.; Mr. Wilkins, representing Ostby & Barton Co. and Wood & Jones, Los Angeles; C. A. Rogers, of the Irons & Russell Co., Chicago, and M. Felsenthal, of the Philadelphia Watch Case Works.

The local trade was visited by the following traveling representatives last week: F. L. Bentz, F. L. Bentz & Co.; Edward V. Goodman, Waltham Watch Co.; S. Rosenberger, Cohn & Rosenberger; H. Dominick, H. F. Hahn & Co.; W. Barker, R. Wallace & Sons Mfg. Co.; Edward E. Spaulding, Basset Jewelry Co., and Otto Hinrichs, Omega Watches.

Ben Frumess, jeweler, 921 15th St., Denver, has sold out to Edward Kliger, who will conduct a jewelry business at the same location. Mr. Kliger has been employed in the store of Harry Kortz until recently and takes possession of the Ben Frumess jewelry business Sept. 1. Ben Frumess will take an interest in his brother's, H. H. Frumess, store, the 16th St. jeweler.



Introducing—
"Our Hans"

DIRECT from Holland comes *"Our Hans"* typifying *The Allen Superior Diamond Service,* bringing with him from the world's best cutters the biggest supply ever of shrewdly bought

Diamonds of Character for Holiday Season Trade

stones which will boldly speak their own quality, but will be found extremely modest in price.

"Hans" has seen much service and is wise. He knows where, when and how to pick up the best goods at the most favorable prices, in the interests of Herbert W. Allen & Co. customers. *"Hans"* profits by his experiences—gets better and better each year. He has surely surpassed himself by his shrewd buying for this season. Give him a chance to prove it to you.

"OUR HANS" is only happy when busily serving. He comes to you this month loaded down with the best diamond bargains to be had on the Continent—witness *that splendid Jaegersfontein Scoop* mentioned in our September "Diggings." If you haven't heard about it, by all means *ask* without delay.

These are *Holiday Season Offerings de Luxe at remarkably low figures for the quality—unusual profit opportunities* that you are not likely to see duplicated this season. *"Hans"* says snaps like these go like a house afire—*get busy and get yours!*

"Hans" also shrewdly suggests that Early Season Buying means Longer Holiday Profits. What are your *needs* and your *wants now?* Your Inquiries, Stock and Memo. requests are cordially invited.

Herbert W. Allen & Co.

Importers—Diamonds of Character and All Other Precious Stones, Loose and Mounted

31 North State Street **CHICAGO, U. S. A.**

HERBERT W. ALLEN & CO.

"The Seal of Superior Serv

Cincinnati.

F. B. Folsom, Bluefield, W. Va., is spending his vacation in Cincinnati.

John Bertling and his wife are taking a two weeks' trip to Mackinac.

Mr. Oppenheimer, of Hahn & Oppenheimer, returned last week from a short trip.

Robert J. Siefert returned Saturday from a long trip into Tennessee for Albert Bros.

Louis Twachtmann, of the Oskamp-Nolting Co., left last week for a month on the road.

Sol Fox, of Fox Bros., is again in Cincinnati after a pleasant vacation at Omena, Mich.

Sig Strauss, of Lindenberg, Strauss & Co., will return this week from a vacation at French Lick Springs.

J. C. Miller, of the Miller Jewelry Co., will return this week from a vacation with his family at Alden, Mich.

E. J. Fox, of Lendenberg & Fox, returned the first of the week from a visit with his family in Michigan.

Henry Gabe, Chicago, has affiliated himself with Richter & Phillips as stockkeeper. Mr. Phillips left Monday for Indiana.

W. C Grant and P. A. McPhillips, Memphis, Tenn., spent several days in Cincinnati last week on their way to New York.

G. A Starke, of Peck, Selmeier & Peck, left Sunday for a short visit to Chicago. Gus Peck came in Saturday from a trip through Ohio.

Ed Herschede, of the Frank Herschede Co., has gone up the lakes for a two weeks' trip. C. W Lucius is back from a vacation at the seashore.

Elmer Wallenstein, of Wallenstein, Mayer & Co., has come in from the south. Gilbert and A. V. Wallenstein are also in from the east and west.

E. M Klein, of Klein Bros., has come in from his Ohio trip. Eugene Frommeyer is going through Ohio and Michigan, and Billy Snyder through Iowa.

Mr. Seymour, of the E. & J. Swigart Co., made his first trip into Indiana for the company last week. Mr. Francis has set out on his long western travels.

A. J. Augustine returned the latter part of the week from an Ohio trip for Thoma Bros. Co. Fred Thoma is now in northern Ohio, Jerome in the south and Carl Thoma in central Ohio.

Carl Pister, of the A. & J. Plaut Co., came in last week from the south. Charles Glass, H. I. Jacobsen, J. M. Graham and Abe Solomon will be out in the south several weeks longer.

John C. Daller, Sr., of the Clemens Oskamp Co., returned Thursday from a tour of central Ohio. Charles A. Gebhardt came in at the same time for the Fernbank Dam celebration.

Arthur Jacobs, of the D. Jacobs Sons Co., returned this week with his mother, Mrs. D. Jacobs, from an enjoyable outinb at Atlantic City. Julius D. Jacobs is now going through Indiana.

Mr. and Mrs. A. G. Schwab, with their daughter, Mrs. Louis Lange and her family, returned last week from a month at Atlantic City. Julian G. Schwab has also come back from a vacation in Michigan. Herbert C. Schwab has come in from an carstern trip.

Harry Gilsey, of S. & H. Gilsey, returned for a few days last week from the east and went out Wednesday for a short vacation. Sol Gilsey is still in New York. The Shamrocks, the Gilsey baseball team, won its last game in a close series last week, putting it at the top of the Cincinnati semi-professional teams.

Frank White, son of E. L. White, Guthrie, Okla., returned home last week after a very pleasant visit in Cincinna i with Clarence Loeb, of Herman & Loeb. Aaron Herman came back Saturday from an eastern trip. Mayo Loeb left the first of the week for the south. Lee Loeb is now starting on an extended western trip.

Charles Swigart, of the Charles Swigart Co., returned the first of last week from the funeral of his sister, Mrs. H. C. Barth, which took place in Toledo. Mrs. Barth was the wife of the head of the H. C. Barth Optical Co., Chicago. Mr. Yingling, vice-president of the Swigart Watch & Optical Co., was also at the funeral.

A preliminary meeting of the bowling enthusiasts was held last week in the endeavor to form a jewelers' bowling league, but beyond talking over the situation nothing was done. Among those present were Charles Hummell, of Thoma Bros.; R. J. Hess, of the Oskamp Nolting Co.; Roy Keagy, also of Thoma Bros., and Fred Willett, of the E & J. Swigart Co.

Out of town jewelers were numerous again last week. Among those noted were E. W. Ranscher, Erin, Tenn.; B. Cohn, Orleans, Ind.; Mr. Bentle and Charles Funk, Hamilton, O.; H. Krauss, Springfield, O., Mr. Brandt and Mr. Armstrong, Eaton, Ind.; I. Cohn, Louisville, Ky.; J. H. Francisco, La Folette, Tenn.; M. Cohn, Logan, O.; William A. Metzger, Lexington., Ky.; J. B. Dickerson, Castlewood, Va., and Joseph White, Dillsboro, Ind.

The aid of the police was invoked last week in the search for J. H. Frey, 40 years old, a wealthy jeweler of Ronceverte, west Florida, who had come to Cincinnati some time ago for treatment in a sanitarium for melancholia. Mr. Frey was staying at the home of his brother-in-law, J. M. Wikel, 2824 Erie Ave., Hyde Park. He slipped away from the house one morning before the rest of the family were up. Mr. Frey was found shortly after the police had been called in.

Arthus Ellston, the newly-engaged Pacific Coast rpresentative of the Gustave Fox Co., has established himself with a full sample line at 717 Market St., San Francisco, and is now making his first trip for the firm. He is a San Francisco man. Milford G. Fox is now in Denver and William G. Courtney in New York. A big rolling mill especially built for the Gustave Fox Co. has been set up in their newly-opened factory in the Boylan building for 10 carat gold jewelry, and the plant is now showing a good output.

The three-year-old son of Louis Mecklenborg, of Mecklenborg & Gerhardt, had a narrow escape from death by fire last week. The little boy had secured some matches in the morning unknown to his parents. Shortly after smoke was noticed coming from one of the rooms, and a mattress was discovered to be on fire. The little boy was noticed under a bed and dragged out with difficulty. A still alarm was sent in and the fire department put out the blaze. The loss was trifling.

I. L. Greenwald, of Greenwald & Bros., the Arcade, has returned from a vacation spent at Epworth Heights, O. The wholesale department of Greenwald Bros. will open Sept. 15 with Sam Greenwald and Tom Mitchell, Middletown, O., on the road. They will confine themselves to Ohio, Indiana and Kentucky.

Thomas Wimer, 36 years of age, was arrested last week following the theft of $600 worth of goods from the loan shop of Dan Bacharach on Central Ave. Bacharach was very anxious that the police should catch his employe because of what he declared was his ingratitude. Bacharach averred that he had taken the boy out of the reform school and housed him until he became a man. When apprehended the loan broker endeavored to secure Wiemer's release on the grounds that his peculation had been made good, but he then received a sharp rebuke from the Cincinnati chief of detectives calling his attention to the fact that he was "not conducting a collection agency." Bacharach alleged that Wiemer had taken $200 of his goods and had secured two rings valued at $400 from Wallenstein, Mayer & Co. under false pretenses.

Omaha.

Fred Brodigaard spent a few days in Lincoln last week.

C. L. Shook left last week for a six weeks' trip to the Coast.

E. Steere, with the C. B. Brown Co., is back from a vacation trip to Chicago.

At a recent meeting of the State Board of Optometry, E. H. Flitton was elected secretary.

O. C. Homan, secretary of the C. B. Brown Co., has returned from Chicago and Des Moines, Ia.

Fritz Hoefer, president of the State Board of Optometry, with his family, is spending a vacation at Cleveland, Minn.

The following out-of-town jewelers visited Omaha last week: P. F. Wolsom, Ashland, Neb., and Edward Niewohner, Columbus, Neb.

Burglars made an attempt to break into Fred. Brodigaard's store one night last week by breaking the screen and the window, but evidently were frightened away before getting into the store.

Wm. DeVries, New York, has returned to Omaha after an absence of 12 years to accept a position with his former employer, C. E. Reese, recently of Salt Lake, who has opened a new jewelry store in this city at 307 S. 16th St.

T. L. Combs and wife have returned home from Richmond, Va., where they attended the National Jewelers' Convention. After the convention they visited Norfolk, New York, New Bedford, Mass., Boston, Buffalo, Detroit and Chicago.

L. BAUMAN JEWELRY CO.

JOBBERS OF

DIAMONDS

1844 **WATCHES** 1911

JEWELRY

CENTURY BLDG. SAINT LOUIS

L. BAUMAN JEWELRY CO.

St. Louis.

Milton B. Lowenstein left Wednesday night on a trip through Tennessee and Mississippi.

William Tetley, Boone Terre, Mo., spent part of the week in St. Louis, accompanied by his children.

M. Sharlack, San Antonio, Tex., passed through St. Louis, accompanied by his wife, on their return from a tour of Europe.

B Stiffelmann and bride have returned from their wedding trip, and Mr. Stiffelmann is preparing to start on a business trip through the south.

The Weidlich Jewelry Co. has filed suit in Justice Miles' Court against L. E. and L. F Puelmann, on a note for $363. The case is to be heard Sept. 11.

The Cady & Olmstead Jewelry Co., Kansas City, has filed a statement with the Missouri Secretary of State increasing its capital stock from $100,000 to $125,000.

J Kempner and Mr. Pollack, who are about to start in business at Little Rock, Ark., under the firm style of Kempner & Pollack, have been here during the week buying stock.

L. P. Tisch, who recently sold out his jewelry business at Beebe, Ark., will open a store at 2208 Franklin Ave., about the middle of September. He is now buying his stock and fixtures.

Joseph Linn, of Linn Bros. Jewelry Co., Denison, Tex., passed through St. Louis this week on his way back to Denison, after spending a pleasant vacation at his old home at Mascoutah, Ill.

Herman Mauch and Thomas Dunn are taking an active part in the preparations for a "Slogan Week," to be held from Sept. 11 to 16, on Franklin Ave., under the auspices of the Franklin Ave. Improvement Association. Mr. Mauch is chairman of the Executive Committee of the association and Mr. Dunn is a member of the committee. All the jewelry stores and other places of business on the street will be specially decorated for the week and souvenirs will be distributed liberally.

The St. Louis Clock & Silverware Co., now occupying the upper floors of the building at 616 Locust St., has closed a 10-year lease on the four upper floors of a building to be erected at 412 N. 7th St., by the Dominion Investment Co. The building is to be five stories, of steel and brick fireproof construction, on a lot 37 feet front by 75 feet deep, costing $50,000. The contract was recently let and construction is to be rushed. The company has been in its present location for a number of years. It has to move because the building is to be razed.

E. D. Kelly, for some time in the employ of E. D. Sturmer, Easton, Pa., is about to open a retail store of his own at Moore, Pa., and with this in view he made a trip to Philadelphia to purchase stock and fixtures for the opening. He has severed his connection with Mr. Sturmer.

Walter T. Wright will present to the Queen Anne's National Bank at Centreville, Md., upon the completion of its new addition, a large tower clock.

Milwaukee.

E. H. Warnke & Co. have just added two more men to their shop force. This is the third increase within the past month.

A. J. Stoessel, 1097 3d St., a director of the Wisconsin Retail Jewelers' Association, has completed the erection of a handsome new street clock.

W. C. Stecher, of the August H. Stecher Co., 276 3d St., has returned from his two weeks' ou ing spent at Minneapolis, St. Paul and other points in Minnesota.

Arthur T. Lashbrook, formerly with the Bunde & Upmeyer Co., and now engaged in the enameling business in Detroit, Mich., was in Milwaukee a few days recently.

Mandelker & Kupper, 697 Forest Ave., are opening a new branch store at 1069 Teutonia Ave. Edward Kupper will be in charge. The new store is located on the north side.

Julius Lando, veteran optician, Milwaukee, has returned from his 11th trip to Satoralys Ujhely, Hungary, where his mother still lives, at the age of 92 years. Mr. Lando also traveled in France and Germany.

Among the out-of-town jewelers who visited Milwaukee recently were: Fred Coburn, East Troy; Herman Beyer, Whitewater; Mr. Stevens, of Guinaud Bros., Ashland, and Mr. Estberg, of Estberg & Sons, Waukesha.

News has been received in Milwaukee that Arthur Imig, Sheboygan, Wis., is adding a new front to his store in New York Ave. Mr. Imig expects to be located in his new quarters in time for the opening of the Fall trade.

Milwaukee wholesale jewelers have been notified that Leo E. Blum, for the past seven years connected with jewelry stores in Madison, Wis., has opened a new store at Fair Oaks, a suburb of Madison. His store is connected with the general store of Blum Bros., 423 Atwood Ave.

Members of the Milwaukee Jewelers' Club enjoyed a stag outing at Wolf's Island, in the Milwaukee River, Sunday, Aug. 27. The trip was made on a special car of the Milwaukee Northern interurban road. A picnic dinner was served and the day was spent in games, boating and bathing.

Jappe & Johnson, Racine, Wis., recently celebrated their first anniversary, and one of the city papers of Racine gave the firm a long "write-up," paying particular attention to the extensive stock carried. Mr. Jappe recently observed the 30th anniversary of his connection with the jewelry business.

A unique window display was shown recently by R. W. Bayley & Co., Beaver Dam. In the center of the window was a stork carrying in its bill an infant wrapped in a bundle. Scattered about the window were various gifts suitable for a youngster, including spoons, napkin rings, silver and gold cups, rings, etc.

Various representatives of manufacturing and wholesale jewelry houses called upon the Milwaukee trade last week. Among the number were the following: Joe Rifkin, of L. Heller & Son; Milford Fox, treasurer of the Gustave Fox Co.; Fred England, of Frohlichstein, England & Klein; L. A. Moore, with William Dixon, and Jack Rothschild, of J. Rothschild & Co.

Kuesel Bros. Co. has moved to rooms 202-204 on the second floor of the same building, where double the space has been secured. New cases, shelving and other equipment have been installed, giving the firm one of the finest wholesale jewelry establishments in the city. The Kuesel Bros. Co. was started in 1900, quarters first being opened at 450 Grand Ave. The next location was in the Germania building, and then in the Enterprise building.

Nerve and endurance prevented the loss of a solid gold case wa ch to Mandelker & Kupper, 697 Forest Home Ave., recently. A young man entered the store, asked to be shown one of the firm's best watches, then when the clerk's back was turned for an instant he bolted out of the door with the watch. Edward Kupper, of the firm, saw the occurrence and ran after the man, revolver in hand. Mr. Kupper is a good runner, and after chasing the fellow for several blocks made him give up the timepiece.

Kansas City.

Noble R. Fuller, secretary of the Edwards & Sloane Jewelry Co., is enjoying a well-earned vacation.

C. B. Norton and his son-in-law, J. V. Robinson, of the C. B. Norton Jewelry Co., have returned from an enjoyable vacation at Lake Park, Minn.

C. L. Mauer, the jewelry auctioneer, has been confined to his home here for the past week with stomach trouble. His illness is not regarded as serious.

Louis Meyer, of the Meyer Jewelry Co., has gone to Denver, Colo., and will return within a week with his family, who have been Summering in the Centennial State.

H. A. Hirshfield, now conductig two retail jewelry stores, one at 15 E. 5th St. and the other at 1003 Walnut St., has opened the third, under the name of the Ross Jewelry Co., at 1004½ Walnut St.

The following retail jewelers were in town during the week: J. B. Hampton, Colby, Kan.; D. L. Brown, Marshall, Mo.; R. S. Adams; Talequah, Okla.; A. Zurcher, Marceline, Mo.; C. H. Wardell, Nowata, Okla.; T. O. Craddick, Columbus, Kan.; W. F. Fitzpatrick, St. Joseph, Mo.; A. Rosenfield, Leavenworth, Kan.; C. J. Keil, Clinton, Mo., and J. B. Bryant, Mound City, Kas.

J. Mercer will move his jewelry store from 1006 to 1014 Walnut St., Oct. 1. Mr. Mercer arranged to occupy this location over six months ago, but he had to wait for the expiration of the lease of the present tenants. It will take about a month to remodel the interior. When this work is completed and Mr. Mercer gets his stock properly arranged he will have one of the handsomest retail jewelry stores in the city.

Wm. Coleman, Deer Lodge, Mont., distributes post cards showing on the reverse side two views of his establishment and neatly printed advertising text. A number of the cards are kept on the show case for customers to send to their friends, the usual space being left on the obverse for correspondence.

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Largest Ring Manufacturing Center in the East

KING & EISELE CO.

IMPORTERS OF
DIAMONDS

Makers of Rings and Scarf Pins. Jobbers in American Watches. Gold and Gold Filled Jewelry

Buffalo Jewelry Case Co.

Manufacturers of
Jewelry and Silverware Cases
Paper Boxes, Trays, Chests, Leather Goods

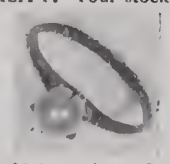
329-335 Broadway, BUFFALO, N. Y.

Buffalo Can Supply All the Jewelers' Wants and Quickly

NIAGARA RING MFG. CO., 534 Main Street

Makers of RINGS of QUALITY. Your stock is incomplete without our

Birthday Rings
(Any Stones)



Heavy and Substantial

Retail for $2.00 and are Quick Sellers

Our NINE agents covering the whole United States carry the most select and up-to-date MEDIUM-PRICED Rings on the market.
Quality, price and best treatment GUARANTEED.
Our FREE Advertising FOR you to YOUR trade, sells your goods.

HEINTZ BROS.

Manufacturers of Solid Gold Set Rings



86 ELLICOTT STREET BUFFALO, N. Y.

One of the Most Wide Awake Cities of the United States. Anything NEW that the Retail Jeweler should have can be found here, so—

Come to Buffalo or get in Touch with Buffalo Concerns

Los Angeles.

Philip Klein is closing out his stock on Broadway through the medium of a box sale.

Charles Winkler, of Montgomery Bros., is taking a vacation in the San Bernardino Mountains.

E. B. Smith, Santa Ana, and C. F. Weare, Brawley, Cal., were recent visitors in this city.

Mr. Courtelotte, representing the Waite-Thresher Co., Providence, R. I., is here for a few days.

C. H. Walton of the Walton Jewelry Co. is now in Europe on his return from his tour around the world.

F. B. Dukeman, located in the O. T. Johnson building, reports the sale of three diamonds to a Los Angeles customer for $4,560 cash.

Beginning with the first Saturday in September, the jewelry and other large stores will remain open until 5:30 Saturday afternoon.

Charles H. Clark, W. 4th St., has been suffering somewhat from ill health for several weeks past, and at present is confined to his home.

The Yamato, 635-367 S. Broadway, the largest Japanese store in this city, has just installed a jewelry department. It will specialize on genuine coral, gold damascene and ivory goods.

A. S. Levi, who, as announced last week, has opened a retail store at 329 W. 5th St., has on exhibition in one of his windows a very finely carved reproduction of Da Vinci's "Last Supper."

The E. W. Reynolds Co. is rapidly getting settled in its enlarged quarters. It is already apparent that these quarters are to be much more commodious and handsome in appearance than heretofore.

Mrs. McMullen, of the Southwest Turquoise Co., is expected home in about a month. She reached New York from Europe several days ago, but will spend some time in the East before returning home.

A. J. Van Buren, traveling salesman for Hambright & Walsh, has just returned from a delightful outing in the mountains, with headquarters at Wheeler's Hot Springs, Ventura County. He was absent nearly four weeks.

A letter recently received from Clarence Coleman, of the Whitley Jewelry Co., who was then in Boston, indicates that he is greatly enjoying himself. He has been to Nantasket and will visit other coast resorts going as far north as Portland, Me.

Jack Gilbert, of the Montgomery sales force, spent Saturday, Sunday and Monday at Catalina Island. Merrill Sturtevant, of the same firm, has just returned from a delightful outing at Camp Baldy, a mountain resort about 50 miles from here.

A. A. Fink has now established himself in an office at 314 Broadway Central building. He is doing a brokerage business in precious stones, real estate, stocks and bonds. His son is associated with him, and the business is carried on under the name of the Fink Brokerage Co.

J. W. Reid, Harry Lewis, Charles H. Snell, of the E. W. Reynolds Co.; F. W. Crane, with Luckenbach & Co., and A. Protsch, Redondo, had a fine outing together a few weeks ago at Redondo Beach, having excellent luck in catching large quantities of barracuda and bass.

Paul Grimm, of the Geneva Watch & Optical Co., has gone East, to visit Chicago and other large cities. He expects to be absent about six weeks. George M. Williams, of the same company, is at present home from Bakersfield and will remain in charge of the store during Mr. Grimm's absence.

T. L. Johnson, a retired jeweler living at 621 E. 16th St., and his wife, were injured, a few nights ago, by falling when alighting from a street car. The car passed the crossing at which they wished to stop, and Mrs. Johnson alighted while the car was in motion. Seeing her fall, Mr. Johnson also jumped from the car. Mrs. Johnson's collar-bone was broken, and Mr. Johnson suffered severe cuts on his head and body.

H. T. Reid, who was recently brutally assaulted and robbed in his office in the Grant building, has nearly recovered from the effects of his injuries, and is attending to business in his office daily. The man, who gave his name as L. Pierson, and who was arrested in Chicago and brought here, has been fully identified by Mr. Reid, and also by the detectives who saw him in San Diego. So far none of the goods taken from Mr. Reid's office have been found in Pierson's possession. Since his return, Pierson has given the name of Brady. He was formerly under arrest on a charge of forgery in Wisconsin. The police here had his photograph and the Bertillon identification description made in Wisconsin at the time the crime was committed here. That picture was immediately identified by Mr. Reid, and the description helped in the running down of the criminal. In Wisconsin he gave the name of Churchill. So far the police have been unable to induce him to make a confession. If he does not confess, it is probable that Rogers, the man first arrested, and who confessed, will be brought here from the penitentiary as a witness against Pierson, alias Brady.

Pacific Northwest.

C. O. Anderson, Albany, Ore., who recently installed a lapidary department in his store, has installed three new machines.

The A. G. Myers Co. has been incorporated at Portland, Ore., by A. G. Myers, Frank Heitkemper and Arthur P. Tift, the capital stock being $30,000.

H. M. Finkelberg, a retailer located at 1116 Second Ave., Seattle, Wash., was held up by a thug recently and two diamonds valued at $600 taken, with a small amount of cash. As soon as the robber left him Finkelburg rushed to a telephone and notified the police. Officers went to the scene on motorcycles, and within less than 10 minutes the man was captured with the diamonds in his possession.

John W. Davis, Crystal, Mich., has moved to Greenville, in the same State.

San Francisco.

Burr W. Freer, of the Burr W. Freer Co., has returned from an enjoyable vacation trip.

Chas. J. Kelley, Pasadena Cal., recently called upon the local trade to select holiday stocks.

Henry M. Abrams, of the Henry M. Abrams Co., is again out on the road, following a short stay in this city.

Acting upon advices received from this city, shipments of high grade chrysoprase were made recently to New York from the Himalaya mines in the Portersville district.

The stock of jewelry and book accounts of Elston Bros., 717 Market St., will be disposed of this week by Julius Wise, the trustee of the creditors, who has been in charge for some time.

M. J. Maisler is in his new store at Farrell St., and has the only establishment of its kind in this district. In addition to carrying a large line of goods, a manufacturing plant is maintained.

A. W. Raymond, New York, is making a short stay here and is visiting friends in the trade. He arrived in town during the session of a national convention and found an unusual amount of activity.

Max Green is making a trip to Coalinga and other towns in the oil district. Mr. Green was among the first of the commercial men of this city to visit Coalinga, and he does a large business throughout the section known as the West Side.

Leo M. Schiller, San Diego, Cal., was a visitor in this city recently and made heavy purchases of diamonds. He states that work is commencing on the Exposition that is to be held in San Diego in 1915 and that an active Winter season is anticipated.

Shreve & Co. are having the interior decorations and fixtures removed from the large store adjoining their building on Post St., and work will be commenced at an early date to fix this up as an annex. The new quarters will be ready for occupancy about October.

Attorney G. B. Blauckenbury, this city, has been appointed a trustee in bankruptcy to take charge of the business of P. H. Shuey, Red Bluff, Cal. An inventory of the stock on hand is now being taken, and the goods will shortly be disposed of to satisfy the claims of creditors.

Arthur F. Wall and family, Honolulu, who have been on the Coast for over a month, sailed home a few days ago on the steamer *Mongolia*. While here Mr. Wall has interested many in the annual festival that is held at Honolulu in February, and he also bought extensively for the firm of which he is a member.

Mr. and Mrs. Fred Braithwaite, Meriden, Conn., have arrived here. Mr Braithwaite is a manufacturer of silverware, and is looking over the local field with the idea of establishing a branch somewhere on the Coast. He has been investigating conditions in several cities, and expresses the opinion that San Francisco will be the point chosen, on account of its central location and the superior shipping advantages enjoyed.

Indianapolis.

A. P. Craft has returned from a business trip to Wisconsin.

Enrique C. Miller, of the Baldwin-Miller Co., has returned from an eastern trip.

L. A. Kiefer, of L. F. Kiefer & Son, has gone to Lake Maxinkuckee for two weeks.

Downtown retail and wholesale jewelry stores closed at noon Monday for the holiday.

Charles B. Dyer has been appointed official jeweler for the Phi Delta Kappa fraternity.

A. B. Johnston, formerly of California, has taken a position with L. Critzer, trade watchmaker.

George G. Dyer has returned from a months' fishing trip in the vicinity of Worthington, Ind.

Joseph Booth has been elected vice-president of the newly organized Business Men's Club at Tipton.

Joseph E. Reagan, of the Baldwin-Miller Co., has returned from Ludington, Mich., where he spent several days with his family.

Charles Wright will come from Chicago to take charge of the store of Lon R. Mauzy, while Mr. Mauzy goes to California for several weeks.

The stock of Moe Amdur, recently sold at auction, has been moved to Buffalo, N. Y., and the quarters at 242 Massachusetts Ave. have been vacated.

The early closing season of downtown stores ended Saturday, Sept. 2. They are now closing at 6 P. M. instead of 5 P. M., which was the Summer closing hour.

Little improvement is reported in the condition of I. Grohs, who was seriously injured several weeks ago when a vehicle in which he was riding was struck by a street car.

Charles W. Lauer & Co. are making the alterations necessary to annex the quarters recently vacated by Hoffman & Lauer, who are now in their new quarters, 901-905 State Life building.

About three weeks ago several articles of jewelry were stolen from the store of Fred Green at Elwood. All of the jewelry except one watch has been returned, having been left in the doorway of the store a few nights ago.

Several hundred retail dealers, as well as thousands of visitors, are in the city this week for the Fall buyers' meet of the Indianapolis Trade Association and the Indiana State Fair. Retail jewelers are expecting an exceptionally large trade from the visitors, while the wholesalers and manufacturers hope to profit from the visiting merchants who are attending the buyers' meet.

Among retail jewelers in the city last week were: L. O. Ingram, Hillsdale; A. C. Dickey, Edinburg; J. F. Kiser, Muncie; H. F. Bennett, Lapel; I. H. Barnes, Greenefield; L. E. Thornton, Greenfield; C. M. Hunnicutt, Rockville; Joseph Myer, Crawfordsville; George S. Fletcher, Brazil; M. L. Heaton, Manila; W. V. Yount, New Market; Joseph Rowland, Paragon, and Ernest Eakins, Russiaville.

The Indianapolis Trade Association has arranged for a trade extension trip Sept. 26 and 27, when 22 cities and towns in Indiana will be visited. A special train will be used, and included in the party will be a band of music. Places to be visited are Royerton, Shideler, Eaton, Hartford City, Montpelier, Keystone, Poneto, Bluffton, Kingsland, Ossian, Fort Wayne, Decatur, Monroe, Berne, Geneva, Briant, Portland, Ridgeville, Winchester, Lynn, Fountain City and Richmond.

Pacific Coast Notes.

Thos. Crum, Coalings, Cal., has left with his wife for the Coast.

F. H. Conwell, Sonora, Cal., has opened a repair shop in Mariposa.

B. H. Hancock, Lemoore, Cal., has moved to a fine new store in the Mooney building on D St.

G. Ingram Deane, Newman, Cal., has established an agency at Gustine, Cal., where repair work will be cared for.

Will De Loss, Oak Park, Cal., was severely injured in a fire at that place recently, and is visiting his parents at Merced.

Howard Dobrowsky, Anderson, Cal., is now settled in his fine new store, which is one of the finest in the northern part of the State.

M. Barborka, Oxnard, Cal., is retiring from business on account of ill health, and the entire stock at 110 1st St. is to be sold at auction.

W. E. McKee is looking for a suitable store site at Willow, Cal., and plans to open a jewelry establishment there at an early date.

J. W. Elliott has disposed of his store at 134 N. Pacific Ave., Redondo to A. Protsch, who will conduct a repair department as well as carry a general line of gods.

E. L. Allen, Trinidad, Colo., is on the Coast with his wife, and is investigating the business opportunities here, with an idea of locating somewhere in California.

A. F. Dobrowsky has leased a store on a prominent corner at Redding, Cal., and is now arranging this for occupancy. The formal opening will be held early this month.

Fred Van Norden, Portola, Cal., a new town on the Western Pacific railroad, and a division point, has just installed a number of new cases and fixtures in his store in readiness for the Fall and Winter trade.

The regular meeting of the Buffalo Optometrical Society was held on Friday evening at the Lafayette Hotel. Preceding the meeting a banquet was held. The meeting was well attended, in spite of the fact that the Summer vacation season is not yet closed, and a number of members were out of the city. E. V. Sycher, chairman of the executive committee of the New York State society, gave a detailed report of the Syracuse convention. J. P. Simcox, president of the Buffalo Optometrical Society, gave a report of the national convention which covered all the points of interest and gave a thorough review of the work that has been accomplished, the measures which have been passed, and the benefits which will accrue to all local societies.

Cleveland.

I. Miller will open a new jewelry store at 2-4 Euclid Arcade, this city, about Sept. 9. He will carry a stock of precious stones, watches and silverware.

Last week "Kid" Reese was brought from St. Louis to Steubenville, where he will have to answer a charge of robbing the jewelry store of W. J. Spies of $10,000 in diamonds.

Fred H. Poley has purchased the interests of his partner, G. Franklin Smith, and will continue in the present quarters in the Lennox building under the name of Fred H. Poley & Co.

J. Miller, A. H. Glaser and Harburger Bros. Co. have opened stores in the new Euclid Arcade. The first two named have been doing business in the Republic building, and the last in the Leader building. All have large storerooms with large windows.

The stock of the late William Griffith, which has been offered for sale to the highest bidder by the Guardian Bank, was purchased by Mrs. Griffith, and business will be conducted at the same location. Several local jewelers bid on the stock, but all were rejected.

Sam Brainard, Medina, O.; Geo. A. Clark, Lorain, O.; W. C. Fisher, Lorain, O.; E. M. Hirt, New Castle, Pa.; O. G. Carter, Jr., New London, O.; W. P. Carruthers, wife and son, Oberlin, O., and F. D. Cramton, Burton, O., were among those who were in Cleveland last week.

M. Biskind, who for the past two months has been doing business on 4th St., moved into the old post office building on Superior St. last week. His new store is much larger, and the location much finer. It is understood that this store is being run as a branch of the store of Biskind Bros. in the Cuyahoga building.

It became known last week that R. E. Burdick and his son, Carlton, had a narrow escape from injury when in Paris last month. The above named and two others from Cleveland were in the party, when a heavily laden car crashed into their automobile, wrecking it, and throwing out the occupants of the machine. Beyond a severe shaking up and slight bruises they were none the worse for their experience.

A sneak thief entered the home of Bert Sommer, 1737 E. 70th St., and made his escape with a satchel of unmounted stones. Sommers, who represents a Los Angeles firm, had returned from a trip down town with three satchels. The two heaviest ones he put on the front porch, and the stolen one he carried into the house with him, set it on the table in the living room and went upstairs. So quietly did the thief operate that Sommer did not hear him, and the loss was not discovered until he came downstairs. He at once reported the loss to the police, who immediately started a search. It is thought that the thief had been shadowing Sommer, awaiting the chance to get the grip containing the valuables.

Wilber & Oldknow, Danville, Ill., have been succeeded by Edward E. Wilber.

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Special Notices.

Payable invariably in advance.

Rates, 75c. per insertion for notices not exceeding 25 words; additional words, 2c. each.

SITUATIONS WANTED, 1c. a word each insertion; minimum charge, 25c.

Heavy type, 5c. a word; minimum charge, $1.25.

Display cards, $2.00 per inch.

In all cases, if answers are to be forwarded, 10c. extra to cover postage must be enclosed.

All answers to advertisements addressed care The Jewelers' Circular-Weekly, should be sent to the New York Office, unless the Chicago Office is specifically mentioned.

Situations Wanted.

YOUNG LADY wishes office position; ambitious and industrious. Address "A, 5397," care Jewelers' Circular-Weekly.

WANTED, position as foreman on fine platinum work; experienced. Address "F., 4870," care Jewelers' Circular-Weekly.

WANTED, position by jeweler and stone setter; can furnish A1 references. Address "D., 5412," care Jewelers' Circular-Weekly.

WANTED, position by brigbt cutter, engraver on sterling silver or Britannia metal. Address "Box 5380," care Jewelers' Circular-Weekly.

WANTED, position as watchmaker and jewelry repairer; A1 reference; west preferred. Address H. M. Simpson, Box 43, Wytheville, Va.

COMPETENT WATCHMAKER and jeweler, German, understands engraving, is open for a position. Address Room 54, 7 Maiden Lane, New York.

YOUNG MAN, witb tools, desires position as second watchmaker; can give best of reference. Address "B., 5402," care Jewelers' Circular-Weekly.

WATCHMAKER, German, middle age, can do jewelry repairing; New York City references. Address "Walter, 5396," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER and jewelry repairer, 14 years with good firms; best of reference. Address "Box 5218," care Jewelers' Circular-Weekly.

WANTED, position as first class watchmaker, plain engraver and good salesman; can furnish best of reference. Address Chas. H. Wiggin, Henderson, N. C.

WANTED, steady position by Oct. 1, for engraver, repair some jewelry, too; age 27, single; sample and references at request. Acbille, Box 323, Macon, Ga.

YOUNG LADY wishes position with New York wholesale jewelry house; tbree years' experience; best references. Address "C. B., 5400," care Jewelers' Circular-Weekly.

YOUNG MAN, 22, desires position with reliable concern; can furnish excellent references; four years' experience. Address "Box 5432," care Jewelers' Circular-Weekly.

YOUNG LADY desires position, stock clerk; stenography and bookkeeping; experienced, excellent references. Address "Box 5344," care Jewelers' Circular-Weekly.

FIRST-CLASS WATCHMAKER and plain engraver; has own tools; please state salary; New York State preferred. Address "A., 5352," care Jewelers' Circular-Weekly.

YOUNG MAN, 22, wishes position as salesman with manufacturer for New York vicinity; aggressive and hustler. Address "Hustler, 5398," care Jewelers' Circular-Weekly

SALESMAN wants factory line of watch cases, movements or 10 karat rings on commission, southern territory. Address "Jeweler, 5425," care Jewelers' Circular-Weekly.

RAILROAD WATCHMAKER, plain engraver and jeweler, age 27, temperate; own all up-to-date tools; good reference. Address "Box 5424," care Jewelers' Circular-Weekly.

DESIGNER on platinum mountings, desires position witb reliable firm; can make attractive sketches; good colorist. Address "D., 4445," care Jewelers' Circular-Weekly.

YOUNG MAN, son of respectable parents, age about 14 years, wisbes to learn diamond setting with first class house. Address "Box 5377," care Jewelers' Circular-Weekly.

AMBITIOUS YOUNG MAN, witb several years' experience, desires position witb wholesale jewelry house; employed at present. Address "Box 5322," care Jewelers' Circular-Weekly.

ENGRAVER, first class, wants permanent position; samples of engraving on request; 12 years' experience; salary, $25. Address "F., 5429," care Jewelers' Circular-Weekly.

WATCHMAKER, first class and plain engraver, desires to make a change; best of references from present and past employers. Address Floyd R. Rowland, Box 169, Newburgh, N. Y.

WATCHMAKER AND JEWELER with five years' experience, can do good railroad watch work, can give good reference. Address T. E. Holleman, Nicholson St., Winston-Salem, N. C.

COMPETENT JEWELER, engraver and diamond mounter (new work), desires position in first-class store; thoroughly qualified. Address "G. S. A., 5315," care Jewelers' Circular-Weekly.

FIRST CLASS GERMAN WATCHMAKER wants position; speaks fluently German, Hungarian and the Slov language. Address Kalman Humay, 418 Well St., Milwaukee, Wis.

YOUNG MAN, 20, three years' experience in a wholesale jewelry house, wishes position with a wholesale or retail firm; best of references. Address "D., 5329," care Jewelers' Circular-Weekly.

YOUNG MAN thoroughly familiar in the jewelry business, wishes position with a first class retail jeweler; furnish best of references. "S. S., 5063," care Jewelers' Circular-Weekly.

MANUFACTURING JEWELER with 12 years' experience in general manufacturing of new work and general repairing; have had a shop for three years. Address J. Goodwin, 1224 State St., Erie, Pa.

GOOD WATCHMAKER and plain and fancy engraver, has good references, has own tools, can also do some jewelry work; state salary Address "B., 5353," care Jewelers' Circular-Weekly.

WATCHMAKER of 25 years' experience wants position in store as manager of watch department; A1 references; state salary in first letter. Address "R. E. X., 4860," care Jewelers' Circular-Weekly.

A1 MANUFACTURING JEWELER and engraver; good designer on special work; competent to take charge; have been in business; $25 to $30. Address "X.L., 5438," care Jewelers' Circular-Weekly.

POSITION as store manager wanted by middle aged jeweler who knows every phase of the business; satisfactory reference as to character and ability. Address "M., 5404," care Jewelers' Circular-Weekly.

WATCHMAKER, engraver, optican and manufacturing jeweler; tools for all branches; a high grade man now open for position; salary, $30 per week. Address "Watchmaker," 412 Market St., Steubenville, O

WATCHMAKER, thoroughly competent and reliable, desires position with first-class firm; the best of references furnished; central or nearby States preferred. Address "C., 4986," care Jewelers' Circular-Weekly.

YOUNG MAN, 19 years of age, with three years' experience in retail jewelry line, would like to make change to wholesale business; best references can be furnished. Address "G., 4945," care Jewelers' Circular-Weekly.

A FIRST-CLASS diamond setter and jeweler wishes a position as foreman with a high-class house; highest references as to ability, etc.; south or west preferred. Address "F., 5366," care Jewelers' Circular-Weekly.

FIRST-CLASS all around engraver, licensed, practical optician, holding best references, desires position by Oct. 15; young lady having four years' actual experience. Address "Hula, 5351," care Jewelers' Circular-Weekly.

WANTED, permanent position with A1 house; clock repairer of large experience on all make of chime, French and complicated clocks; can take charge of department. Address "J. K., 4794," care Jewelers' Circular-Weekly.

JEWELER with 12 years' experience in general manufacturing new work and general repairing with a good watchmaker or engraver, where there is an opportunity; will work reasonable. Address J. Goodwin, 1224 State St., Erie, Pa.

ENGRAVER, competent and reliable, desires position in Georgia or Florida; have had wide range of experience in jewelry and silverware engraving; am positively temperance. Address "E., 5330," care Jewelers' Circular-Weekly.

SOUTHERN traveler of 20 years' experience with large trade among jewelers, desires connection with first class concern; also knows watches and diamonds; record open and clear. Address "X. X. X., 4789," care Jewelers' Circular-Weekly.

WANTED, position by a young man with 10 years' experience in the retail jewelry business; one who bas bad practical repair work and tbe very best retail trade; unquestionable reference. Address "B., 5154," care Jewelers' Circular-Weekly

SALESMAN, witb established trade in Greater New York and New Jersey in clocks, watches and jewelry, wants position with reliable concern. Address with full particulars to L Schaefer, 1057 Hall Pl., Bronx, New York City

ENERGETIC, hustling young man, witb wide experience, wants New York or eastern agency for optical, cut glass or jewelry line; must be good popular line and wortby of exclusive attention. Address "Box 5399," care Jewelers' Circular-Weekly.

YOUNG LADY, with 12 years' experience, desires position with first class house; capable of taking full cbarge of diamonds, precious stones and jewelry stock; best reference. Address "D., 5279," care Jewelers Circular-Weekly.

SITUATION WANTED as manager in small jewelry store by a man who has had six years' experience and is strictly temperate; can furnish reference in regard to character and ability. Address "W., 5282," care Jewelers' Circular-Weekly.

WOULD LIKE to get position witb wholesale concern to be put on road in about a year; am 20 years old, with five years' experience in retail business; at present employed and can furnish the very best reference. Address "A., 5151," care Jewelers' Circular-Weekly.

WELL EDUCATED, good appearing young salesman desires position as traveling salesman for good house; 13 years with fine retail houses; possesses ambition and determination to succeed; fine references, etc. Address "Salesman, 5415," care Jewelers' Circular-Weekly.

BUSINESS AND OFFICE MANAGER open for engagement; understands fully all up-to-date business and office methods, good correspondent, thorough hookkeeper, familiar with credits and banking, energetic and tactful. Address "A., 5326," care Jewelers' Circular-Weekly.

EXPERT WATCHMAKER, 25 years' experience, can handle any makes of watches, repair jewelry, do plain engraving; A1 reference as to ability and reliability; with good firm, $25 per week; guarantee satisfaction; Oct. 1. Address "E., 5365," care Jewelers' Circular-Weekly.

WATCHMAKER would like position as first watchmaker or take charge of that department; 15 years at bench, experienced on high grade Swiss and railroad watches; own tools, good references; salary $25 per week. Address John Halstead, 57 Fort St., W., Detroit, Mich.

SALESMAN, age 28, wishes position January, 1912, with established house; five years' experience with best jobbing and retail trade in Pennsylvania, New York State, Baltimore and Washington; prefer to canvass city or nearby trade Address "C. H., 5220," care Jewelers' Circular-Weekly.

SALESMAN desires position with jobbing or manufacturing concern; have covered Ohio, Indiana, Illinois, Wisconsin, Northern Michigan, Minneapolis, N. and S. Dakota, Iowa, Kansas, Nebraska, Missouri, Oklahoma past 11 years; good established trade. Address "Box 5376," care Jewelers' Circular-Weekly.

EXPERIENCED WATCHMAKER, engraver and optician, good salesman, etc., wants a position to take charge of the watch repairing or the optical department; can take full charge of store, if wanted to; A1 references furnished as to honesty and ability. Address "O. F. E., 5238," care Jewelers' Circular-Weekly.

COMPETENT watch and clockmaker and salesman wishes to change position; age 40; 20 years' experience at the bench and behind the counter; fine appearance, excellent habits; have executive ability and will make department pay if given charge; salary, $30 per week. Address "Box 5374," care Jewelers' Circular-Weekly.

SITUATIONS WANTED—Continued.

ENGRAVER and good all around man, over 20 years' experience, wants position; good reference; New York State preferred. Address "M., 5381," care Jewelers' Circular-Weekly.

DIAMOND AND WATCH SALESMAN and jewelry buyer, with first class concern desires to make change about Sept. 15th; best reference. Address "C., 5308," care Jewelers' Circular-Weekly.

WANTED, by young woman, permanent position in watch department, wholesale house; experienced in all makes of watches and cases, care of travelers' stock etc., good at figures; also experienced in jewelry; now employed with jobbing house; best references; might leave city. Address "Box 5386," care Jewelers' Circular-Weekly.

GENERAL ENGRAVER, monograms and inscriptions, ivory cutting and all jewelry store work, desires position with high grade house; east preferred; 13 years with fine houses; capable salesman in all lines, steady and of good habits; only houses desiring good man the year around answer; furnish references. Address "Engraver, 8434," care Jewelers' Circular-Weekly.

Side Lines.

SALESMAN WANTED, to carry a side line; a legitimate and good selling article; good commission; see advertisement page 136, this issue. Address The Oscar Onken Co., Cincinnati, Ohio.

SALESMAN WANTED, west, middle west, south and east, to carry a side line of plated jewelry for department store trade; commission basis; reference required. Address "Box 5222," care Jewelers' Circular-Weekly.

SALESMEN, well connected men calling on good jewelry trade to carry as side line, high grade line of rhinestone set, platinum finish, untarnishable barrettes, etc., selling big for holiday trade. Rhinestone Products Co., 101 Crosby St., New York.

Help Wanted.

WANTED, finished engraver and watchmaker; reference required. Address M. A. Selbert, Frankfort, Ky.

WATCHMAKER AND ENGRAVER; permanent position. Address "S., 5378," care Jewelers' Circular-Weekly.

WANTED, an experienced clerk in wholesale jewelry line. Apply Fred Kaufman & Co., 565 Broadway, New York.

ASSISTANT WATCHMAKER wanted; permanent position; state salary expected. B. F. Kesseler, Mt. Carmel, Pa.

ENGRAVER and assistant watchmaker; references, state wages; permanent position to right party. Address M. Small, Geneva, N. Y.

WANTED, manufacturing jeweler and stone setter; good wages, steady job; state salary. Apply F. J. Bahni & Co., Peoria, Ill.

ASSISTANT WATCHMAKER, also good jewelry and clock repairer wanted by Oct. 1, or before. Address Chas. A. Piella, Lansing, Mich.

WANTED, engraver and jeweler; first class; permanent position; state salary in first letter. Address R. H. Stearns & Co., Pine Bluff, Ark.

A YOUNG MAN who has had experience in a jewelry store, at the bench and behind the counter. Address "Box 768," Worcester, Mass.

WANTED, young man, experienced clock repairer; fine opportunity to become first-class jeweler. W. J. Lukens Co., Wheeling, W. Va.

WANTED, a young girl in office thoroughly acquainted with wholesale jewelry line. Address "G. H., 5375," care Jewelers' Circular-Weekly.

WATCHMAKER AND ENGRAVER; permanent position, $25 per week; must have good references. Address Gilbert Jewelry Co., La Grange, Ga.

WANTED, good watch repairer and engraver who can also help wait on trade; must be sober; state references and salary. Address Jos. E. Edwards, Jackson, Ga.

WANTED, at once, jeweler and engraver, must be good on general repairs; salary $16 or $18 per week. Address "H. & H., 5423," care Jewelers' Circular-Weekly.

WATCHMAKER AND ENGRAVER for retail store in New York City; good wages and steady position. Address "Box 5347," care Jewelers' Circular-Weekly.

OPTOMETRIST with New York State certificate, capable of taking charge of optical work; state full particulars in first letter. R. D. Parker, Middletown, N. Y.

WANTED, experienced die sinker; steady employment for steady man; send references. Address Heeren Bros. & Co., Penn Ave. and 8th St., Pittsburgh, Pa.

WATCHMAKER, or watchmaker and engraver, live New England store; send references and state wages expected. Address "G., 5371," care Jewelers' Circular-Weekly.

HIGH GRADE traveling man wanted for Middle States to sell general jewelry line; good salary to the right man. Address "C. J., 4448," care Jewelers' Circular-Weekly.

WANTED, first class jeweler and engraver; permanent position; send sample of engraving; references required. Address "S., 5077," care Jewelers' Circular-Weekly.

WANTED watchmaker of experience; state references and ability in first letter; a fine opportunity for the right man. Address "C. B., 5360," care Jewelers' Circular-Weekly.

WANTED, a first-class watchmaker, jeweler and engraver; only one with good habits need apply; state salary expected in first letter. Address H. E. Juberg, Superior, Wis.

WANTED, jeweler and engraver; must be first-class in every way; send samples of engraving and state salary; permanent position. Address J. C. Thompson, Lake Charles, La.

WANTED, for the middle states, salesman for general jewelry line; watch material salesman, with experience will answer. Address "Box 5165," care Jewelers' Circular-Weekly.

WANTED, engraver and general workman; send sample; state salary wanted in first letter; permanent position to right party. Address "N., 5387," care Jewelers' Circular-Weekly.

WATCHMAKER, engraver and jeweler; first-class; permanent position; send engraving sample and reference; $20 per week; no excessive repair trade. A. Seidensticker, Hamilton, O.

AN EXPERIENCED watch and clock repairer in a jewelry store, who is also able to act as salesman; a good position open to the right party. Address "Box 768," Worcester, Mass.

WANT A GOOD WATCHMAKER and plain engraver; must have good reference, and state wages and full particulars in first letter. Address Rombach Bros., Canton, Miss.

WANTED, good watchmaker and engraver; permanent position; state salary; want man with good appearance. Address G. W. Meyer Jewelry Co., 822 Market St., Chattanooga, Tenn.

WATCHMAKER, jeweler and engraver, first-class, at once; permanent position; send engraving sample and references in replying. Address A. Seidensticker, 237 High St., Hamilton, Ohio.

WANTED, watchmaker-engraver, also wait on trade; single man preferred; position permanent; send sample of engraving, references and state salary. Address Ben Guider, Vicksburg, Miss.

WANTED, watchmaker and engraver, or engraver and jeweler; first-class man, first-class wages; permanent position; sample of engraving in first letter. C. A. Schnack Jewelry Co., Alexandria, La.

WANTED, first class watchmaker, or watchmaker and engraver; must be competent on railroad watches; permanent position; state salary. Address J. C. Thompson, Lake Charles, La.

WANTED, ENGRAVER, one who can do ornamental engraving, chasing, die and enamel cutting; only men with good recommendation need apply; steady position and good wages guaranteed to the right man; state wages and time you would be willing to start in your first letter. Address Carl Entenmann Jewelry Co., 217½ S. Spring St., Los Angeles, Cal.

WANTED, young man with some experience at jewelry and clock repairing; opportunity to finish trade; character references required. Address J. A. Aumert, 5511 S. Halsted St., Chicago, Ill.

WANTED, a young man as second watchmaker; must be an A1 salesman, capable of handling nice trade; position permanent. Address, with references, etc., H. Mahler's Sons, Raleigh, N. C.

WANTED, good all-around watchmaker and jeweler, able to wait on trade, near New York City; hours, 8 to 6; permanent; give all particulars. Address "B., 5407," care Jewelers' Circular-Weekly.

WANTED, a competent watchmaker and engraver; short hours, good pay, permanent position; send specimens of engraving and reference. Address "G., 5269," care Jewelers' Circular-Weekly.

AT ONCE, want a good jeweler who can do any and all kinds of jewelry repair work; send reference with first letter; a good job for the right man. Address Meyer & Schamber Jewelry Co., Meridian, Miss.

BOOKKEEPER WANTED, young man, by diamond importer, double entry, should be able to make himself useful in office; state references and salary. Address "Box 5431," care Jewelers' Circular-Weekly.

A FIRST-CLASS ENGRAVER and jewelry repairer for my store; references required; good wages and permanent position, to go to work at once. Address Walter C. Bowers, 5 So. Main St., Dayton, Ohio.

BOOKKEEPER who has experience in office of jewelry factory, take charge of office, follow up orders, good at figures; state experience, salary desired. Address "C., 5357," care Jewelers' Circular-Weekly.

WANTED, first class watchmaker and all around man; one who can help out on engraving preferred; will pay $25 per week; 59 miles from Chicago in ideal town. Address Squires & Lay, La Porte, Ind.

JEWELER FOREMAN, thoroughly experienced in all lines of platinum and gold mounting work, able to take charge of 40 men; state experience and salary desired. Address "D., 5358," care Jewelers' Circular-Weekly.

WANTED, jeweler and engraver, first class man; only those with references need answer; position permanent; samples of engraving and state salary wanted in first letter. Address J. H. Greer, Fort Worth, Tex.

AT ONCE, first class watchmaker; one who can also do engraving; must have thorough knowledge of watch repairing and fast; state wages wanted and full particulars in first letter. R. J. Atwell, Middletown, Conn.

WATCHMAKER, one competent to do first-class work on American and Swiss watches; state salary wanted, and if you have tools, in your answer. Address M. Schaaf & Bro., 426 E. Broad St., Richmond, Va.

WANTED, a good watchmaker, also to wait on store trade, reliable and energetic, of good address and appearance, with good reference, for permanent position. Address Geo. J. Busch, 57 Springfield Ave., Newark, N. J.

COMPETENT WATCHMAKER, engraver, stone setter; salary $25 weekly, with opportunity of advancement; sample engraving and references with application; position permanent. Address Crescent Jewelry Co., Helena, Ark.

WANTED, WATCHMAKER, jeweler and engraver, one understanding optics preferred; must be well recommended; state salary in first letter; permanent position; married man preferred. Address V. J. Pekor, Columbus, Ga.

YOUNG MAN for steady job, who can do fine watchwork and engraving; send sample of engraving, photo; state wages expected; references, and when can come in first letter. Address Charles F. Teneyck, Johnstown, N. Y.

WATCH ADJUSTER, one who knows how to make watches run right, that don't. Address "E., 5359," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER on medium and high grade American and foreign watches, who can turn staffs and set jewels; $25 per week; permanent position; fine climate; give references and age. Address "D., 5111," care Jewelers' Circular-Weekly.

(*Special Notices continued on page 114.*)

Special Notices.

(*Continued from page* 113.)

HELP WANTED—Continued.

JEWELER, good one, with experience in jewelry repairing, stone setting, etc; permanent position in a healthy southern city; $20 per week for a reliable man; October 1, 1911. Address Jewelers' Co-operative Syndicate, 68 Maiden Lane, New York.

WANTED, a first-class manufacturing jeweler and repairer; must furnish best of references as to honesty and ability; permanent position with large store in city in the South for the right man. Address Arthur A. Everts Co., Main and Murphy Sts., Dallas, Tex.

DIAMOND IMPORTERS want salesman with established trade for middle west; we want a good man and will pay well. "Hustlers, 4951," care Jewelers' Circular-Weekly.

AT ONCE, an A1 watch and clock repairer, man must be able to handle all grades of watches and clocks, capable of waiting on fine trade and furnish best of references; of good appearance and of a quiet manner. Address H. T. Jarecki, Erie, Pa.

FIRST CLASS ENGRAVER, one who can repair jewelry and clocks, also assist on watches, must be good salesman with good appearance; splendid salary if you can fill the position; permanent; send samples of engraving with application. Address H. J. Homrich, Huntington, W. Va.

FOREMAN, in large jewelry shop in western city doing all kinds of special order work and repairing; permanent position with liberal salary to an experienced, practical man, who can successfully handle help and show results; in answering state age, qualifications, experience and references; applications held in strict confidence. Address "Competent, 5261," care Jewelers' Circular-Weekly.

Business Opportunities.

FOR SALE, old established jewelry store in Concord, N. H. Address 55 No. Main St., Concord, N. H.

CASH PAID for surplus stocks of watches, diamonds and jewelry; money sent by return mail; best of references. Address Emil Noel, 541 E. 46th Pl., Chicago, Ill.

A. B. SHERMAN'S stock and routes for sale, consisting of watchmakers' material and jewelers' findings. Address Mrs. A. B. Sherman, 4442 Evans Ave., Chicago, Ill.

WANTED, salesman as third partner in manufacturing jewelers' concern; small capital required; answers confidential. Address "L., 5323," care Jewelers' Circular-Weekly.

COMPLETE diamond cutting plant, including 15 benches and 12 double saws; all in first class shape, for sale cheap. Address "E., 4925," care Jewelers' Circular-Weekly.

FOR SALE, jewelry store in city of over 100,000 inhabitants in Massachusetts; location best in city; stock small. Address I Warshauer, 373 Washington St., Boston, Mass.

IS IT CASH you must have quick? $200,000 ready cash always on hand will buy your business at once. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

FOR SALE, elegant jewelry store in Wisconsin city; doing $12,000; can be increased; clean stock; can be bought right. Address "C., 5411," care Jewelers' Circular-Weekly.

AM A WELL-ESTABLISHED manufacturer of fine platinum jewelry, want a designer or good inside man with capital as partner. Address "Box 5433," care Jewelers' Circular-Weekly.

DO YOU WISH TO RETIRE? We pay the most cash for entire or surplus stocks of jewelry; communications confidential. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

FOR SALE, one of the best paying jewelry stores in central Michigan; nice clean stock, no dead stuff; invoice about $6,000. For particulars address "Box 5422," care Jewelers' Circular-Weekly.

A $20,000 stock, fine condition, up-to-date fixtures; the best location and business in the best town in the west; big returns on investment; part cash and approved paper. Address "C., 5177," care Jewelers' Circular-Weekly.

FOR SALE, well established jewelry store in the best location of New York; repairs alone, $500 per month; investigation invited; good chance for man with $2,500. Address "Box 5345," care Jewelers' Circular-Weekly.

WANTED, partner with thousand dollars to open a jewelry store; must be wide-awake young man, good jeweler and engraver, good character and refcrences; Hebrew preferrd. Address "Box 5363," care Jewelers' Circular-Weekly.

DO YOU WISH TO SELL part or your entire stock of diamonds, watches, jewelry, etc? We purchase quick and pay spot cash, no matter how large the quantity may be. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

FOR SALE, jewelry and optical business in New York State, manufacturing town of 12,000 within 50 miles of New York City; stock and fixtures can be reduced to $600; no other optician. Address "X., 5379," care Jewelers' Circular-Weekly.

DO YOU WISH TO RETIRE? we pay highest cash value for entire stock, or part of jewelry, diamonds and fixtures; communicate with us, it will be to your advantage; rating and referenees of the highest order. Van Praag & Co., 11 Lispenard St., New York, established 1889.

HIGH CASH PRICES paid for diamonds and watches; immediate returns made; bank references. Address M. Iralson, Masonic Temple, Chicago, Ill.

FOR SALE, well established jewelry business; best store in live manufacturing town of 25 000 withia 50 miles of Chicago; makes a profit now and increasing fast, keeps two men busy; owner has other interests and must sell; about $6,000 needed. Address "Box 5183," care Jewelers' Circular-Weekly.

AN UNUSUAL OPPORTUNITY for a good practical workman with good business qualifications and small capital in small town, several thousand inhabitants, near New York City; no other jewelry store in town; good store, cheap rent, healthful surroundings. Address R. M. Boyd, 51 So. Fullerton Ave., Montclair, N. J

I PAY CASH for your surplus stock of diamonds, watches and jewelry; business confidential; National Bank references: H. Schwartz, 903 Heyworth Bldg., Chicago, Ill.

I PAY 20% MORE for your surplus stock of watches, diamonds and jewelry than any other cash buyer; national bank references. Emil Noel, 541 E. 46th Place, Chicago, Ill.

OWING TO RETIREMENT of partner an opportunity for a man with $10,000 to $15,000 to actively engage in well established manufacturing jewelry business in Southern California; this is a paying business and will stand fullest investigation; man with office experience preferred. Address "Box 5409," care Jewelers' Circular-Weekly.

SIXTY YEAR OLD established jewelry business for sale, located on the main business street and block in live county seat town of 12,000, in one of the most prosperous counties in Central Ohio; foreign competition 40 miles away; invoice about $8 000, but stock can he reduced; good trade, abundance repair work. Address "Good Business, 5394," care Jewelers' Circular-Weekly.

DIAMONDS at great bargain, $33 per carat and up; mounted rings and other diamond jewelry sold at half the regular price; sent on memorandum, billed to rated dealers; sold for cash only; cash paid for stocks. C. L. Daniels, Tiffin, Ohio.

DIAMONDS at great bargains, $45 per carat and up: mounted rings and other diamond jewelry bought from private people sold at half the regular price; sent on memo. bill to rated dealers; sold for cash only. Dan I. Murray, 3 Maiden Lane, New York.

For Sale.

FOR SALE, first-class set of jewelry store fixtures in excellent condition. W. J. Lukens Co., Wheeling, W. Va.

1,000 LB. German silver six-inch rolls, 20 and 21 gauge, whole or part; two D. C polishing motors. Address Poppe, 25 Third Ave., New York.

FOR SALE, one pair 10x15 graded rolling mills, belt driven; complete and in good condition. Address "O., 5390," care Jewelers' Circular-Weekly.

FOR SALE, one pair grade rolls 6½ x 5, in first class condition; made by the Waterbury Farrell Foundry and Machine Co. Address "P., 5389," care Jewelers' Circular-Weekly.

FOR SALE CHEAP, two floor cases, 4½ x 12 x 4½ feet high, not including bases, sliding doors; write for description and price. The Gorham Co., Silversmiths Bldg., Chicago, Ill.

To Let.

FLOOR TO SUBLET at Maiden Lane, corner William St.; very cheap. Inquire at Mayer & Miller, 12 and 16 John St., New York.

WELL KNOWN PARTY will rent desk room to reliable person. Address Room 802 or Superintendent, Crockroft Bldg., New York City

DESK ROOM DESIRED in office in jewelry district by young man handling plated jewelry. Address "E., 5428," care Jewelers' Circular-Weekly.

LOFT TO LET; 1,650 square feet; suitable for manufacturing jeweler; drop press post and cellar for washing barrels on premises; live steam and all improvements. Enquire Engineer, 24 Boudinot St., Newark, N. J.

Wanted to Purchase

WANTED, second-hand trial case; must he in good order. Address Hugh B Jones, care Gilbert Jewelry Co., La Grange, Ga.

Lost.

STOLEN, WALTHAM OPEN FACE, 12 size, 21 jewel, bridge movement, No. 9,503,772, Crescent ease; if offered for sale or repair notify "R H., 8149," eare Jewelers' Circular-Weekly.

LOST, 12 size, open faee, Vaeheron & Constantin movement, No. 349,781, in 18K. sun ray case, National Watch Case Co., No. 78,101; liberal reward. "C. V., 3385," care Jewelers' Circular-Weekly.

Miscellaneous.

ALL KINDS of job lots of jewelry bought for cash. Address Klein & Bendheim, Room 708, 49 Maiden Lane, New York.

PORTRAIT MINIATURES copied from any photo on watches, dials, brooches or lockets. Goldstein Engraving Co., 45 Maiden Lane, New York.

Connecticut.

It is reported from South Norwalk, Conn., that the Artistic Bronze Co. intends to remove its factory from that place to Bridgeport.

Col. Watson J. Miller, of the Derby Silver Co., Meriden, gave a prize cup for the annual regatta of the N. V. M. boat club, which was held Aug. 27.

John H. Wood, a veteran clock maker, died at his home in Thomaston recently at the age of 84 years. Mr. Wood had been ill for some time. Deceased was employed at the Seth Thomas Clock Co., for many years, and for 34 years was superintendent of the movement department. He is survived by his widow, one son and a grandson.

The burglar alarm at the store of Fred Weber, 31 Colony St., Meriden, Conn., rang suddenly one night last week, and a policeman ran to the store to investigate. He found nothing out of the ordinary, however, and it is supposed that the alarm was sprung when a heavy freight train passed through the town and jarred the electric connections of the bell.

The funeral of Walter Hubbard, of Bradley & Hubbard, whose death was announced in the last issue of THE JEWELERS' CIRCULAR-WEEKLY, was held in Meriden, Conn., last week. The banks, trust companies and factories in which Mr. Hubbard was interested, suspended business during the services. The interment was in Walnut Grove Cemetery, Meriden.

In an automobile accident which occurred in Wallingford, Conn., last week, Charles Tibbets, Jr., son of Charles Tibbets, a prominent official of the International Silver Co., was badly injured when he was thrown from the automobile, and struck on his head, sustaining concussion of the brain. The accident occurred when the drivers of two cars attempted to pass a wagon at the same time. Both automobiles were badly damaged, and besides young Tibbets' severe injury, the occupants of both cars were badly shaken up.

Elias Burwell, aged 101 years, Bristol's oldest resident, and one of the pioneer clock makers in this section, died at his home early Sept. 2 from illness that had confined him to his bed for the last five months. Mr. Burwell was born in Milford, Oct. 4, 1810. At the age of 10 years he went to Burlington, where he learned farming and gained a schooling for six years, coming to Bristol at the age of 16. Mr. Burwell had held many town offices and took a keen interest in the town's welfare. He was for 75 years a member of the Protestant Episcopal Methodist Church and for 42 years taught a Sunday-school class.

In company with Acting Inspector James M. Daly, who came to New Haven for him Friday, Sept. 1, George A. Bromhall, who last completed a prison term in New Haven, arrived in Springfield Sept. 2 and was held on the charge of the larceny of two valuable diamond rings from Julius D. Kingsberg, a jeweler, who conducts a store in 203 Main St. Bromhall, who gave the names of G. A. Harden, Charles Powell and other false names while operating his game in Springfield and other cities, went into Kingsberg's jewelry store, Feb. 28, 1908, and successfully worked his favorite game of darting out of the store while pretending to compare two diamond rings he was inspecting. His usual method was to enter a jewelry store with an automobile clock asking to have the timepiece repaired. Then he would ask to see some diamond rings. He would take two of the most valuable in his hands and "edge" toward the door holding the rings up to the light on the pretense of comparing the stones when suddenly he would run out of the door.

Canada Notes.

Max Woods, London, Ont., has discontinued business.

The Montreal Jewelry Store, Moncton, N. B., has opened a branch in Fredericton.

E. R. Biurke, Quebec, has assigned and J. A. La Rue has been appointed provisional guardian.

Kate Wilson has given a chattel mortgage to P. W. Ellis, of Kerr Robert, Sask., for $1,840.

W. H. Irving, St. John, N. B., has assigned, and the first meeting of creditors was held Aug. 25.

Harwood Bros., Pembroke, Ont., are extending and refitting their store, giving them greatly improved facilities.

Joseph Wilbert Hollingshead and wife have renewed the chattel mortgage given to J. E. Harris, Woodbridge, Ont., for $125.

William H. House has renewed the chattel mortgage which he gave to P. W. Ellis & Co., Ltd., Sault Ste Marie, Ont., for $3,273.

Judgment has been given for $27 in the case in which F. Hayhurst, Lashburn, Man., was defendant, and Lawson & Jones the plaintiffs.

Judgment has been given for $273 in the case in which Samuel Porte, Glace Bay, N. S., was the defendant, and J. Abelas, Ltd., was the plaintiff.

Judgment has been given for $38 in the case in which H. A. Webster, Parrsborough, N. S., was the defendant, and the Smith-Patterson Co. plaintiffs.

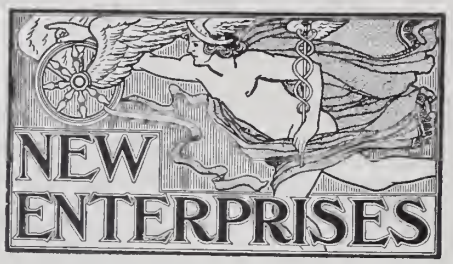
P. J. Harwood has sold his residence on Dufferin Ave. West, Winnipeg, and will shortly leave that city to take over the jewelry business of Watson Bros., Calgary, which he recently purchased.

D. R. Dingwall has completed the addition of three stories to his block on Albert St., Winnipeg, at a cost of $30,000. The top floors will be occupied by D. R. Dingwall, Ltd., for factory purposes.

The organization of the new company in Montreal has not yet been completed, but it is said that full details of the concern will be announced about Sept. 6. It is stated that the Hemsley Co., Montreal, will be included in the new corporation, as well as a firm of Toronto. J. A. Mackay, of Montreal, is organizing the company.

Wm. A. McKenney has succeeded McKenney Bros. at Patten, Me.

Notice has been received that owing to the death of Franklin A. Colville, Wayland, Mich., his business will be discontinued.



G. Tannenbaum has opened a retail store in Providence, R. I.

Edward M. Couley & Co. is a new firm doing business in Providence, R. I.

John W. Walls, Laurel, Del., has opened a store in Ridgway, Md.

L. P. Tisch will open a store at 2208 Franklin Ave. about the middle of September.

J. Bloom will open a retail store at 503 E. Baltimore St., Baltimore, Md., in the near future.

The Fink Brokerage Co. is a new concern at 314 Broadway Central building, Los Angeles, Cal.

J. Kempner and Mr. Pollack are about to start under the style of Kempner & Pollack, Little Rock, Ark.

H. F. Hoyt has opened a watch and clock repairing and jewelry business at 3715 Main St., Columbia, S. C.

B. R. Segal and Isaac de la Pensha have registered at Montreal as opticians and diamond merchants. The firm name is Segal & de la Pensha.

A. G. Myers Co. has been incorporated at Portland, Ore., by A. G. Myers, Frank Heitkemper and Arthur P. Tift. The capital stock is $3,000.

E. J. Koch & Co. opened a cut glass factory at Elgin, Ill., last week. The factory is in charge of J. L. Singleton, formerly in the employ of J. D. Bergen & Co.

Hugh B. Jones, at present watchmaker and engraver for the Gilbert Jewelry Co., at La Grange, Ga., will open a jewelry and optical store at Calhoun, Ga., about Oct. 1.

Charles R. Rainess & Co., New York, is the name of a new firm capitalized at $6,000, to deal in jewelry. The incorporators are: Sophie Rainess, 216 W. 111th St., New York; Chas. R. Rainess, 216 W. 11th St., New York, and Chas. Halpern, 247 Audubon Ave., New York.

Trans-Atlantic Voyagers.

FROM EUROPE.

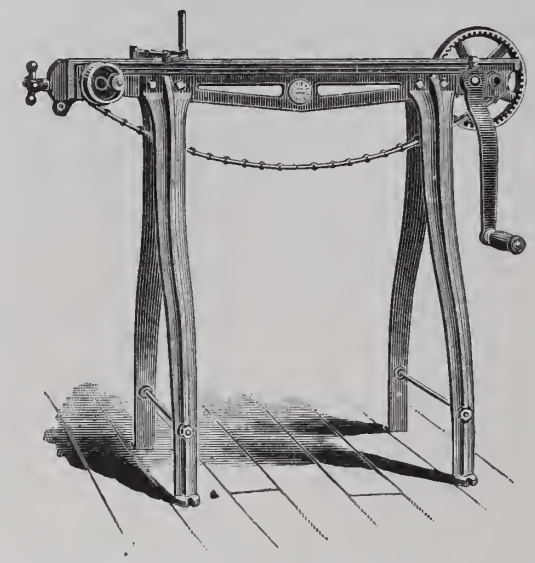
John J. Miller, New York, returned from Liverpool a short time ago on the *Caronia*.

Frank Jeanne, of Wm. S. Hedges & Co., New York, returned recently on the *Rotterdam*.

F. L. Martin, of Eichberg & Co., returned last week on the *Prinz Frederich Wilhelm*.

M. J. Straus, of Hammel, Riglander & Co., New York, sailed recently on the *Kaiser Wilhelm der Grosse*.

Carl H. Weiderman, of B. fu C. Mazza, returned to New York from Europe on the *Finland* recently.



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The very sight of the green glass box and gong on the front of a store has the marvelous effect of frightening away desperate characters. No storekeeper knows when he may be the victim of an attack. By installing this alarm a greater safety is assured than by any other means known.

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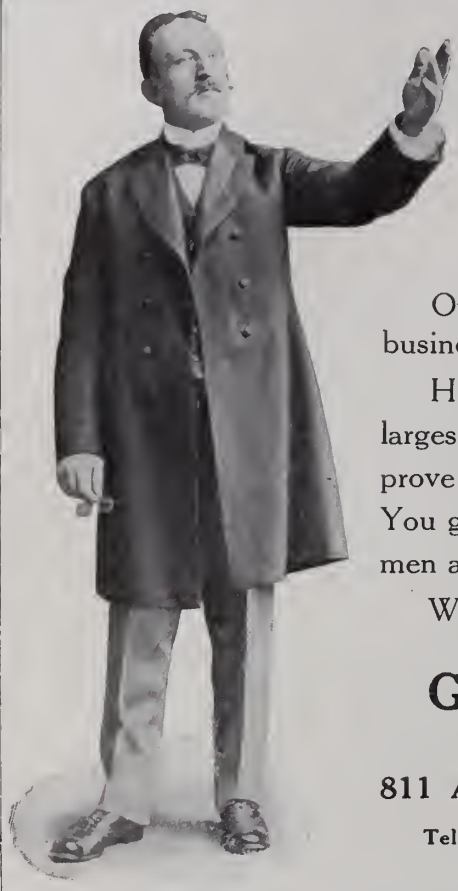
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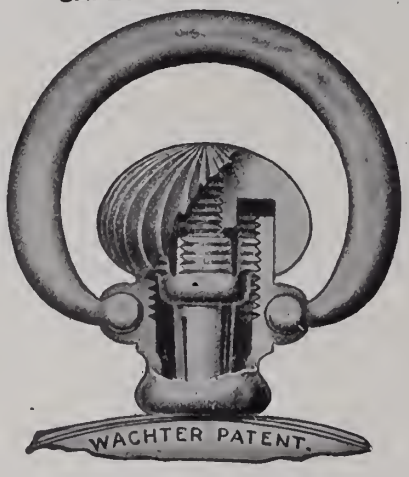


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NO. 38576, MAY 21, 1907
NO. 916809, MAR. 30, 1909



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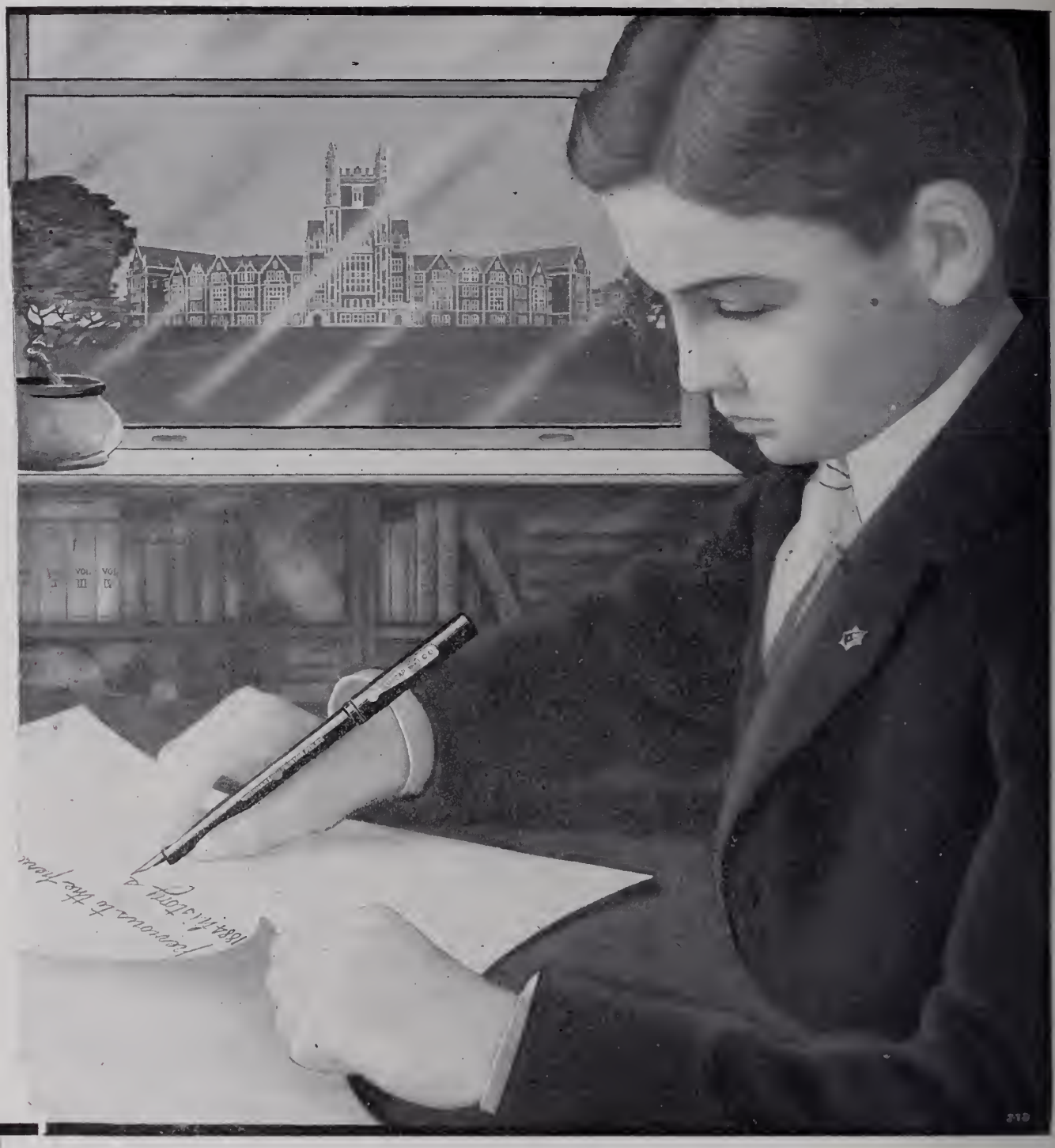
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PATENT DEPARTMENT

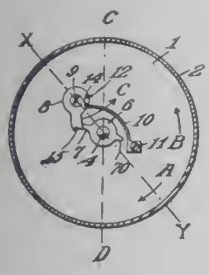
[IN WHICH IS CONTAINED A LIST OF THE LATEST PATENTS GRANTED BY THE UNITED STATES AND GREAT BRITAIN. THE UNITED STATES PATENTS THAT HAVE EXPIRED AND THE REGISTERED TRADE-MARKS.]

UNITED STATES PATENTS.

ISSUE OF AUG. 29, 1911.

1,001,665. EYEGLASS CHAIN ADJUSTER. Edward R. Matters, Neosho, Mo. Filed Sept. 14, 1910. Serial 582,042.

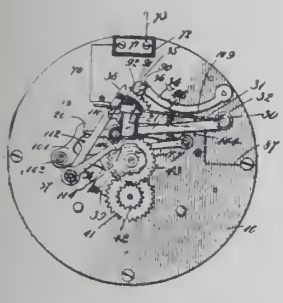
In a device of the class described, a rotatable winding member, a ratchet secured thereto; a pawl to engage the ratchet and provided with seats the teeth of the ratchet being spaced, to permit the free end of the pawl to swing across the line of centers of suspension of the ratchet and the pawl, and a spring engaging the seats successively to hold the free end of the pawl upon



opposite sides of the line of centers, the free end of the pawl, when upon one side of said line, being positioned for locking engagement with the ratchet, and when upon the other side of said line, being tiltable by the ratchet into ratchet engaging position; the movement of the free end of the pawl across said line serving to move the spring from seat to seat.

1,001,668. SHIP'S BELL CLOCK. Walter K Mexns, Malden Mass., assignor to the Chelsea Clock Co., Boston Mass. Filed June 14, 1910. Serial 566,738

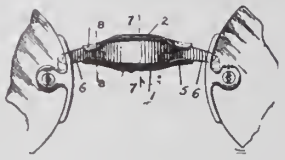
The combination with a ship's bell clock having mechanism for audibly indicating the time by means of double strokes at regular intervals with



intervening rests, and at alternate intervals by rendering one stroke ineffectual, of a sounding device, and by means operatively related to the clock mechanism for controlling the operation of said sounding device to emit a sound simultaneously with the audible indications of the clock.

1,001,734. NOSE-GUARD FOR SPECTACLES. George H. Day, Southbridge, Mass., assignor to the American Optical Co. Filed July 21, 1910. Serial 573,027.

A protective bearing pad for the nose bearing portions of spectacles and the like, fitting in and conforming suhstantially to the curvature of the nose bearing side of the bridge and adapted to retain its position relative to the bridge by means



of the natural elasticity of the material from which the pad is made.

1,001,958. ATTACHING DEVICE FOR OPTICAL INSTRUMENTS. Heinrich Jacob, Steglitz, near Berlin, and Ernst Bernick, Friedenau, near Berlin, Germany, assignors to Optische Anstalt C. P. Goerz. Aktiengesellschaft Friedenau, near Berlin, Germany. Filed June 10, 1909. Serial 501,398.

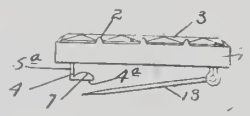
A device for fastening to a stand an optical instrument having its main tube transverse to the line of sight, comprising abutments, arranged in pairs, attached to the instrument and stand respectively, and adapted to be brought into engage-



ment with each other, the two abutments connected to the instrument being so positioned that an imaginary straight line connecting same is substantially transverse to the line of sight, one of said abutments being arranged to form a joint connection with the corresponding abutment of the stand.

1,001,961. PIN. Charles Kuehner, Providence, R. I., assignor to Ottilie Kuehner, Providence, R. I. Filed June 4, 1910. Serial 564,914

A pin comprising a cup-shaped body portion the bottom of which is formed with an opening leav-



ing a continuous flange projecting inwardly from the side walls, portions of said flange having integral projections forming joint and catch members, the joint member being interlocked with said flange.

1,002,094. SPOON-COVER. Epiphane Theriault, Taunton, Mass. Filed Nov. 18, 1908. Serial 463,321

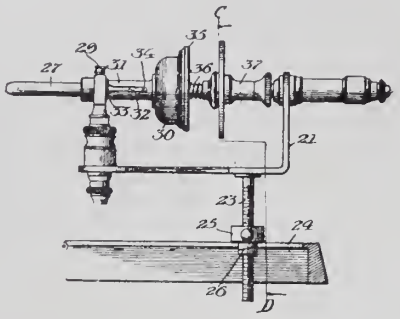
In combination with a spoon having an oval bowl with a convex under surface, a convex-concave cover smaller than the bowl and adapted to fit in said bowl, the ends of the cover being cut away to form passages when the cover is in place



in the bowl and the sides of the cover snugly engaging the inner side walls of the bowl, and clasps integral with the cover sides, said clasps being curves to fit the edges of the bowl and snugly engage the under convex surface of said bowl, the terminals of the clasps being provided with projections and the under surface of the bowl being provided with recesses to receive the projections.

1,002,124. MACHINE FOR GRINDING WATCH CRYSTALS. Helge A. Borresen, Marquette, Mich. Filed Oct. 14, 1907. Serial 397,330.

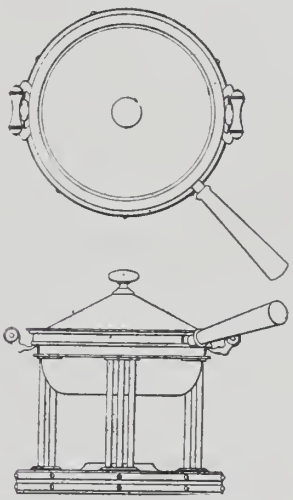
A device for holding crystals to be ground, comprising a substantially U-shaped yoke having transversely disposed bearings in the upper ends of the longitudinal members thereof, spindles mounted in said bearings, one of which is slidable longitudinally toward and from the other, friction disks



mounted upon said non-slidable spindle, means for advancing one of said disks in front of the other, and means secured to the other spindle between which and one of said disks the article to be ground is held.

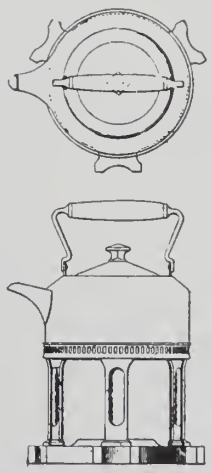
Designs.

41,719. CHAFING-DISH AND STAND. Charles M. Prior and Charles Nelson, New York,



assignors to S. Sternau & Co., Brooklyn N. Y. Filed June 2, 1911. Serial 630,905. Term of patent 7 years

41,722. KETTLE AND STAND. Charles M. Prior and Charles Nelson, New York, as-



signors to S. Sternau & Co., Brooklyn, N. Y. Filed June 2, 1911. Serial 630,907. Term of patent 7 years.

41,723. PERCOLATING COFFEE-POT. Charles



Hamilton Watch Company

Where absolute precision of time is required, the HAMILTON WATCH is preferred.

Hamilton Watch Co.

Lancaster, Pa.

Nelson, New York, assignor to S Sternau &



Co., Brooklyn, N. Y. Filed June 2, 1911. Serial 630,901. Term of patent 7 years.

11,725. CASING FOR ALARM CLOCKS. George Kern, Peru, Ill., assignor to the



Western Clock Mfg. Co., La Salle, Ill. Filed Nov 7, 1910. Serial 591,214. Term of patent 14 years.

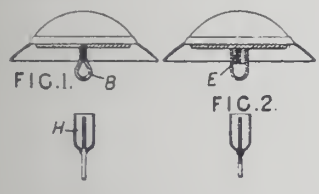
BRITISH PATENTS.

(Abridgments of Specifications, 1910, from *The Illustrated Official Journal.*)

ISSUE OF AUG. 16, 1911.

9,879. HAT-PINS. A. Weintraud, London. April 22. (Classes 43 and 131.)

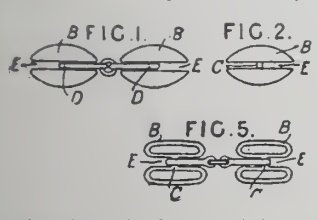
Consists in adapting buttons for use, when desired, as heads of hat-pins by piercing the shanks



B with a screw-threaded hole to receive the screwed end of the pin. The pin may be provided with a holder or casing H for the shank B; and a strengthening-block E, Fig. 2, may be provided on the button, when necessary.

10,084. SLEEVE-LINKS. H. W. Douglas, Chelsea, London. April 25. (Class 43.)

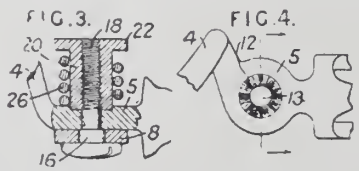
The buttons B of sleeve-links, Figs 1 and 2, are each formed in two parts united by a bar C



forming the pivot pin for the chain or link D. The slots E between the parts allow the buttons to be turned to any position when being inserted. In a modification, Fig. 5, buttons are formed wholly of wire.

10,189. EYEGLASSES F. A. Stevens, Providence, R. I., U. S. A. April 26. (Class 97 [i.])

To adjust the pressure of the spring 26 on the nose-guard lever 8, the lever it pivoted on a bearing-portion 16 of a screw 18 taking into a barrel 20, which engages with its serrated lower edge an annular series of serrations, etc., 12 encircling the hole 13 in the flat extension 5 of the



bridge 4, through which extension the screw passes. One end of the spring is secured in a perforation in a flange 22 on the barrel, the other end engaging the lever as usual. To adjust the tension, the screw is worked down till the barrel can be raised and turned, to be lowered again into engagement with the serrations 12 and screwed up.

UNITED STATES TRADE-MARKS.

[The following trade-marks have been adjudged entitled to registration under the Act of Feb. 20, 1905, and are published in compliance with Section 6 of said act.]

TRADE-MARKS REGISTERED AUG. 29, 1911.

83,245. JEWELRY FOR PERSONAL WEAR. Hyman Glasser, New York.
Filed April 27, 1911. Serial 56,014. Published June 20, 1911.

83,249. CERTAIN JEWELRY AND PRECIOUS-METAL WARE. Irving Heidelsheimer, Newark, N. J.
Filed May 18, 1911. Serial 56,439. Published June 20, 1911.

83,255. WATCH CASES AND WATCH MOVEMENTS. Illinois Watch Case Co., Elgin, Ill.
Filed April 25, 1911. Serial 55,949. Published June 20, 1911.

83,256. WATCH CASES AND WATCH MOVEMENTS. Illinois Watch Case Co., Elgin, Ill.
Filed May 19, 1911. Serial 56,455. Published June 20, 1911.

83,269. OPTICAL LENS BLANKS The Meyrowitz Mfg. Co., New York.
Filed March 31, 1911. Serial 55,441. Published June 27, 1911.

83,363. HOLLOW WARE AND FLAT WARE MADE OF GERMAN AND STERLING SILVER. Milton J. Wolferman, New York.
Filed Feb. 9, 1911. Serial 54,410. Published June 20, 1911.

Love Jewelry.

It is related of a beauty of the British court circle that she rarely appeared without having a pansy, fashioned from gems, attached to her corsage. This ornament would be on one occasion of rubies, again of sapphires, emeralds or other precious stones, the color of which harmonized with that of her costume. Thus, with a lilac velvet robe, the lady would wear an amethyst pansy; with a yellow toilet, the same flower fashioned from topazes and brilliants; with a pale blue robe, a trefoil flower of turquoise and pearls, etc.

As the French name of the flower (pensée) indicates, the flower, in a language of flowers, signifies "thoughts." And the jeweled pansies of the beautiful wife of the diplomat typify, as a fact, the thoughts that her fiance had brought her from the jeweler in so costly an embodiment. The charming idea found many imitators and finds exhibition in various styles. Almost every flower is counterfeited in precious stones and pearls to ornament a bride. For both giver and receiver the graceful trifle often has a special meaning that is separate and distinct from the meaning given in the language of flowers.

When the baptismal name of the bride is reminiscent of a flower, like Rose, Violet, Daisy, Lily, etc., then the attentive bridegroom selects a "love jewel" in the form of this flower, and where possible fashioned from stones that resemble the blossom in their color. Superbly beautiful is a violet, formed from a single lucid amethyst, in a platinum setting, with a diamond for a dewdrop, or an ornamental spray of Neapolitan violets, in violet enamel and gold settings, the stems of which are held together by a "love knot" in diamonds. Country baskets, woven of golden straw, lined with white satin, form unique receptacles in which lovers send jewel blossoms to the chosen one.

Very much in fashion nowadays are miniature books of gold and colored enamel, on the golden leaves of which are inscribed unforgettable dates, or such significant sentences as "I love you." The outside of the little book, which may serve equally well as a pendant or as a trinket, bears the inscription, "Love token," in pearls. A gold key, belonging to it, is carried out of sight, suspended by a gold chain about the neck. The heart shape is, of course, well represented among the love tokens from the jeweler's. Thus, for instance, there has lately been shown a ring, made of two narrow hoops, from which hang two pearl-encircled hearts. Sometimes one of the hearts is transfixed by a tiny gold dagger. A tasteful little cupid may also be seen sometimes dangling from a ring or bracelet given as a love token.

Among the various pendants for short as well as long chains may be included a hoop of gold or pearls, in which the name of the betrothal month or the year is set in diamonds. Among English couples the idea that pins should never be used as gifts does not appear to prevail. For not only brooches and bolero pins, the form and character of which indicate the tender connection, are conferred upon the prospective bride, but the British fair one even accepts from her lover the dangerous, long, modern hatpin. The latest novelty in this useful article, long since promoted to be an adornment, is a pair of aeroplane propellers executed in platina wire and diamonds.

The first published report of the results of the fourth conference of the International Union for the Protection of Industrial Property appeared in the *Daily Consular and Trade Reports* for Sept. 2., issued by the Bureau of Manufactures of the Department of Commerce and Labor. The original documents were in French, and translations were made in the United States Patent Office. The conventions resulting from these international conferences are of vital interest to all firms and individuals concerned with patents, trademarks, designs, etc., and the proceedings of the fourth conference.



HERE'S just one of the many interesting and instructive illustrations contained in the

Service Bureau Bulletin

on Balance Truing

THE publication of the Bulletin—while announced in the August issue of the trade papers—has been unavoidably delayed until this month, by the difficulties encountered in obtaining satisfactory photographic reproductions of a balance truer's hands.

The Bulletin Will Reach Every One of Our Service Bureau Correspondents This Month

Jewelers and watchmakers who have not registered their names with the Service Bureau can obtain copies of the Bulletin by forwarding coupons now. Better send the coupon at once to get Bulletin Number One. Then you will have the complete series as they are published.

.....1911

ELGIN NATIONAL WATCH CO.
Elgin, Ill.

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9—J. C.

ELGIN NATIONAL WATCH CO.
ELGIN, ILLINOIS

THE HOROLOGICAL REVIEW

Calculating Sizes of Escape Wheels and Pallets.

Written expressly for The Jewelers' Circular-Weekly by T. J. Wilkinson.

PART I.

THE question of the correct dimensions of an escape wheel and pallet as related to each other and their distance of centers is an important one to all watchmakers interested in escapement work. A study of this branch of escapement work and of the underlying principles of escapement construction will well repay every ambitious workman. Difficult problems concerning lost, mismatched or misfitting escapement parts can be solved, hence the subject before us is largely of a practical nature and capable of practical and useful application.

In order that studiously inclined watchmakers may thoroughly understand the uses and origin of the various moduli or sets of standard figures we shall explain how same are determined and calculated.

For those unable or unwilling to follow up the mathematical portion of the series a condensed statement of the moduli, or standard figures, will be found whereby given the distance of centers a slight amount of multiplication will tell the correct sizes of the parts best adapted to a given center distance.

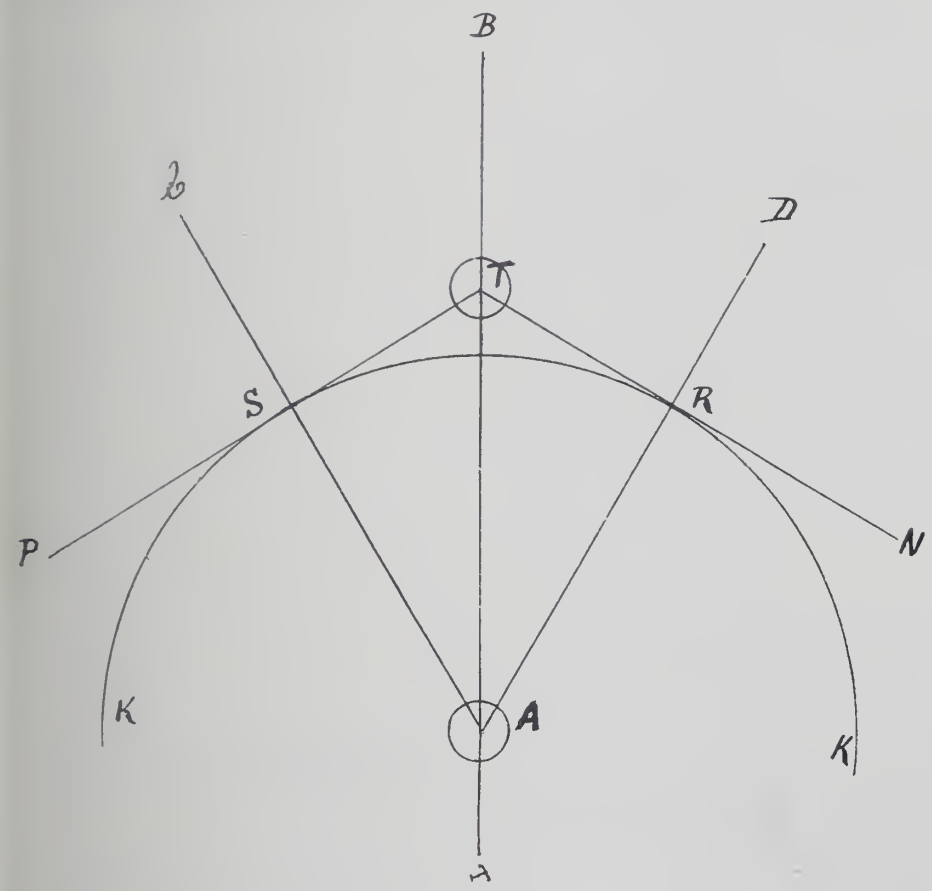


FIG. 1.

In addition to this, useful tables of the sizes of escape wheel and pallets will be given. We mention this so that those who do not care for the "reason why" of things won't become frightened at the mathematical definitions and calculations scattered through this series.

Horological literature contains much relative to the solution of its problems by the aid of trigonometry and as the solution of the problems connected with our present topic must be made by means of trigonometry. We purpose for the benefit of ambitious workmen to explain the application of trigonometry in a manner which they can follow. This will give an insight into this branch of mathematics and show its application to the problems before us.

In connection with our present study a review by our readers is desirable of the series on circles, angles and draughting, concluded last January in THE JEWELERS' CIRCULAR-WEEKLY. The ambitious watchmaker would also do well to purchase an elementary text book on trigonometry—one containing natural tables of sines, cosines, etc. Such a book will be found useful or, still better, would be a course in mechanical drawing and mathematics, such as is given by any of the first-class technical correspondence schools. A course of this nature will place workmen in a position to comprehend the higher technical horological literature and prove of the greatest educational value to the watchmaker who wants to advance.

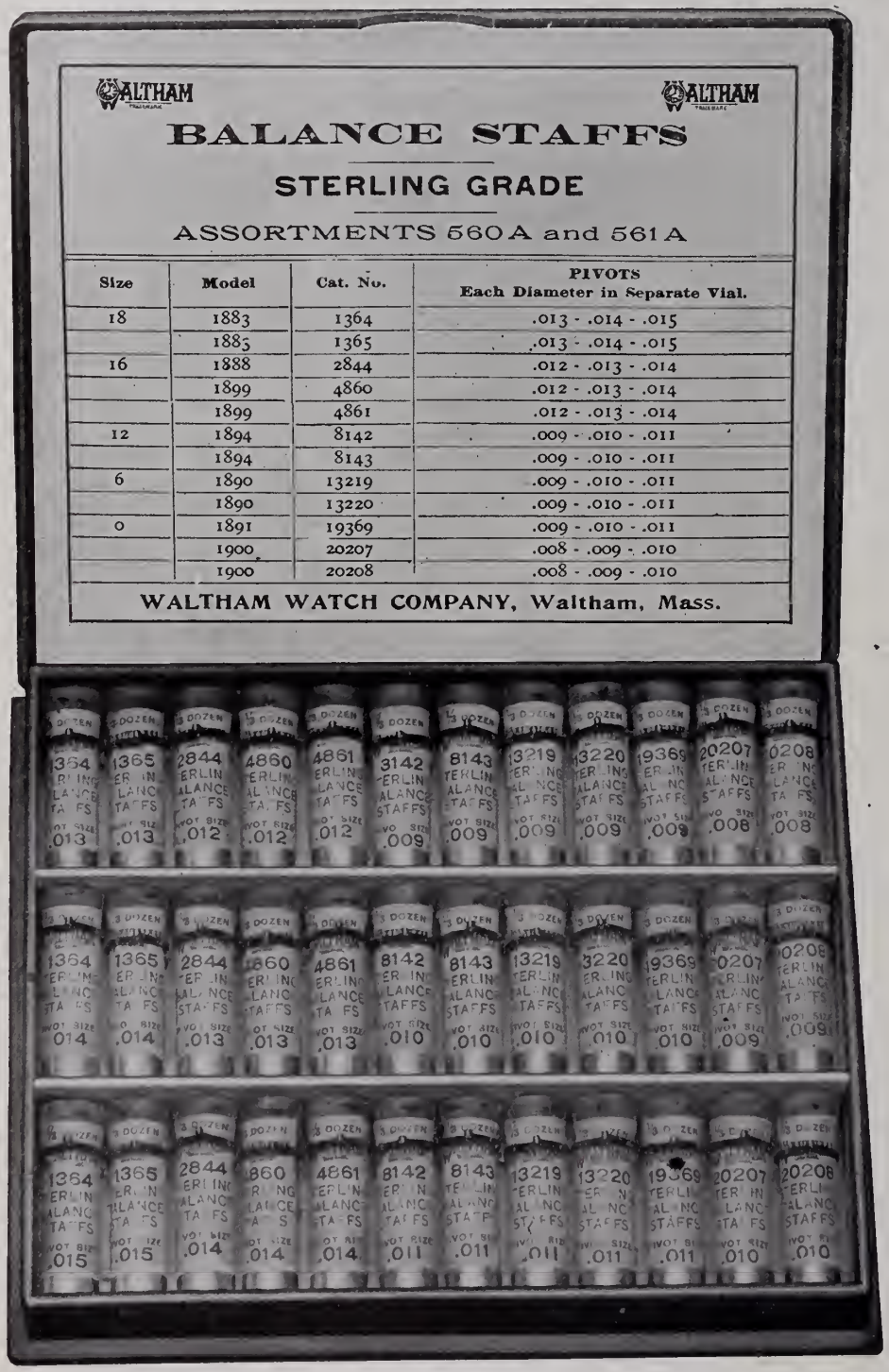
Our first problem will be given the center distance, find the size of escape wheel with ratchet teeth suitable to a given center distance; second, find the size of equidistant pallets adapted to that center distance. By center distance is meant the measure of the space in a straight line separating the center of the escape wheel's pivot hole from center of hole for the pallet staff pivot.

For this purpose we require good measuring tools and also a first-class depthing tool. As regards measuring tools, of course, a tool measuring the one-hundredth part of a millimeter is preferable, but as many young workmen do not possess such a tool, and do own millimeter gauges registering tenths, we would advise the use of such tools as they have. By learning how such calculations are made it will prove instructive, and becoming

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SAVE THE JEWELER MONEY.



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WALTHAM assortments cover lines commonly needed in repair work. The material is selected with care, and is of the highest quality in its respective grade. No pains are spared in the preparation of our assortments. The needs of the practical man are our first consideration.

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560A	2	Gross,	3	Sizes	Pivots	for	each	of	12	Catalogue	Numbers,	Sterling-Royal	Grade	. . . $20.00
561A	1	"	3	"	"	"	"	"	12	"	"	"	"	. . . 10.50
562A	1	"	3	"	"	"	"	"	12	"	"	Riverside	"	. . . 30.00

WALTHAM WATCH COMPANY, - - WALTHAM, MASS.

interested eventually means the purchase of finer measuring gauges. Depthing tools should be proven for accuracy. This can be done by making a mark with a sharp punch in a metal plate, placing one arm of the depthing tool in this hole, describe part of a circle, the tool should then be reversed and the points at opposite end tried, one being in the punch mark; the end describing the circle should then exactly follow the original circle mark. Should the second circle be found either within or beyond the first circle mark the depthing tool is unreliable.

The simplest problem is determining the size of an escape wheel with ratchet teeth, and in connection with this the simplest problem relative to the size of pallets is figuring the dimensions of equidistant pallets. This type of escapement is, let us state, not generally used, but for the purpose of demonstration and easy explanation the equidistant type is given the preference.

Circular pallets and club-tooth escape wheels complicate explanations. We shall later consider them. Readers who will master the points to be outlined in our study of equidistant pallets and on escape wheel of the English type, viz., ratchet tooth, will experience no difficulty in understanding other classes of lever escapements.

It is to be understood that pallets as referred to in this series embrace three teeth, the escape wheel having 15 teeth. In equidistant escapements the lockings to be 60 degrees apart and in circular pallets from center of one pallet to center of opposite pallet to be 60 degrees, these items we shall not again specify.



Fig. 2.

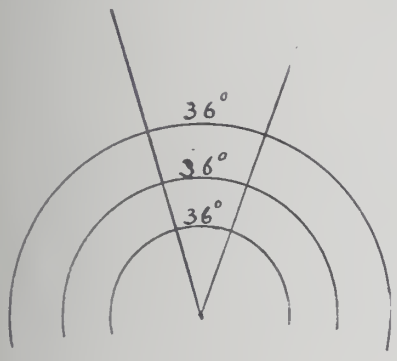


Fig. 3.

We shall commence our subject by drawing the center line A B, Fig. 1, the point A being the center of the escape wheel the position of the pallet center has yet to be determined. When this point has been discovered we shall designate its length as unity. We can thereby make comparative measurements of other lines in this drawing. With A as center and a radius equivalent to .866, describe the arc K K, why we specify .866 as the radius will be understood and explained as we advance. The points of all teeth will touch K K as better shown by Fig. 2. From the point A, Fig. 1, and to left of line A B, lay off an angle of 30 degrees, the lines C A B. Enclose such an angle, next to the right of A B, lay off an angle of 30 degrees, as shown by the lines D A B. The angle C A D contains 60 degrees.

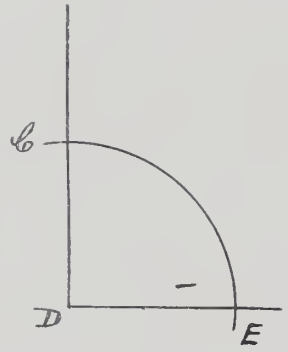


Fig. 4.

This paper is not intended for a lesson in escapement drafting. The intention of the drawing as outlined will be apparent, as we advance. An English ratchet-tooth escape wheel requires but one circle to delineate the acting points of the teeth. That circle is now outlined by K K, Fig. 1. The line C A intersects the arc K K at the point S; the line A D intersects this arc at R, at the point S. Draw a line tangent to the circle K K, as shown by P T; likewise draw at the point R, the line T N, also tangent to K K. The lines P T and T N meet at T on the line A B and the point T will be the center of the pallet staff. If we assigned to the radii S A, R A, a length of .866 then A T will equal 1; if we call S to A as .866 inch then A to T will be one inch. Or, if we call it millimeters, then A to T equals one millimeter and S to A is .866 millimeters, which should bring out the fact that if A T is one foot or one mile then A to S will be .866 of whatever we call A T.

The bearing which trigonometry has to the problem as above set forth will now be shown. To understand the explanations we purpose to explain so much of trigonometry as relates to the problems before us.

Trigonometry is that branch of mathematics which particularly refers to triangles.

An angle is measured by the amount of opening existing between two straight lines meeting at a point. Every triangle has three sides and three angles, given certain of these parts as we shall show, the rest can be determined.

Every circle is supposed to be divided into 360 equal parts, termed degrees. Each degree is again divided into minutes. The minutes are again sub-divided into seconds. The sign for degrees is °, for minutes ′ and for seconds it is ″.

As already indicated each degree is the 1/360 part of the circumference of which it is a part. The size of the degree varies, however, with the size of the circle, as instanced by the following: In Fig. 3 we have three concentric circles, the lines A B, A C embracing on each circle an angle of 36 degrees, or 1/10 of the circumference of each circle. It can readily be seen from the drawing that an arc of 36 degrees varies with the size of the circle.

The quadrant of a circle is one-fourth part of the circle's circumference. The arc C to E, Fig. 4, contains 90 degrees, consequently C D E is a right angle.

The sum of the angles of a right angle triangle contain 180 degrees. Given any two of these angles, the size of the remaining angle can be told, viz., given one angle as 90, another as 60, the remaining angle must be one of 30 degrees, 90+60+30=180.

The drawing, Fig. 5, will be used to exemplify some of the terms employed in this series. The hypothenuse of a right angled triangle is its longest side and subtends the right angle. In Fig. 5 the line O P is the hypothenuse, F D the perpendicular, O D the base.

In the right angled triangle, Fig. 5, the angle *a* is contained between O P, the hypothenuse, and O D, the base. The perpendicular P D meets the base forming a right angled triangle. The ratio of the length of the perpendicular P D to the length of the hypothenuse O P is called the sine of angle *a*. Consequently, the sine of angle *a* equals the perpendicular divided by the hypothenuse.

If the hypothenuse be chosen of unit length, then the length of the perpendicular is the sine of angle *a*. Thus, if *a* equals 30 degrees and O P is unity, it will be found that O D=.500.

In Fig. 6 we have extracted the triangle A T S from Fig. 1; then in accordance with the statement just made, if the angle at A equals 30 degrees, the length

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YOUR customers' tastes change year by year—"Crescent" and "Jas. Boss" Gold Filled Watch Cases are designed anew every season to meet the change. Make your selection from more than Three Thousand patterns. All sizes—Plain Polished, Engine-Turned and Engraved and Decorated—complete range of prices.

Every pattern is designed to meet an active demand—as you will learn to your profit if you make *a live window display* of these goods. Identify your store with the Keystone advertising to the consumer.



"CRESCENT" GOLD FILLED
Reg. U. S. Pat. Off.



"JAS. BOSS" GOLD FILLED
Reg. U. S. Pat. Off.

The Keystone Watch Case Company

Established 1853

Philadelphia

New York Chicago San Francisco

of S to T equals 5 (see Figs. 6 and 1). The ratio of length of O D, Fig. 5, to the hypothenuse is called the cosine of angle *a*; the cosine of angle *a* equals the side adjacent divided by the hypothenuse.

In Fig. 6 the hypothenuse A T equals 1. The angle at A being 30 degrees, the cosine is .866, therefore S to A equals .866.

The ratio of the length of the perpendicular P D to line O D is termed the tangent of angle *a* (see Fig. 5).

The tangent of angle *a* is equal to the side opposite divided by side adjacent, or S to A equals .86603. If S to A were In the drawing shown in Fig. 6, the line

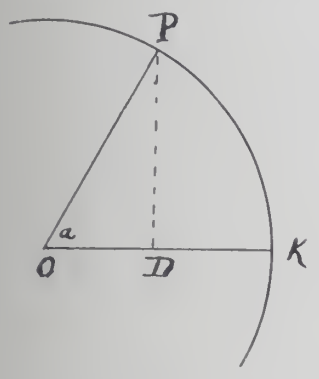


FIG. 5.

unity the tangent of S A would equal .57735, but as S to A is only .86603 then .57735×.86603=.5, the height or length of S to T, which is the amount we before figured it.

Regarding the figures (Fig. 1), A T equals 1, S A equals .866, S T equals 5, these have been obtained from trigonometrical tables termed natural sines, cosines, tangents, etc., and as a matter of instruction in their practical use a brief selection is herewith given. The more elaborate tables consist of degrees and minutes. The subject of reading such tables we shall now explain, and hope studious readers will provide themselves with the book of tables suggested.

The method of reading the tables can be grasped by following the instruction here given:

Deg	Sine	Cosine	Tang	Co-Tang	Deg.
4	.06976	.99756	.06993	14.30	86
9	.15643	.98769	.15838	6.31	81
15	.25882	.96593	.26795	3.73	75
30	.5	.86603	.57735	1.73	60
Deg.	Cosine	Sine	Co-Tang	Tang	Deg.

The foregoing table belongs to the class termed natural table of sines, etc., which gives actual values for a circle whose radius is 1.

As an example in the use of such tables, we shall find the sine, cosine and tangent of 60 degrees, the radius being 1.

In the larger books of tables the degrees are places at the head and foot of each column in place of at the sides, as here given, but the general lesson to be learned is the same, also in the larger tables we can find the values for minutes which are here omitted.

The column on the extreme left if completed would start at 0 degree and continue to 45 degrees; the column at the extreme right would then read 90 degrees at the head of column, and at its foot would be found 45 degrees. Since the angle of 60 degrees is greater than 45 we pass from the titles in left-hand degree column to those on right, reading upward we come to 60 degrees. When reading from the right-hand degree column we are governed by the titles at the foot of each column. We read sine 60 degrees .86603, cosine .5 and the tangent as 1.73. This is probably sufficiently explanatory.

If we want the sine, cosine, etc., of 4 degrees, we read to the right and are gov

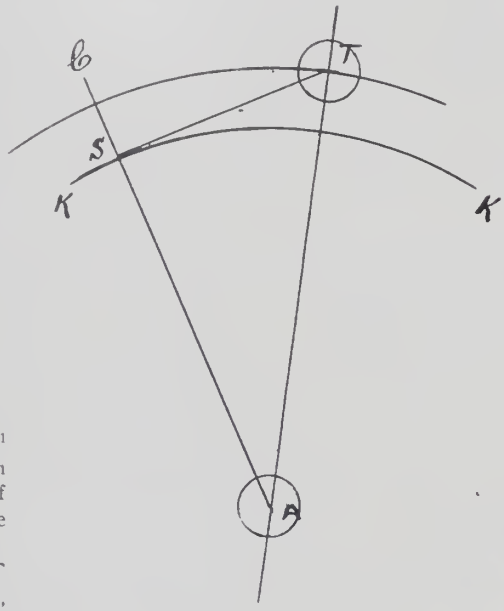


FIG. 6.

erned by the titles at head of each column. The sine of 4 degrees is .06976 and so on. In our next contribution we shall take up the rules which are the basis of our calculations.

(To be continued.)

Another Interesting Clock Completed by Detroit Watchmaker.

LOUIS MEIER, Detroit, whose inventions in clocks have given him a national reputation, has recently completed another masterpiece unlike anything heretofore attempted. This clock, which is now on exhibition at his place of business at the corner of Gratiot Ave. and the Boulevard, is encased in a magnificent piece of carving, and is unique in many respects. It is also a valuable source of information to passersby and to people who reside in the neighborhood.

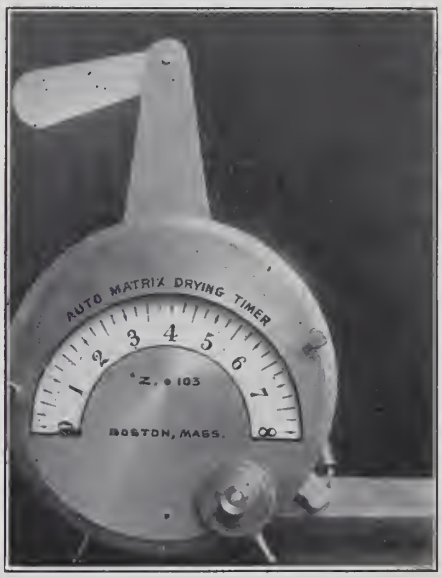
A large center dial about two feet in diameter, which is operated by a three-jar mercury pendulum weighing 44 pounds, gives the time correct to a second. On each side of the central dial is a smaller one, artistically painted to represent Port Huron and Mt. Clemens electric interurban cars, and the time of the departure of these cars from the Meier corner is automatically announced in a space devoted for the purpose. The different times of departure are given in succession with perfect regularity, the mechanism replacing the time of cars departing with that of the succeeding car. The car is made to serve other useful purposes, one of which is the keeping of accurate sun time in the hanging sun clock over the door.

The clock also acts as an electric-light cutoff for the store, being capable of adjustment to any time desired. A handsomely carved Cupid on either side holds a miniature electric bulb which illuminates the entire front of the clock until 1.30 A. M., when the light is shut off automatically. Mr. Meier also causes his latest masterpiece to awaken him in the morning by the use of a clever alarm adjustment.

Those who are acquainted with Mr. Meier's history will remember the fame he acquired from the geographical clock which he exhibited at the Paris Exposition, and the wonderful clocks which he exhibited at the Michigan State Fair on two occasions. The tower clock in St. Anthony's Church, at the corner of Sheridan and Farnsworth Sts., this city, which Mr. Meier built nine years ago, is one of the best timekeepers in the city. The latest clock is on exhibition in Mr. Meier's show window, but it is not for sale.

Auto Matrix-Drying Timer Invented by a Watchmaker.

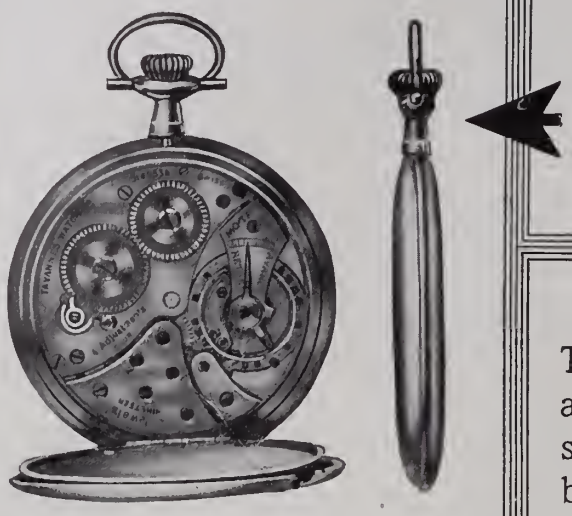
O. S. DE ZARA, a clockmaker with Daniel Pratt's Sons, Boston, Mass., has invented an auto matrix-drying timer,



AUTO MATRIX-DRYING TIMER INVENTED BY A BOSTON WATCHMAKER.

which is in use in some of the printing establishments of Boston and gives great satisfaction. It is designed to gauge the length of time for drying the stereotyping matrix of papier Maché and gives an alarm when the desired limit is reached.

W. E. Day has succeeded H. F. Eyler, Waynesboro, Pa.



SEND FOR OUR CATALOGUE

of

Extra Thin Watches

It explains in detail the advantages of Tavannes Extra Thin model construction and illustrates 30 different styles of "quick selling" watches that every jeweler should be thoroughly familiar with.

Made in 19 and 21 jewels—14 and 18 karat and 25-year gold filled cases.

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ADOLPHE SCHWOB, Sole Agent

Office: CHICAGO 10 So. Wabash Ave.

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CHOOSE YOUR LINES WISELY

Your Customer

will be pleased with the beauty as well as the accurate time-keeping qualities of

Rockford Watches



You

will appreciate good, reliable goods, prompt service and right prices.

Write to-day for prices and advertising helps

ROCKFORD WATCH COMPANY

Manufacturers of High Grade Watches ROCKFORD, ILLINOIS

THE LADY RACINE



10 Line

Lady Racine watches have been on the American market for the past forty years and sold to the best trade throughout the country, and we have yet to hear of one jeweler who will say the Lady Racine is not a good watch and the best chatelaine watch made.

They come in both cylinders and levers. Do not be prejudiced against the cylinders, as they are entirely factory-made, very reliable, and guaranteed to give satisfaction.

Lady Racine Watches are made to run, keep time and last a lifetime. They come in 10 and 11 line Hunting and open face, with gun metal, silver, gold filled and solid gold cases of all styles. Finished material on hand.



11 Line

JULES RACINE & CO., Exclusive Importers

NEW YORK, 37 Maiden Lane CHICAGO, No. 31 No. State Street

HALL CLOCKS



ELLIOTT'S CELEBRATED TUBULAR CHIME CLOCKS

Harris & Harrington,
12 BARCLAY ST., NEW YORK

Sole Agents to the Trade for J. J. ELLIOTT & CO LONDON

IF IT'S A

ROY

TRADE MARK REGISTERED

IT'S STANDARD







ROY WATCH CASE CO.

21-23 Maiden Lane, New York

704 Market St., San Francisco

JULES JÜRGENSEN
Watches and Chronometers
PARIS—"THE GRAND PRIX"—1900

SOLE
RUDOLPH & SNEDEKER
65 Nassau St., New York
AGENTS

WATCHES OF PRECISION



12 SIZE MOVEMENTS

Mathey Bros., Mathez & Co.

Manufacturers and Importers of

SUPERIOR, PLAIN AND COMPLICATED

WATCHES

Sole Agents for **CHAS. H. MEYLAN** Small Watches a Specialty

Brassus, Switzerland **15-19 Maiden Lane, New York**

WATCHES DEMAGNETIZED



12 SIZE SPLITS

Practical Course in Adjusting Published Price, **$2.50** Special Reduced Price, **$1.50,** Postpaid

All Jobbers or **Jewelers' Circular Pub. Co.**

The New

"New England" Wrist Watch

A Unique Combination

CONVENIENT—USEFUL—PRACTICAL

The

LEVER "CAVOUR"

in a Special Case

Sterling Silver

or

Gun Metal

with side loops for holding

The New Strap

(as shown in illustration)

Soft, pliable leather

Seal or Pigskin



Fits the Wrist Perfectly

Takes Very Little Room

Slips Under the Cuff

Invaluable for

Outing—Traveling—Automobiling—Golf—Aviation
Indispensable for Soldiers and Sailors

PRICES

To Dealers $10.00

Subject to Jewelers' Circular Key

To Consumers 7.50

Order from

The New England Watch Co.
Waterbury, Conn.

or

The Leading Jobbers

Pacific Coast Agents, B. W. FREER CO., San Francisco

The "New England"

"HALE"

12 Size 16 Size

Genuine Jeweled Lever

at a

Low Price

To Dealers, $2.90 to $6.00

Subject to Jewelers' Circular Key.

To Consumers, $2.50 to $5.00

The "New England"

"ALDEN"

16 Size

Double Roller Lever
7 Jewels

A High Grade Watch

at a

Moderate Price

To Dealers, $6.00 to $14.50

Subject to Jewelers' Circular Key.

To Consumers, $5.00 to $11.00



STORE KEEPING DEPARTMENT

That this department shall prove mutually beneficial to our readers, it is desirable that the members of the trade geneally communicate with THE JEWELERS' CIRCULAR-WEEKLY regarding any advantageous device or plan which they are utilizing in connection with their business.

Gaining and Keeping Public Confidence.

Written expressly for The Jewelers' Circular-Weekly.

THE most valuable asset any man or any business can have is credit.

Credit differs in kind Bank credit—edit with the wholesale trade—is one nd. Different but no less valuable is edit with the people—your customers and ssible customers.

A business man secures credit with his nk not merely on the strength of a fa-rable statement but by the previous rec-d he has made and by his proved regard r a written or spoken promise.

Likewise credit with the people at large secured by inspiring a belief that you ll do as you agree and further that you ll agree to do what is right.

Keeping Promises.

To be specific: Suppose Mrs. Smith ings you a job for repairs. You set a rtain time for its completion. Mrs. Smith lls on the appointed day. Your salesman oks through the completed jobs. Mrs. nith's job is not among them. Inquiry made in the repair room. Yes, there is job in work for Mrs. Smith, but—(Oh, ose buts, how costly they sometimes e!).

The job cannot be finished before to-orrow. Mrs. Smith is leaving town in a w hours. It is absolutely necessary that e have the repaired article before she es.

Profuse apologies on your part. "The st laid plans o' mice and men," etc.

It is of no avail. You have not kept ith. No matter how many times you ake good in the future there will always main a slinking, lingering doubt of you Mrs. Smith's mind. What assurance has e that you will not fail her again?

Better take a day or two longer and have e work ready on the dot. If the cus-mer urges earlier delivery, grant it if ssible, but put the responsibility where belongs. Then, if you finish the job be-re the specified time, you have pleased e customer. If you fail, he can have no meback.

What is true as regards completion of pairs, is true of the delivery of pack-es. Especially in large cities, much in-nvenience is liable to arise from delays delivery service. On Saturdays, during sales and at holidays time, when the service is taxed to capacity, salesmen should be cautious in promising deliveries at any stated hour.

Very often customers request such deliveries and if there is the least chance that it cannot be made, the customer should plainly understand it.

One of the most important phases of confidence-winning is truthfulness in advertising statements. Exaggeration of values, misleading inferences, false representations of any kind act only as a boomerang. This is true not only in retail advertising but in advertising done by manufacturers and indirectly the retailer who handl s a manufacturer's line that is so exaggerated, will be affected.

Exaggeration of Values and Misrepresentation Destructive of Confidence.

A case in point has recently come to light. A large manufacturing concern about a year ago went into an extensive campaign of national advertising. They used double spreads in the *Saturday Evening Post*, pages in weeklies and monthlies of largest circulation and consequent high price. No less than $100,000 was spent. The copy was a work of genius. It made the product seem the supreme achievement of its kind and the only line worthy of consideration for a moment. It was "convincing stuff"—the talk of advertising circles, the envy of rival manufacturers. What a grand success, everybody said. And for a time orders by the bushel flooded every mail.

But the advertising was too good for the goods. It was 125 per cent. salesmanship. There are few lines where permanent profits do not depend on repeat orders. This did not happen to be one of them.

Competitors who at the first had languished over the brilliant copy, the splendid art work and the rocket prestige of the advertiser, are now smiling in their sleeves. They know that the house is losing ground not only with the consumer, but with the trade. They know it because access is open to the records of how many of a certain class of skilled workmen are employed by this concern, and the number has fallen off steadily as compared with previous years. It is conclusive evidence that the firm is doing less business.

Keeping Faith in Advertising.

The department store is a good model to follow in getting public confidence! The department store merchandises on sound lines—lines which the best business brains in the world have formulated and which time and experience have tested. So careful are the department stores as to the trustworthiness of their printed word that should a price be wrongly published in an advertisement, the goods will still be sold "as advertised," even though the loss is great.

A metropolitan store made a newspaper offering of ladies' suits at $21.98. In some way the figure 2 was transposed and in the announcement as it appeared, the suits were offered at $12.98—less than actual cost. Did the store make apologies and explanations? Not at all. In this particular case the error was traced to the press-room of the newspaper, which, of course, was held responsible. Had the fault, however, been due to inadvertence on the part of one of the store's employes, the goods would still have been sold at the price advertised and the store would have taken its loss.

From the standpoint of confidence—getting literalism is essential in advertising. The cleverest advertiser is prone to let his enthusiasm play horse with his imagination. Then the expected happens. Imagination kicks over the traces and runs away. The result is a "spill" for the advertiser or a bruised reputation for the store—or both.

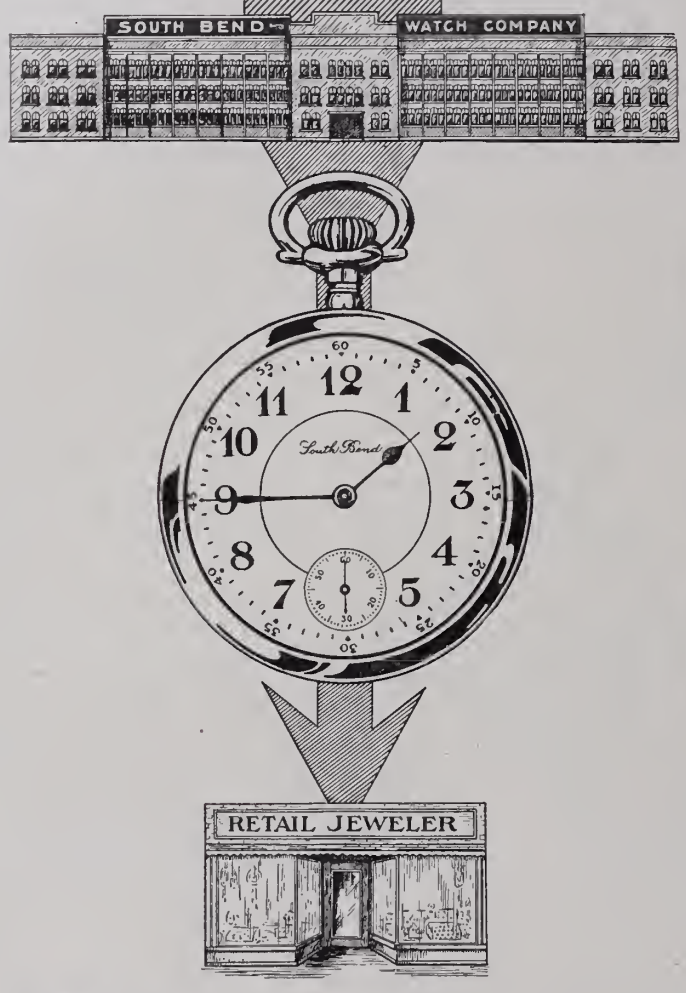
But the advertising department is not the only place where public confidence is won or lost. The sales force exercises a most potent influence in winning faith in a store. The indifference, nonchalance and even impertinence of some salespeople in even the best conducted stores not only does not inspire confidence, but works against it.

Salespeople Big Factor in Confidence-Winning.

Salespeople are supposed to know the goods they are selling—not merely to show them. If they cannot answer questions intelligently how can the purchaser be expected to have confidence in the merchandise?

One can well appreciate the cry of the big stores for big men when one sees how few of the small positions are adequately filled. If keen, intelligent salespeople are

One Watch Manufacturer Remains Loyal To You



EVERY manufacturer of watches knows the only way to give you absolute protection against mail-order houses, etc., is by selling direct to you.

And yet the only watch sold direct and only to you, at this time, is the *South Bend*. We have been successful in selling direct because we have been sincere in protecting your interest and have given you a watch you could conscientiously recommend to your trade.

No man ever successfully courted two girls at the same time, and no watch manufacturer can successfully gain the retail jewelers' support until he has proved conclusively that he is sincere in executing his policy of selling to the jeweler only. That is exactly the secret of our success.

But the *South Bend* Watch offers you still more than protection, and that is our Business Building Service which we will be glad to tell you about on receipt of your inquiry.

South Bend Watch Company
Makers of Master Timepieces
South Bend, Ind.

Get in Quick!

Choose the Best the Country Affords

Drop a postcard asking for the latest catalogue of the



THIS entire building used exclusively for instruction in watch work, jewelry, engraving and optics, and is thoroughly equipped with all modern tools for use in connection with the work as required in any up-to-date jewelry store. Competent instructors as heads of each department and several assistants, so that all may be kept busy. ¶If you would like to get all or any one of the branches mentioned above, it will pay you to investigate Bradley. With our increased facilities we can take care of all who wish to come. ¶Don't put off till to-morrow or next week the sending of a post-card addressed to HOROLOGICAL, Dept. A., Peoria, Ill. asking for one of our latest books telling all about Modern Methods as applied at this truly great institution.

Horological Department
BRADLEY POLYTECHNIC INSTITUTE, Peoria, Ill.

C. O. BAKER, Pres. C. W. BAKER, Vice-Pres.

BAKER & COMPANY

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PLATINUM, GOLD AND SILVER REFINERS, ASSAYERS, SMELTERS AND MANUFACTURERS

PLATINUM AND GOLD SETTING DEPARTMENT

NEW YORK OFFICE - - 30 Church Street
Telephone, 3811 Cortland

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PLATINUM AND GOLD SETTINGS CARRIED IN STOCK AT BOTH ADDRESSES

Storekeeping Department.

ard to get, brainy, high-grade executives ust be rare indeed.

No store that employs even three sales- n is too small to have "get together" etings to exchange ideas on store man- ement and discuss ways and means to- rd greater efficiency.

There are always dull hours in every siness—rainy or stormy days, for in- nce—when the boss could call the "boys" gether and draw out their ideas as well instil some of his own. Often the slow- salesman has a brilliant idea back in cranium somewhere that means money you and for him.

Every merchant owes it to his business much as to his men to develop them. It y seem a far cry from man-development confidence-winning, but consider this: t all your trade can see and know you sonally. Therefore you are typified to great extent in their minds by the people o stand behind your counters and show ur goods.

A retailer is seldom any bigger in the s of his trade than his salesmen have de him appear. Think that over.

You will find that the "get together" a pays in dollars and cents. If per- ted in, it will act as a tonic on your n.

f big concerns like the National Cash gister Co., International Correspondence hools, Equitable Life Assurance Co., rroughs Adding Machine Co., to men- n only a few of scores that now conduct ining schools for their representatives— these pre-eminently successful concerns d it profitable to maintain such schools. ould not a vest-pocket edition of the same ea prove just as valuable to you? The nciple does not differ in either case.

Rubbing up against patrons, greeting em affably, learning their little idiosyn- acies, humoring their known whims, is great confidence-breeder. The man who ddies individuals and is ready with the ght "approach" is much more likely to ve a loyal and enthusiastic and perma- nt following than the man who coops mself in a private office and knows John nith and Mary Jones only by the amount their monthly purchases.

True, the personal element cannot be atured in large stores, but in its place n be established an atmosphere of faith- eping that amounts to the same thing and complishes the same purpose.

"Bracers" for Those Who Need Them.

T is not doing the easiest things that tends to make us strongest. If you ant to stop just where you are, get the ea that you are doing the best work that u are capable of performing.

In this hustling, bustling age, people e too busy to go peering into dark cor- rs on the chance of discovering a case over-modest merit. The light that is dden under a bushel usually stays there til it flickers and goes out. Over-sen- iveness spells "obscurity," and "obscur- y" is but another word for "failure."

Nuggets of Business Philosophy.

DON'T forget that when a man is seen carrying chips around on his shoulder people are apt to mistake him for a blockhead.

Every wise man has a parachute of prudence attached to his balloon of enthusiasm.

There are thousands of men who have stood adversity for years, and who have then gone all to pieces over a few days' prosperity.

Study the causes that led to the success of other men and apply their principles to your business.

There are things that are right to say—but not to everybody.

Every man thinks he is one in a thousand, but sometimes he is only one of the ciphers.

Co-operate and assist; do not criticise and find fault.

Opportunity does not go about picking favorites heedlessly. She "spots" those who have taken the preparatory course thoroughly, and it is to these she turns when she is in neew of someone whom she can trust. If a man is on te job, Opportunity knows where to find him, but she won't waste many hours looking for him.

It isn't the average man who goes to the top—it's the man who is a little above the average. The man who is willing to take things as they come never strains his back carrying home his prizes.

Before attacking a big piece of work, stop a moment—a moment—mark you—and think of some big thing you have done easily; then go to it, and stick—to the finish.—*Business and the Bookkeeper.*

W. S. Davis, Stewartville, Minn., has been succeeded in business there by J. L. Flynn.

The New Store of F. A. Vogt, Mishawaka, Indiana.

THE handsome new jewelry establishment of F. A. Vogt was recently opened in Mishawaka, Ind., and is said to be one of the finest establishments of its kind in that section of the State. The store is 21 feet wide and 20 feet deep, with two handsome display windows backed by white enameled doors. The cases and furniture are of dark mahogany piano finish and colonial design. On each side of the room are arranged two large and attractive mahogany cases.



INTERIOR VIEW OF THE STORE OF F. A. VOGT, MISHAWAKA, IND.

The case in which the cut glass is displayed has a full plate-glass mirror back and plate-glass shelves. The four cases are of colonial design and are made of mahogany and plate glass. The jewelry and repairing department is 45 x 21 feet in size, and in the near future Mr. Vogt will install a piano and music department, and an optical department will also be a feature.

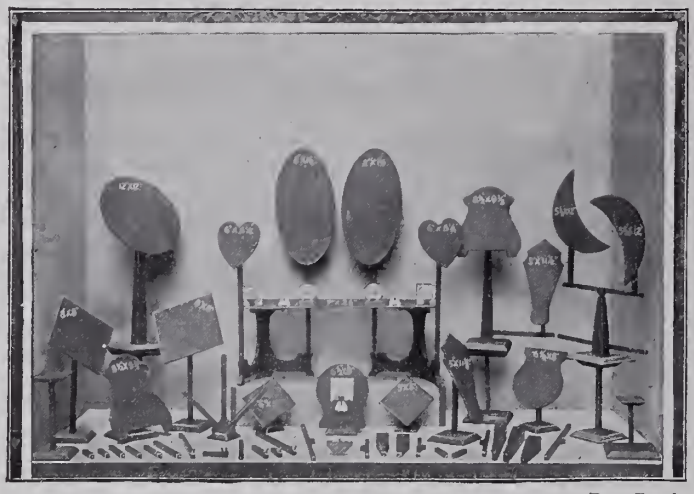
Mr. Vogt has been a resident of Mishawaka for about 12 years.

David Swain, Oklahoma City, Okla., and John Williams, Kansas City, Mo., both colored, were arrested recently in Duluth, Minn., with a large amount of jewelry in their possession which they failed to satisfactorily account for. It was at first thought that in the arrest of the negroes the mystery surrounding the theft of the trunk from the A. F. Smith Jewelry Co. a week ago was about to be solved. An examination of the stuff, however, showed it to be a cheap variety and unlike anything contained in the stolen trunk. The negroes were found to possess 47 rings, six watch chains, 16 breast pins and numerous other pieces of jewelry. They declared they bought the articles, but their explanation proved unsatisfactory to Chief of Detectives Savage. They are held for investigation.

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INTERCHANGEABLE
WOOD WINDOW FIXTURE
YOUNITS
TRADE MARK

SET No. 11
For Displaying Jewelry, Silverware and Sundries

PRICE PER SET $26.00 NET CASH 30 DAYS F. O. B. Cincinnati, O.



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The Above Illustration Shows the Entire Set.

This illustration shows the entire set of No. 11 Jewelry YOUNITS comprising 100 YOUNITS to the set. There are 18 DESIGNED DISPLAY SLABS made of well seasoned lumber and covered with a good quality of ROYAL PURPLE SILK VELVET. These slabs are fitted with metal attachment on back for holding them in different positions, and are also fitted with detachable metal stop for holding boxed goods on slab, when same is tilted. The remaining 82 YOUNITS consist of Base Blocks, Uprights, Cross Arms and Extension YOUNITS in assorted lengths and sizes, which will enable you to make fixtures to suit your requirements.

The set is put up in a HARDWOOD HINGED LID STORAGE CHEST (oiled finish), a place to keep the unused YOUNITS.

The Small City Merchant May Do With His Show Windows Just What The Large City Merchants Are Doing In Making Attractive "TRADE PULLING" Window Trims

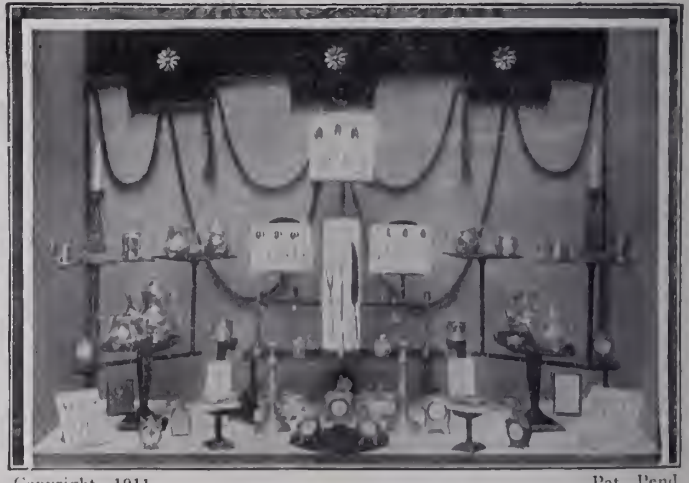
¶ If you are desirous of putting your Show Windows on a 100 per cent. efficiency basis, you need a set of ONKEN Wood Window Fixture YOUNITS to be your GUIDING STAR.
¶ The amount of Art you display in trimming your Show Windows, will tell pretty correctly the amount of taste you display in the selection of merchandise you have to offer.
¶ I have been making window and store fixtures for 31 years, and I have studied the needs of the window trimmer and merchant.
¶ I am honest when I say that my set of YOUNIT Fixtures made specially for the Jewelry trade is without doubt the best thing that has ever been created.
¶ The price should not be any consideration.
¶ It's what these fixtures will do in making window trimming easy and effective.
¶ Displaying your merchandise to the best possible advantage, in making quick changes in your windows and above all bringing into the store additional transient trade that now may be slipping by because your windows do not attract the eyes of many.

Shipping Weight, 55 Pounds

Made of Fine Oak, finished in the popular Weathered Oak (Mission) Finish.

A Beautiful book of Designs showing 18 Window Trims included with each set (free) showing trims I have made with the YOUNITS.

Send for "A MESSAGE FROM HELL," it has a moral and tells all about my YOUNITS.



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This 6 ft. Window Trim took only 53 YOUNITS of the 100 in the set, leaving 47 YOUNITS for making other trims and individual fixtures.

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The Law and the Retailer.

By Bernhard Raymond, LL.B.,
of the New York Bar.

(Continued from issue of Aug. 23.)

A Secret Process Distinguished From Patent Right or Copyright.

The common law of England at an early period was prompt to recognize one's property right in the invention of a device, composition or secret process, and afforded protection against the violation of such right or the unfair disclosure of the secret, regardless of the fact that the claimant of the secret process under no circumstances acquired any right that can be regarded as analagous to a patent right or copyright.

It is common knowledge that a patent right or a copyright gives one an exclusive right with reference thereto, or rather a monopoly in the production, sale or disposition of the patented article or the copyrighted manuscript or production. The right of the claimant of a secret process to prevent disclosure by another, will be protected by a court of equity, so long as there is no evidence of any publication whereby the secret process or secret formula become the property of the general public by reason of the publication.

By publication, of course, it is understood that there must be such publication or disclosure of the secret process as will justify the inference that the claimant intended to make his process the property of the public at large, relinquishing all his rights by reason of his exclusive knowledge of same. It is within the power of such claimant to disclose the secret to a considerable number for a valuable consideration without in any way affecting his rights, and each one who so contracts to obtain the knowledge of the secret process from the claimant will be enjoined by a court of equity from divulging such knowledge to a third party. The court will enjoin a threatened violation of such a breach of contract to the same extent as it would the infringement of a patent right.

The claimant of a secret process who imparts information with reference thereto, under a contract has an absolute right to impose any lawful condition with reference to the use of such process.

Although there is no statutory protection for one who manufactures or produces merchandise by a secret process or formula, it is nevertheless recognized to be a positive property right and has the protection of property rights as being within the original jurisdiction of courts of equity, and equity courts are ever ready to afford such right protection against disclosures by its injunction aid. Of course, the real value of a secret process or formula clearly lies in the fact that the process is a secret one and the public in general is in the dark with reference to its employment.

The public, therefore, is at perfect liberty to employ such a process, provided it comes by it by fair, open and honest methods; for anyone else who may have discovered the process or acquired knowledge of it in good faith may make use of it, notwithstanding that the same process had been discovered and is employed by someone else, but one will not be allowed to reap the fruits from such a process or formula by securing information with reference to same through one who is in confidence or under contract bound not to disclose same.

An interesting illustration of this point is afforded by the case of Peabody vs. Norfolk, 98 Mass. 152, in which the complainant invented a device and employed the secret process for the making of a particular kind of cloth from jute butts. In the complainant's establishment the defendant was for a considerable period employed as a machinist to whom ample opportunity was afforded to learn of the new device and to inform himself of the secret process employed by the complainant in the manufacture of the cloth. A contract was entered into by the complainant and the machinist, wherein it was provided that the said machinist was not to disclose or divulge any information with reference to the secret process and device employed by the complainant at his factory. The machinist, however, after several years, proceeded to construct a factory supplied with machinery and other arrangements employed in the complainant's factory, and engaged in the manufacture of cloth identically the same as that of the complainant. The court, in discussing the nature of the rights of the owner of a secret process, said:

"If he invents or discovers and keeps secret * * * he has not indeed an exclusive right to it as against the public or against those who in good faith acquire knowledge of it; but he has a property right in it which a court of chancery will protect against one who, in violation of contract and breach of confidence, undertakes to apply it to his own use or to disclose it to third persons."

In many instances, where application for injunctive relief was made to the court against the employment of a secret process or formula, obtained by unfair and unscrupulous means, injunctive relief was granted.

The same protection will be afforded to a complainant against an employe, agent or any other person standing in a fiduciary relation to the complainant, against the disclosure by such person, names or customers dealing with the complainant. It was repeatedly held that a list of customers with whom one is dealing is regarded as property, and one who succeeds in getting this information by unfair and improper means or from the books of a merchant or firm without leave or authority of such person or firm will be enjoined from the use thereof upon the principle that modern business conditions demand that such practices be discouraged and fall within the category of unfair competition. Such secret, so long as it remains secret, is unquestionably property, and a court of equity is always ready to protect property rights, and, aside from that, it is the function of a court of equity when novel situations are presented arising from modern business conditions that methods be employed to afford a remedy where redress, or adequate redress, cannot be had when one is relegated to an action at law. It is immaterial whether such wrong springs from the violation of a right or from a breach of a confidential relation. This exposition of the law with reference to the disclosure of secret processes, formulae and secret knowledge or a firm's business is fully upheld by the following authority:

"Independently of any question as to the right at law, the court of chancery has always had an original and independent jurisdiction to prevent what that court considered and treated as a wrong, whether arising from a violation of an unquestionable right or from a breach of contract or confidence." (Pollard vs Photographic Co., 40 Ch. Div. 345.)

Servants and Employes Are Bound to Refrain from Divulging or in Any Way Disclosing Secrets Learned or Acquired While in the Master's Employ.

It is not unusual to insert in contracts of employment provisions to the effect that the one taken into the establishment shall not disclose, divulge, or in any way make public, knowledge acquired by the servant or employe while engaged in the performance of his duties as such, of secret processes, contrivances, mechanical arrangements, or chemical formulas at the master's establishment.

A court of equity is prompt to grant injunctive relief restraining an employe, servant or agent from disclosing or imparting to anyone the valuable information thus obtained, on the fundamental and well established principle and rule of law that such an offense necessarily results in great injury to a positive property right.

Courts of equity are preeminently engaged in and make it their chief concern to protect property rights.

While the protection and preservation of the property rights of the employer in the secret processes and devices are the foremost reasons for the exercise of the court's jurisdiction, there are other numerous reasons for restraining the disclosure of such secrets of trade—secrets of ways and means of production and disposition of goods, wares and merchandise.

Frequently such secret information is obtained in the course of confidential employment and it is but just that information thus acquired should not be made public without the consent and against the express will of the master, who in confidence and after enjoining inviolable secrecy, imparted the secret information to his employe.

(To be continued.)

Guy H. Avery has succeeded A. C. Sturgeon at Stigler, Okla.

E. A. Erken & Co., Aberdeen, S. Dak., have been succeeded by the Aberdeen Wholesale Jewelry Co.

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Ancient Glass at the Metropolitan Museum of Art.

By G. M. A. Richter, in the *Bulletin* of the Museum.

AT the Metropolitan Museum of Art, in the room of "Ancient Glass," there was recently put on exhibition a beautiful collection of antique pieces, regarding which the museum *Bulletin* says:

"The collection of ancient glass in the Metropolitan Museum now ranks as the richest collection in the world as well as one of the most important. The museum has indeed had exceptional opportunities in that direction. The collection of antiquities from Cyprus acquired from Gen. L. P. di Cesnola in 1872 contained over 1,700 pieces of ancient glass. In 1881 Henry G. Marquand purchased and then presented to the museum the famous Charvet Collection, consisting of about 350 pieces, carefully selected by M. Charvet during his lifetime so as to constitute the finest private collection in France. In 1893 an important group of vases from Syria was purchased; and in 1910 Mr. Morgan lent to the museum the well-known Gréau Collection of ancient glass, consisting of about 5,000 pieces, of which more than 1,000 are whole vases, the rest fragments. A portion of this collection was formerly exhibited in the South Kensington Museum, London.

"The Moore Collection also contains many valuable pieces of ancient glass, but as this is a restricted collection the glass could not be separated from the other objects.

"It was felt that with such a richness of material a special room for the exhibition of ancient glass was needed, and for this purpose gallery 37, adjoining the Second Vase Room, has been fitted up. Even in that space it was found impossible to exhibit the whole of the collections; but as they contained many duplicates, it was easy to make an adequate selection, which was still entirely representative. The arrangement of the material in gallery 37 is as follows: The Cesnola Collection, the special interest of which is that it was all found in Cyprus, has been kept together and placed in the north and one of the west wall cases (1-11). In the five floor cases are accommodated the most important pieces of the Charvet and Gréau collections, as well as some of the Syrian vases, arranged systematically according to their various fabrics. The wall cases of the south, east and west walls (12-21) contain the rest of the Charvet and Gréau collections, also arranged according to fabrics. The two table cases have been reserved for the exhibition of smaller objects, such as beads, reliefs, mosaics and more important fragments.



EARLY EGYPTIAN GLASS, 18TH AND 20TH DYNASTIES.

"Ancient glass is a branch of ancient art, which has hitherto received rather scant attention. The reason is probably that mythological scenes or inscriptions are comparatively rare on glass vases, and their study is therefore not so rich in archaeological interest as is that of other minor arts, such as painted vases or gems. The result is that the classification and dating of ancient glass have not been so thoroughly established as those of other branches of Greek and Roman art. Recently, however, Kisa in a three-volume book entitled "Das Glas im Altertume" (Leipzig, 1908) has published the first really scientific and comprehensive treatment of ancient glass. It is a work which represents the fruits of the study of a lifetime and sums up our present knowledge of this subject. By making use of all available evidence Kisa has succeeded in establishing a satisfactory classification of the material, which, thought it still contains many gaps, owing chiefly to the deplorable lack of careful excavation records, supplies at least a working basis.

"The following short account of the history of ancient glass and its various fabrics, based largely on the data supplied by Kisa in his book, may serve as a convenient guide to the collection in this museum:



EARLY EGYPTIAN GLASS OF THE SIXTH TO FOURTH CENTURIES B. C.

"Egypt seems to have been not only the place where glass was invented, but the great center of glass industry throughout antiquity. At least, it is in this country that a glassy substance first appears. It occurs

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at first not as glass proper, but as glaze, in which form it has been found at a very early period. Glazed beads, for instance, at least as early as the middle of the predynastic period (about 3600-3500 B. C.) have been found by Petrie and others a Nagada and Ballas and other sites. In the early dynasties glaze is commonly found on tiles, figurines and beads, and its use is continuous throughout the history of Egypt. In the 18th dynasty (about 1500 B. C.) glass proper occurs for the first time and vases of the primitive variegated type are found from this period till the 26th dynasty (about 600 B. C.). Moreover, factories of glass vases or traces of such have been discovered at various sites, such as Tel el Amarna (18th dynasty, about 1500 B. C.), the Ramesseum at Thebes (19th dynasty, about 1300 B. C.) and Lisht (20th-22d dynasties, about 1200-900 B. C.), a clear proof that glass was manufactured in Egypt and not imported. Subsequently vases of exactly the same technique are found in Greek lands and in Etruscan tombs of the sixth to the fourth centuries B. C., and after that in Cyprus and elsewhere in the Hellenistic and Roman periods. These are most probably either of Egyptian manufacture and exported, or native imitations of the Egyptian ware.

"The popular theory that the Phoenicians invented glass is based largely on Pliny's somewhat confused account given in his "Historia Naturalis," XXXVI: 26, 65, where he tells the story of some Phoenician merchants who encamped on the shore and rested their cooking pots on blocks of natron, and afterwards found glass produced by the union of the alkali and the sand at a high temperature. This theory, however, does not seem to be supported by sufficient evidence, since neither glass factories nor deposits of glass earlier than the fifth century B. C. have been unearthed in Phoenicia.

PRIMITIVE VARIEGATED GLASS.

"These vases were not blown, bu modeled by hand over a core; while the vase was still ho , threads of colored glass were applied on the surface and incorporated by rolling, the various patterns being produced by dragging the surface in different directions with a sharp instrument. Three varieties can be distinguished dating from three different periods:

"(1) Early Egyptian of the 18th to 26th dynasties (about 1500-600 B. C.). These examples, especially those of the 18th dynasty, are distinguished for the beauty of their coloring and the perfection of their technique.

"(2) The sixth to the fourth centuries B. C., found in graves in Asia Minor, the Greek Islands, Greece and Italy. The shapes are different and the colors, though brilliant, are not so bright and pure as in the earlier examples (see Fig. 6).

"(3) Hellenis ic and Roman periods. These are much coarser in execution and are often supplied with handles of fantastic shapes (see Fig. 5).

"As we see from these vases, glass was put to practical use long before the invention of the blowing tube. But at best the me.hod of building up vases by hand must have been slow and clumsy, and the result is that the use of glass vessels during this early period was very limited, clay vases of every description supplying the needs of every day. The invention of the blowing-tube worked a revolution in that direction With this easy and rapid means of manufac ure, glass now began to usurp the place of clay and was more and more commonly employed for the various uses to which it is put at the present day. Where and when this great invention took place is still a moot question. For a long time it was thought that the process of blowing glass was known in Egypt as early as the 12th dynasty, scenes such as the well-known relief of Beni Hasan being interpreted as representing men blowing glass. This is, however, not possible, as no blown glass of that period has been found, and the Beni Hasan relief and similar scenes have now been satisfactorily shown to be connected with metal works (L. Griffith, Archeological Survey of Egypt, Beni Hasan, IV). All that can be said at present is that the art of blowing glass appears to have been invented some time during the second or the first century B. C., probably some-



HELLENISTIC AND ROMAN PERIODS.

where in the Greek Orient. Alexandria was at first the chief center of the industry, but with the spread of the Roman Empire places for the manufacture of glass were established not only throughout the East and the West, but also in the North, in France, Germany and England, where several ancient glass factories have been discovered and where, to judge from the great quantities of glass found, the industry was particularly flourishing.

PLAIN BLOWN GLASS.

"Most of this blown glass is quite plain, without decoration. It occurs both colorless and colored, the favorite colors employed being different shades of blue, red and green, amber, black and opaque white. The commonest method of producing these colors was the addition of iron or copper oxides. The shapes of the cases vary almost indefinitely, the most prevalent forms being jugs and bottles of various proportions, bowls, tumblers and plates. The custom of depositing these vases in graves as offerings to the dead accounts for their preservation in such numbers. It is often possible to date such graves through the finding of coins, which were added to the other offerings in conformity with the custom of supplying the dead with money to pay Charon, the ferryman of the lower world.

"Besides the obvious uses of glass vessels, those of the toilet and the table, for which the great majority must have served, there is one which requires special mention. This is the employment of glass urns to contain the ashes of the dead. This custom prevailed from the first to the third century A. D. in Gaul, Brittany, Germany, Italy, Spain and North Africa; in Greece, Egypt and the Orient it is unknown. The urns were of various forms and were generally made of thick, greenish glass. After the third century burial began to take the place of cremation, and the glass urns gradually disappear.

"The bulk of the Cesnola Collection belongs to the plain brown variety of glass and has accordingly been classified according to the shapes of the vases. The chief attraction of this glass for us nowadays is the fact that in many cases it is iridescent and thus shows the most wonderful combination of colors, which become quite dazzling when touched by the sunlight. This iridescence was of course unintentional on the part of the makers, and is produced by the partial disintegration of the glass, caused by its exposure to damp and oxidation in the graves. Through this disintegration the internal structure of the glass is exposed, which thus appears as a scaly formation. The decomposition of light as it passes through the various films and the partial reflection from the back layers produce that intermingling of brilliant colors, called iridescence, which has changed a common piece of glass into an object of great artistic beauty. It should be remembered that this iridescence, though valued so highly by collectors, signifies a danger to the conservation of the glass which finally leads to its destruction. The process is delayed, but not totally arrested, by the removal of the vases from the damp graves into the light, so that we have the satisfaction of knowing that by placing the glass in our museum cases we are doing the best thing for it. Modern iridescent glass is produced artificially, generally by spraying some acid on the surface. The fact that ancient iridescence depends solely on the effects of light is shown by wetting the surface of the vessel, when the iridescence will completely disappear until the moisture dries again.

"Besides the plain blown glass, the ancients used glass decorated in various ways. The chief varieties are mosaic glass, glass blown in molds, vases with threads of glass applied plastically, cut glass and painted glass.

(To be continued.)

J. Miner, who for 12 years has been in charge of the department of elementary watch work at the Bradley Polytechnic Institute, Peoria, Ill., has resigned from that position and expects to locate in business in the near future. Fred C. Brown, who has been his assistant, has taken charge of the department.

A firm in Levant has informed the Bureau of Manufactures that it has established a special department for the importation of American manufactured goods, and among the articles in which they are interested is cutlery. Further information can be had from the Bureau of Manufactures by giving the file number, 7173.

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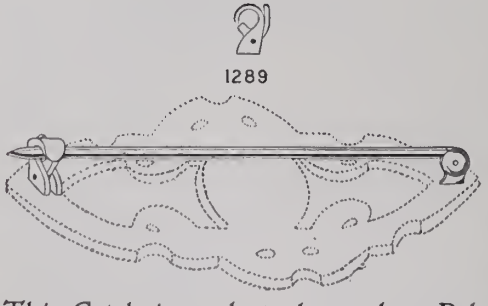
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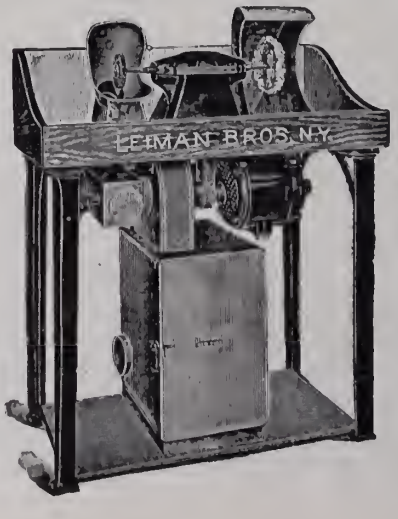
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WORKSHOP NOTES AND QUERIES

[Answers are also solicited from our readers to the questions published on this page.]

No attention paid to communications unless accompanied by full name and address of the writer.

QUESTION No. 2952.—**Casting Aluminum.**—*We have some trouble with our aluminum castings, and wish you would give us some information on casting novelties.* C. A.

ANSWER.—The *English Mechanic* gives the following: For casting aluminum use either green or dry moulding sands for the moulds, and then these must only be rammed just hard enough to stand against the metal, and, in the case of green sand-moulds, the sand must be as dry as possible, consistent with proper making of the moulds. Very efficient venting is also necessary, as owing to the low specific gravity of the metal, it is easily stopped by imprisoned air and it will be found, as a rule that in many respects, the moulder has to use rather different methods than are used for brass. Cores also must be very soft and tender to prevent the metal tearing during cooling, as it easily fractures while the contraction is rather excessive. The greatest trouble, however, is in the melting of metal, and here the skill of the caster will be pretty severely taxed. In the first place, the moulds must be ready before the metal is melted, as aluminum will not wait when melted, and the runner must be kept full while the pouring is being done. The metal must be melted in a plumbago crucible, care being taken that a reducing atmosphere is maintained in the furnace. No excessive heat must be used, but in any case, the metal behaves in a peculiar manner, hanging for a considerable time, and then dropping suddenly, the absorption of the heat being slow at first. The proper temperature for pouring is when, after holding back the covering pellicle of oxide, the metal appears of a dark color, and then the metal runs freely and sharply if the moulds are well made. If, however, the molten aluminum is many degrees hotter or colder than the temperature mentioned it will run sluggish, and faint edges to the castings may be expected. Do not hold the metal in the hot crucible for any length of time, and any excess left after pouring the mould should be poured into bars at once, or it will be spoiled. In stirring use either plumbago stirrers or iron rods coated with plumbago and china clay wash, but preferentially wooden rods of oak or other hard wood are best. Some little practice is needed in casting aluminum, but with the exercise of a moderate amount of intelligence no trouble of a serious nature should occur.

QUESTION No. 2953.—**Clean Ormulu Gilt.**—*How can I clean an ormulu gilt frame without destroying the finish?* C. O.

ANSWER.—Ormulu gilt should not be cleaned like genuine, with cyanide, as this would destroy the finish in most cases. Clean the ormulu gilt by washing in a solution of soda and water with a soft brush, then rinse and dry with a soft towel. Most of this gilding will not stand polishing, which would cause black spots to show. Lacquer after the cleaning.

QUESTION No. 2954.—**Solder for Nickel.**—*How can I make a solder suitable for repairing nickel articles, especially spoons and nickel paper cutters?* S. N.

ANSWER.—Good solder for nickel can be made with 1 part sterling silver and 3 parts yellow brass, and a softer one which may be used for lower grades is, 4 parts of sterling silver, 4 parts of zinc and 15 parts yellow brass. The silver and brass are melted together, using borax for a flux; when melted add the zinc in small pieces. It is then run into a mould and rolled for use.

QUESTION No. 2955.—**Removing French Gray.**—*How can French gray be removed from silver?* R. F.

ANSWER.—French gray can be removed by dipping the piece in a cyanide dip. It may require some scratch brushing to remove all trace of it in the recesses and cavities.

QUESTION No. 2956.—**Luminous Dial Paint.**—*Kindly publish a formula for making white, red, yellow and blue luminous clock dial paints.* L. D.

ANSWER.—Many of the luminous dial paints are not a success, they gradually fade away, but there are several that are fairly good. To produce various colors, mix the color desired with a varnish, which may be prepared, kept in a bottle and mixed for use as desired. The varnish is known as latu varnish, and is prepared as follows: Zanibar copal, 15 parts, melted and dissolved in 60 parts spirits of turpentine. After thorough mixing, filter, then add 25 parts pure boiled linseed oil. White luminous: Mix 40 parts of above varnish with six parts of prepared baric sulphate, six parts of prepared calcic carbonate, 12 parts of prepared zinc sulphide (white) and 36 parts of calcic sulphide in a luminous condition. Work well together and grind. Red luminous: Take 50 parts of above varnish and eight parts of prepared baric sulphate, two parts of prepared latu, six parts prepared realgar (diarsenious disulphide) and 34 parts of calcic sulphide in a luminous condition, and then the mixture is worked and ground. Yellow luminous: Mix 48 parts of above varnish with 10 parts prepared barium sulphate, eight parts barium chromate and 34 parts luminous calcium sulphide. Work together and grind. Blue luminous: Forty-two parts of above varnish, 10.2 parts prepared barium sulphate, 6.4 parts ultramarine blue, 5.4 parts cobalt blue, 46 parts luminous calcium sulphide. Work together and grind.

QUESTION No. 2957.—**Smoothen Fine Oil Stones.**—*How can I smoothen a fine oil stone that has become rough from use?* S. F.

ANSWER.—Tack a sheet of coarse sandpaper on the bench and move the oil stone back and forth until the rough spots are worked out. Finish on a finer piece of sandpaper. The side of a large grindstone is also good for this purpose.

QUESTION No. 2958.—**Sculptor's Modeling Compound.**—*How must I prepare the modeling compound used for making small sculptor's models?* S. M.

ANSWER.—The so-called modeling clay can be made by kneading dry clay with glycerine instead of water. The mass should be worked thoroughly with the hands and moistened at intervals of two or three days. Another modeling compound is made by mixing 200 parts of dry clay or powdered soapstone with 100 parts of wheat flour; stir the mixture carefully into 300 parts of melted white wax, but do not get the wax too hot. The mass can be colored with any coloring compound. Modeling clay is best kept in an earthen jar and well covered with a piece of sheet rubber first. Then place cover on the jar.

QUESTION No. 2959.—**Solder for Enamel Repairs.**—*What kind of solder is best for repairing enameled jewelry? The hard silver solder will crack off the enamel.* S. E.

ANSWER:—It is dangerous to attempt to solder enamels with hard solder. If any silver solder is used it should be the easiest flowing obtainable. Soft tin solder may be used for repairs, and if the parts where solder is to go is thoroughly cleaned the soft solder will be found strong enough. The best flux is glycerine, to which is added a little chloride of zinc, or the chloride alone will do. Use the flux sparingly. If too much is used it may work under the enamel from the heat of the flame. Soft solder cannot be used if the piece is to be re-enameled.

QUESTION No. 2960.—**Bronzing Uniform Buttons.**—*Please give me a formula for bronzing uniform buttons in some quick and cheap method?* B. U.

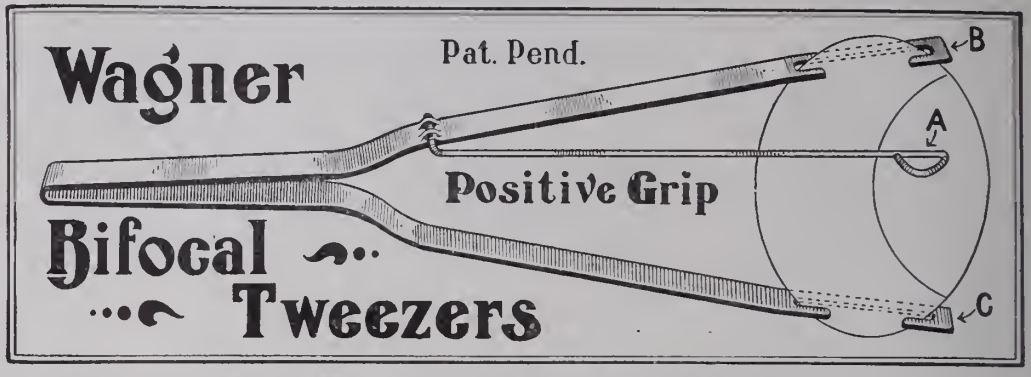
ANSWER:—Buttons and many other metal articles may be bronzed over by mixing the gold bronze powder with lacquer into a thick paint. Where the lacquer is not available the copal varnish may be used. Clean the articles well in the recesses and paint on evenly, then put in a warm place to dry. The bronze powders can be purchased at art or paint stores.

Joseph Besse, Alice, Tex., has sustained a loss of $800 by fire.

Thos. A. Roberts, Chattanooga, Tenn., has been succeeded by J. F. Bennett.

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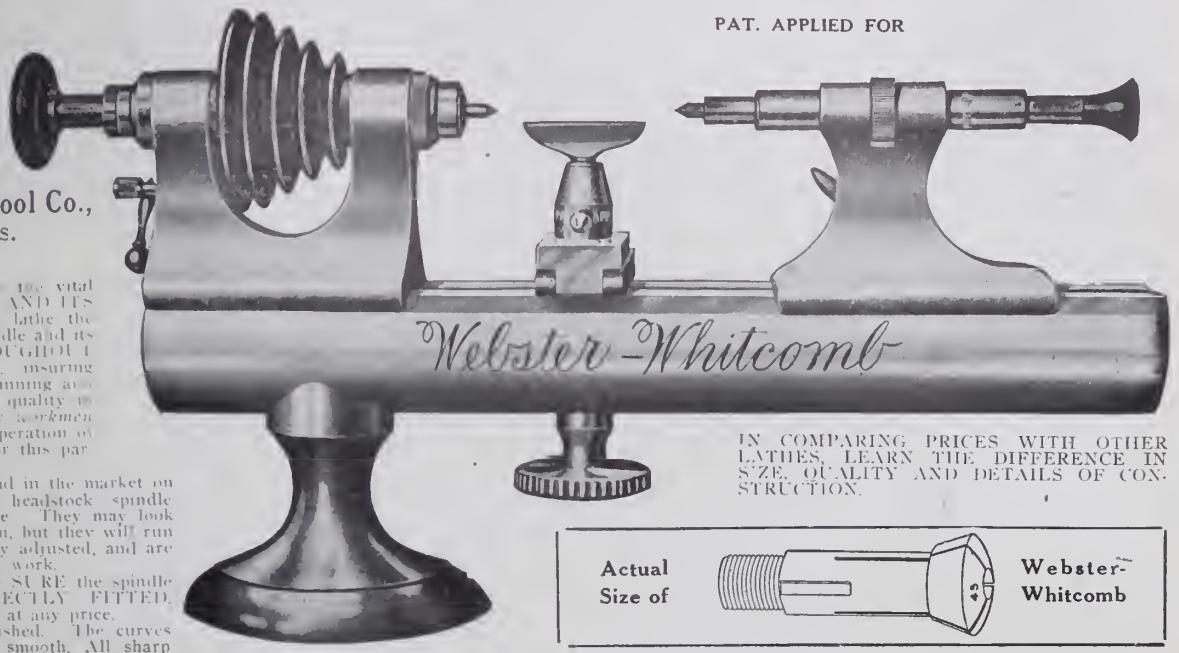
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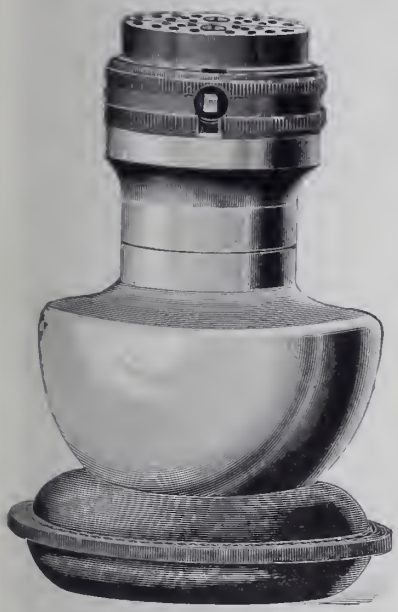
A chuck may look nice and shiny, yet be practically worthless. Examine critically the thread on our chucks in comparison with others. We do not use dies for threading our chucks. THEY ARE CUT IN A LATHE. The cone and body of OUR chucks are GROUND to correct FORM and size; the surfaces are STRAIGHT and TRUE; compare them under your eye-glass with the shiny ones. The thread and outer surfaces of a chuck, as well as its form and proportions, are important elements in its continued truth and durability. The holes in our chucks are GROUND to size and truth. We caution you against imitations.

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Wire Chucks, each	$1.00	Wheel Chucks, each	$1.00
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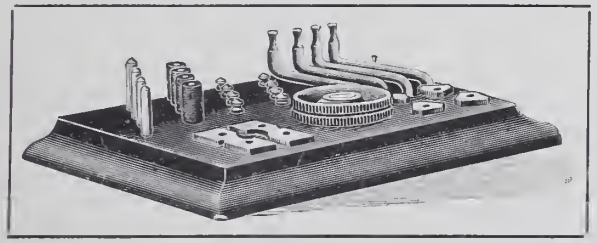


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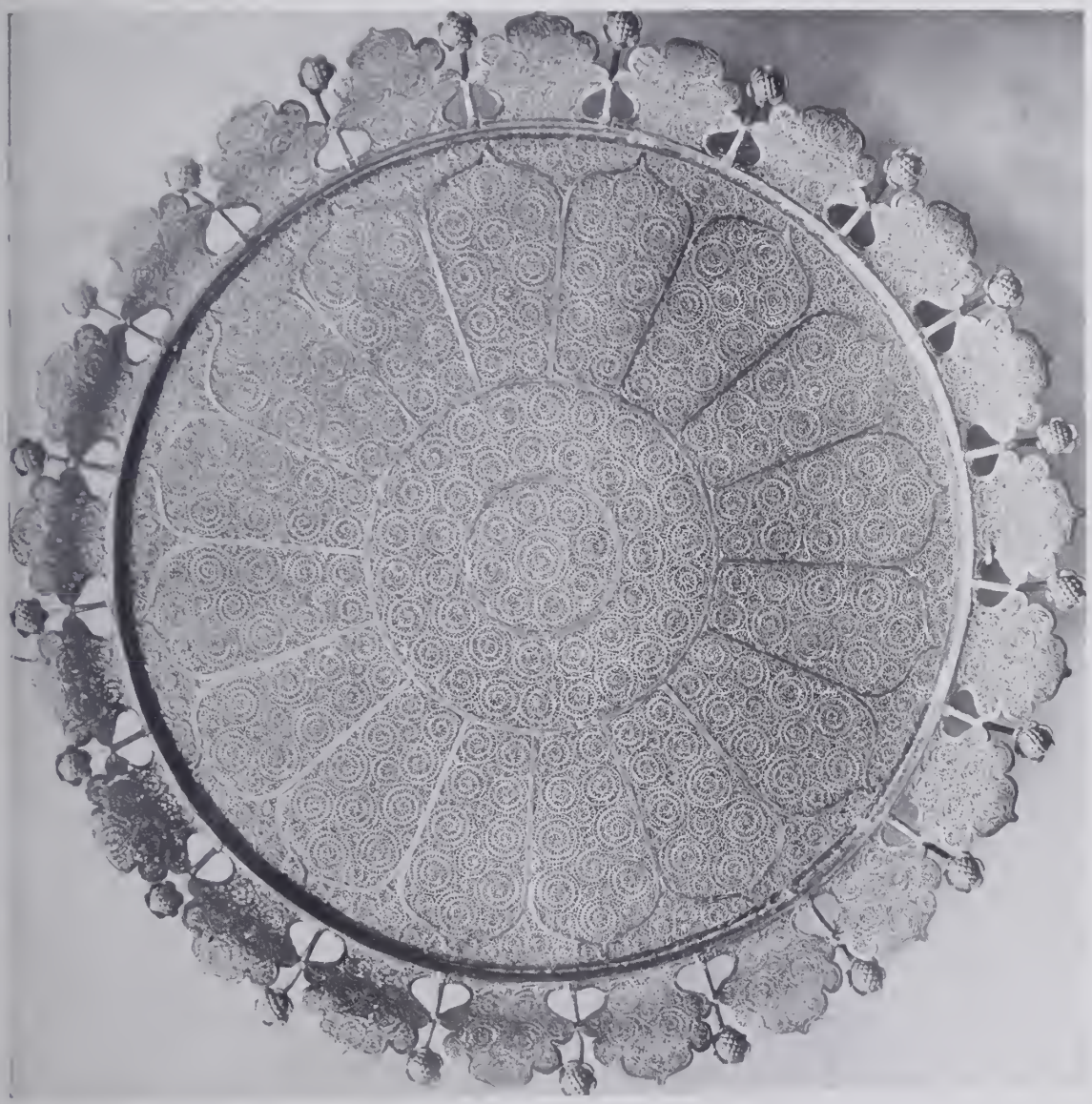
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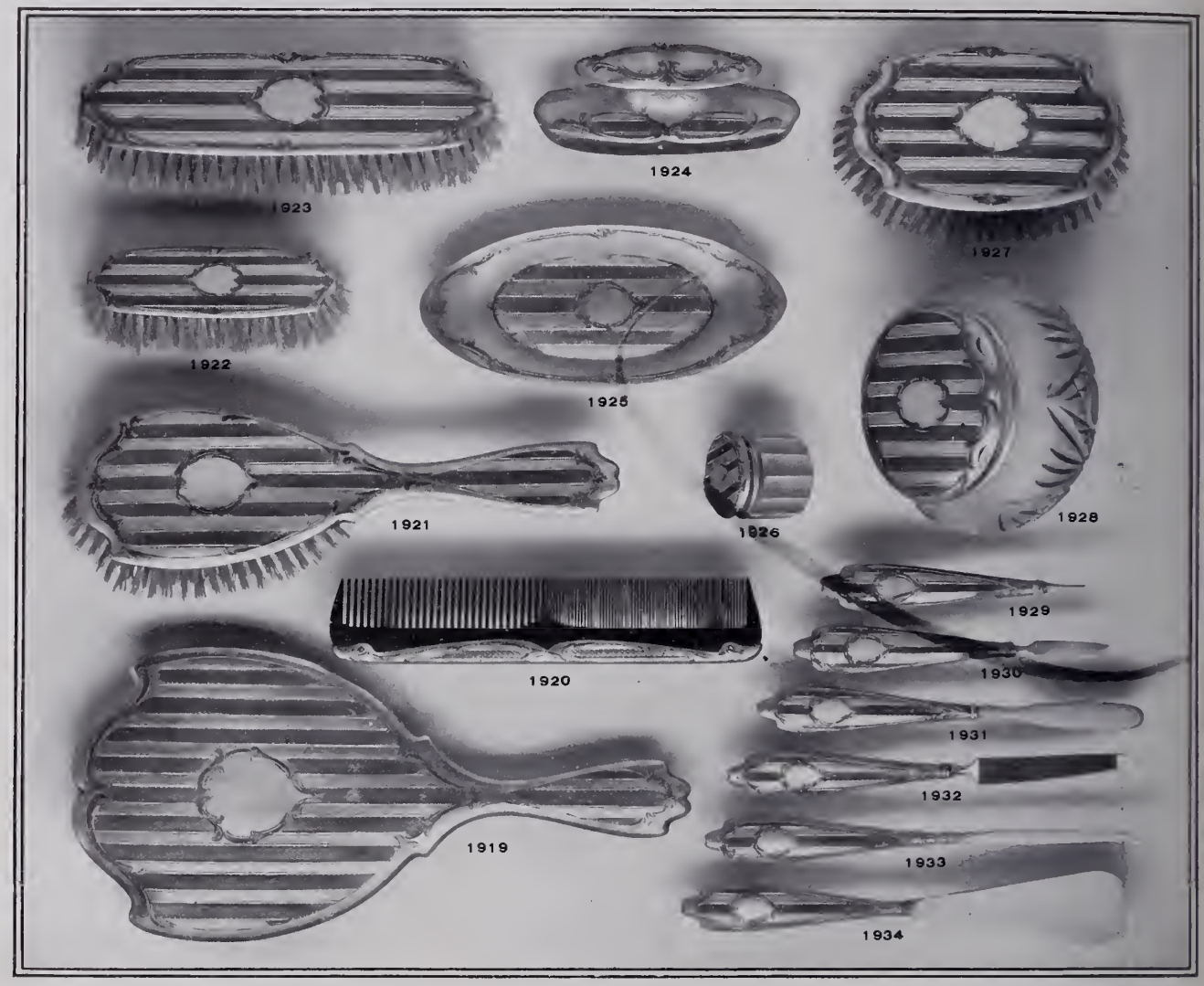
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East Indian Plateau, Silver Filigree, Modern Art; in South Kensington Museum.

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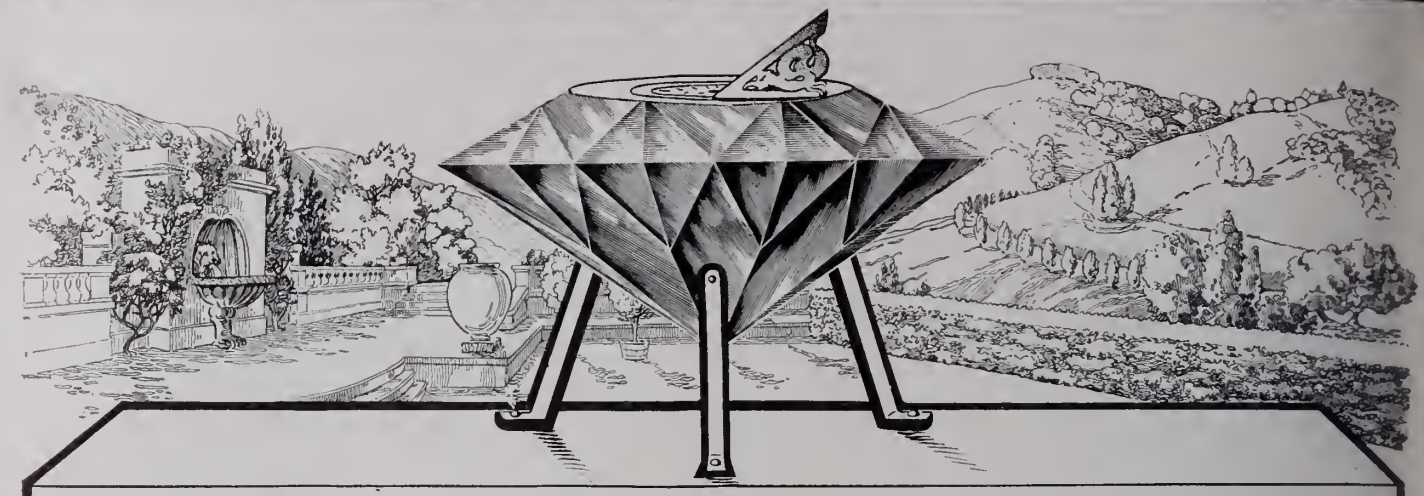
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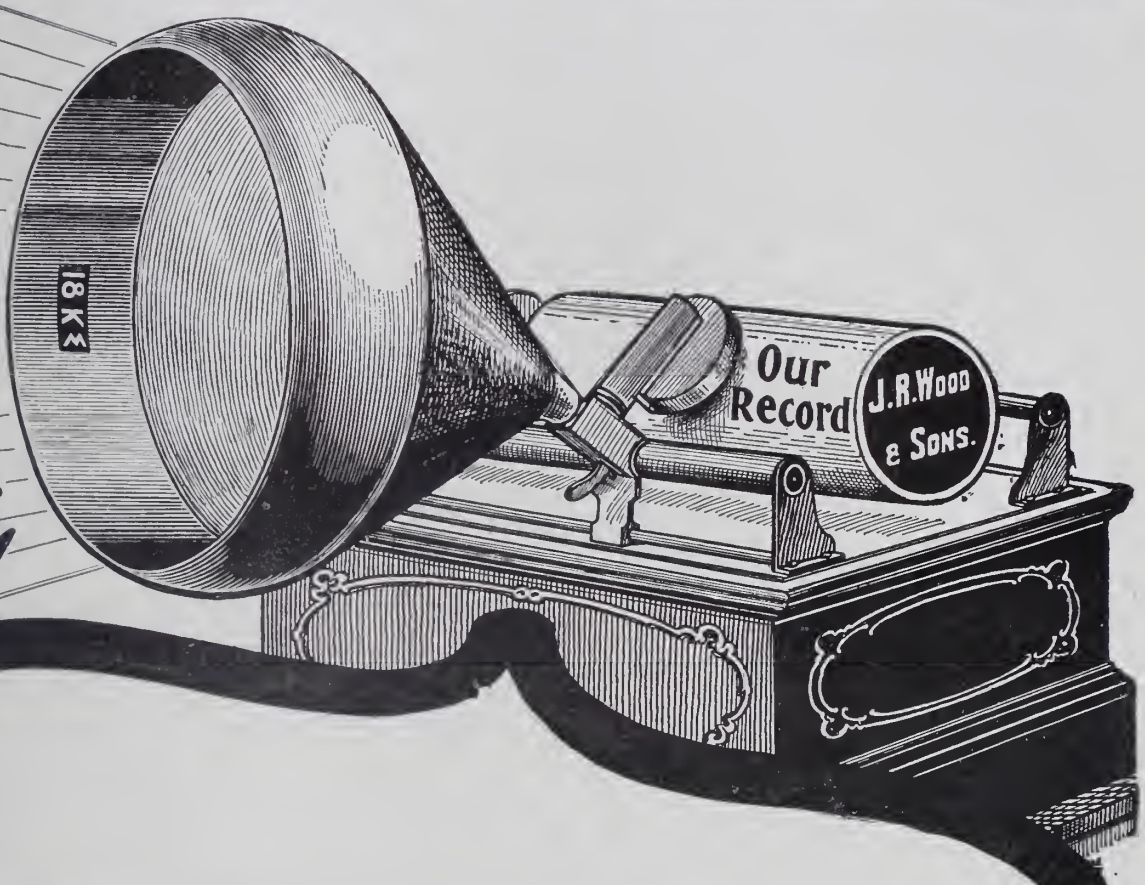
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The Wadsworth "Permanent"

"Worthy of Its Name"

A case that equals solid gold in appearance and closely approximates it in durability, a case that yields abundant satisfaction to the consumer and a full measure of profit to the dealer, a case that makes strong claims and backs them up with the manufacturer's guarantee, such a case is the Wadsworth "Permanent." Dealers are proud of it.

The Wadsworth Watch Case Co.

NEW YORK
17 Maiden Lane

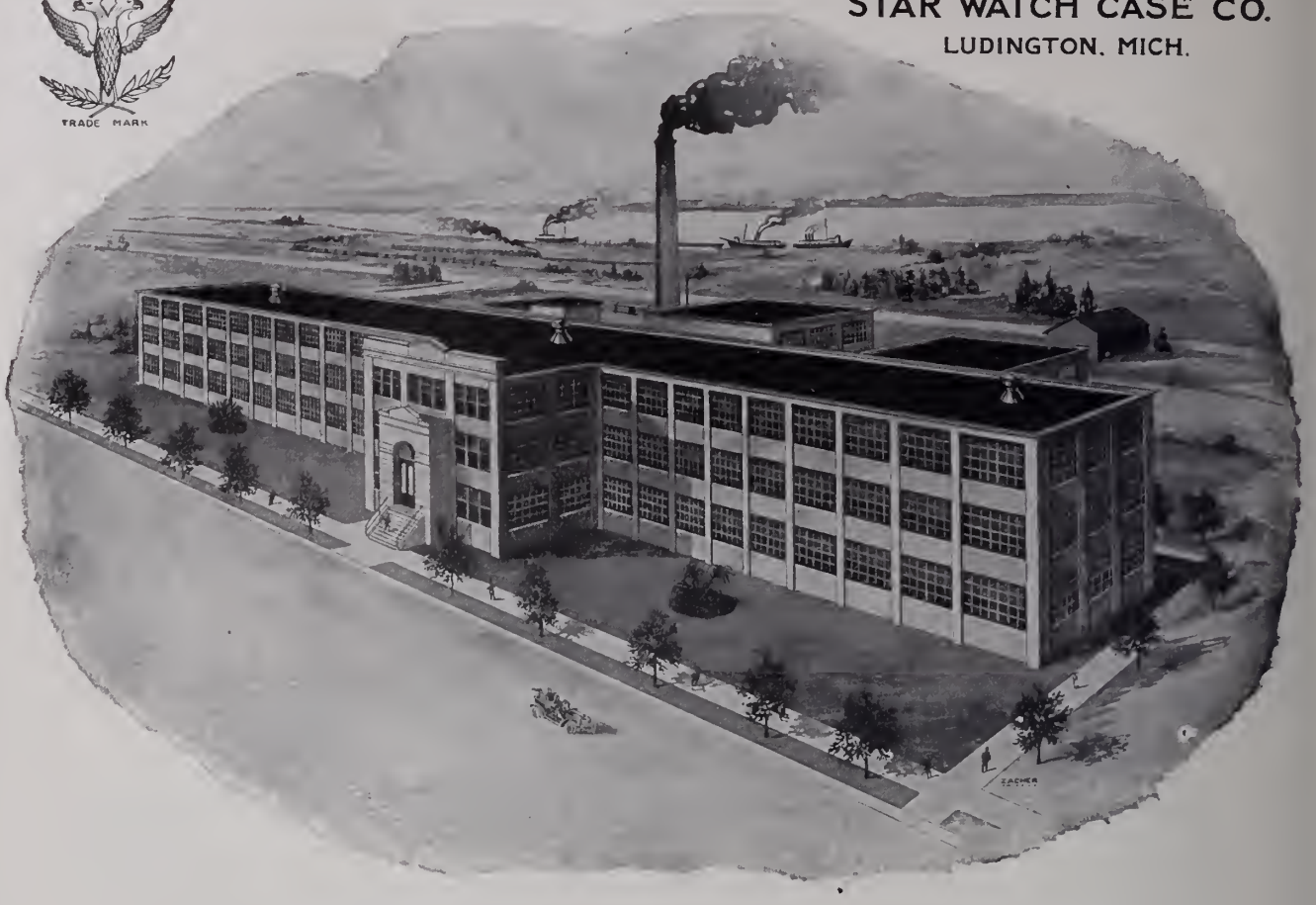
CHICAGO
Columbus Building

SAN FRANCISCO
717 Market Street

FACTORY: DAYTON, KY.

STAR WATCH CASE CO.
LUDINGTON, MICH.

TRADE MARK



THE HOME OF STAR WATCH CASES

Cut down your Expenses and pull in Bigger Profits with STAR WATCH CASES, the Solid Gold Ball-bearing Bow line, which gives absolute Security to the Wearer of Watches. (Wachter Patent No. 916809).

For the sake of more Business and more Satisfied Customers, take the time and send us your order. Take it on our SAY-SO that you will not find it necessary to "shop around" for your watches once you have given STAR WATCH CASES a trial.

You will find facts about STAR WATCH CASE Quality and Service that are worthy of your very careful consideration.

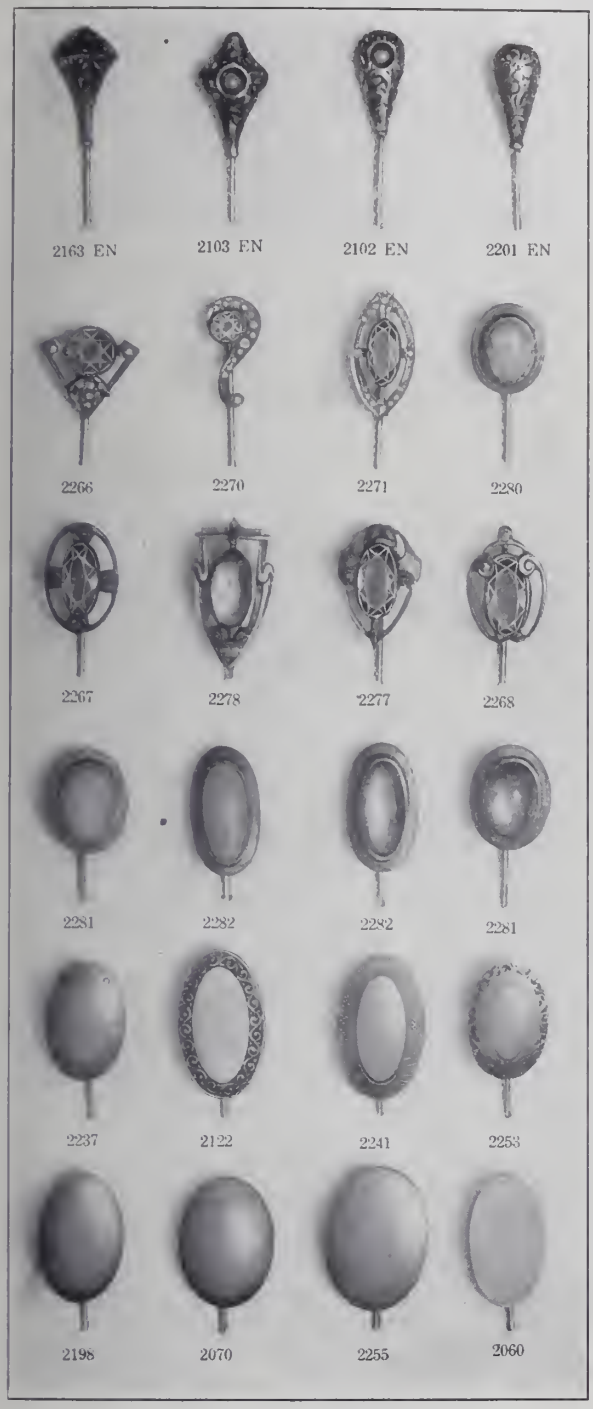
Star Watch Case Company

LUDINGTON, MICH.

BRANCH OFFICES

37 Maiden Lane
New York City

701 Heyworth Building
Chicago, Ill.



THE 10K LINE WITH A 14K APPEARANCE

When Your Customer Complains

that the article which you are showing her is too high in price, show her our line.

She will be charmed with the designs, and delighted at the difference in price between it and the 14K. article you have been showing.

Sell your customer then and there and don't let her look around in competitors' stores, because she has a certain amount to spend, and doesn't want to pay any more.

Our line in your cases will keep your customers where they belong, and you always make the sale.

New Accounts Solicited

We make the following lines

Brooches	*Hat Pins*
Scarf Pins	*Tie Clasps*
Cuff Buttons	*Fobs*
Handy Pins	*Crosses*
Bar Pins	*Sash Buckles*
Lockets	*Pendants*

KOHN & CO
CAMP & ORCHARD STS.
NEWARK N.J.
IKO

Capacity 2,000 Bags Daily

We are the only Manufacturers of Mesh Bags made by Machine



Machine-made mesh is distinguished by its smoothness, soft silky flexibility and tough wearing qualities. Over 800 different styles, from the smallest to the largest, at prices which bring a generous profit to the dealer. Your jobber will supply you with W. & D. Co. goods.

WHITING & DAVIS CO.

NEW YORK OFFICE: 7 Maiden Lane
CHICAGO OFFICE: 103 State Street

Plainville (Norfolk Co.), MASS.

BARROWS "NEW PROCESS" MEANS PERFECT CHAINS

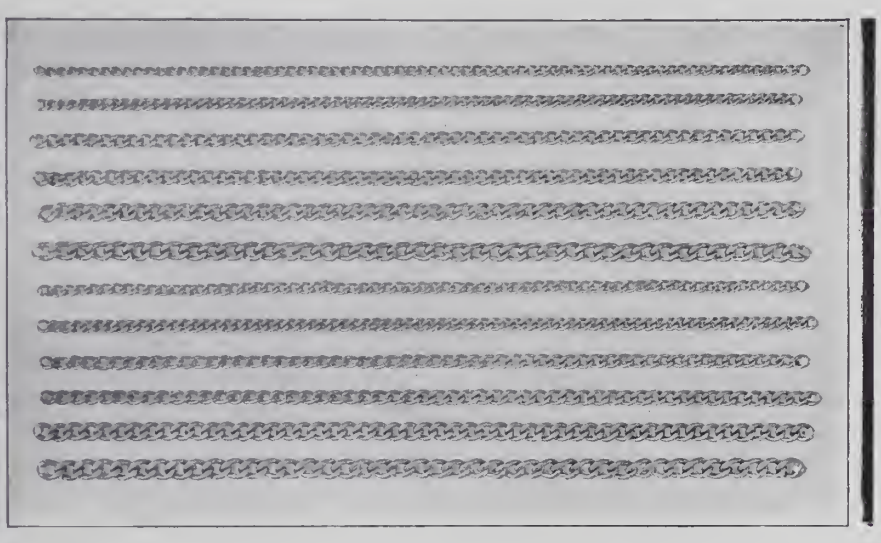
It's the Goods that Argue the Best

TALK and pictures are very well in their way—but the real argument is in the goods.

Barrows "New Process" is all and more than all the name implies. Revolutionizes chain making.

Protected by Letters Patent June 28, 1910, and Supplementary Patents. Infringements prosecuted.

BARROWS "NEW PROCESS" NECK CHAINS



SOLD ONLY THROUGH WHOLESALE TRADE

Made of best Rolled Plate, the finish secured is equal to that of expensive 14-karat goods.

Each and every chain is link-perfect. Every link soldered, every link separate, every link sound.

The chain is a multiplication of these perfections. Smoothest flowing chains on the market.

Look for Trade-Mark on tissues or easels, and for the initials ***H. F. B.*** on snap and spring ring.

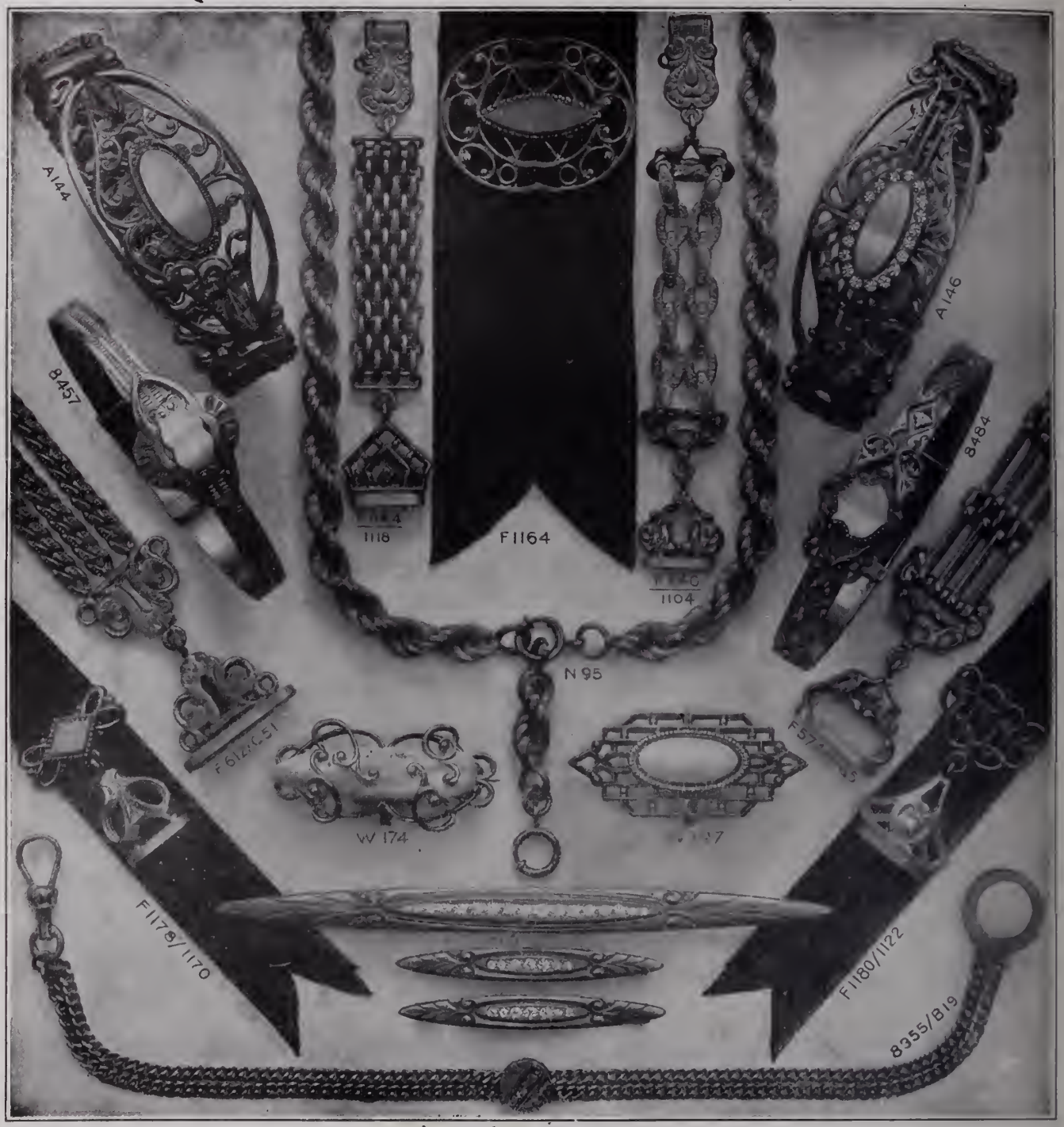
THE H. F. BARROWS COMPANY

New York Office:
15-17-19 Maiden Lane

TRADE H.F.B MARK

Factory and Head Office:
North Attleboro, Mass.

THE D.F.B. Co THE D.F.B. Co



THE D.F.B. Co THE D.F.B. Co THE D.F.B. Co

The D. F. BRIGGS COMPANY

ATTLEBORO :: :: MASSACHUSETTS

New York Office:
180 BROADWAY

Chicago Office:
29 E. MADISON STREET

London Office:
62 HATTON GARDEN

You Get the Profit — We Sell the Goods

Fleur-de-lis goods are half sold when you buy them. We show in the center of this page covers of the big magazines that are telling the people in your own town about Fleur-de-lis goods. These magazines are estimated to have 50,000,000 readers, half the population of the United States.

This advertising campaign has been on since May 1st and is bringing results. Whether you are getting the benefit of it or not depends on whether you have Fleur-de-lis goods in stock and whether the people in your town know you have them.



MAGAZINE	ESTIMATED READERS
Woman's World,	10,500,000
Ladies' Home Journal,	6,781,700
Woman's Home Companion,	3,440,460
Delineator,	4,675,000
Saturday Evening Post,	8 375,000
Associat'd Sun. Magazines,	5,953,505
Collier's Weekly.	2,875,000
Literary Digest,	1,103,280
Success,	1,403,280
Everybody's,	2,515,655
Good Housekeeping.	1,500,525
Cosmopolitan.	1,259,475
Readers of our advertising,	50,382,800

We furnish free counter slips with your own name on for the asking, also free electro types for your local papers. It will pay you to annex yourself to this campaign and draw down some of this business.

One evidence that the ads are pulling is that retailers are writing us daily that they are asking jobbers for the Midget Bracelets we are advertising and that some of the jobbers are found wanting.

NEW YORK
ROOM 1907
15 MAIDEN LANE

SAN FRANCISCO
ROOM 413
704 MARKET ST

Fontneau & Cook Co.

MANUFACTURERS OF
FINE ROLLED PLATE
AND
GOLD FILLED CHAIN

FACTORY
ATTLEBORO
MASS

CHICAGO
ROOM 1104
HEYWORTH BUILDING.

UR Thimbles—Like UR Rings

Are Paragons of Excellence

Thimbles as Jewelry

UR

Look for Trade-Mark on Thimbles



The Standard Raised

UR

The Trade-Mark Guarantees Make and Quality

No. 170—Sterling Silver only. Set with Turquoise or Coral

The UR Thimbles are as good as the **UR** Rings and Bracelets, for which this house is notable.

The line is exceptionally large, interesting and varied, as future announcements will show.

Thimbles are made in Gold, Silver and Gold Filled, and they embrace modern ideas in manufacture.

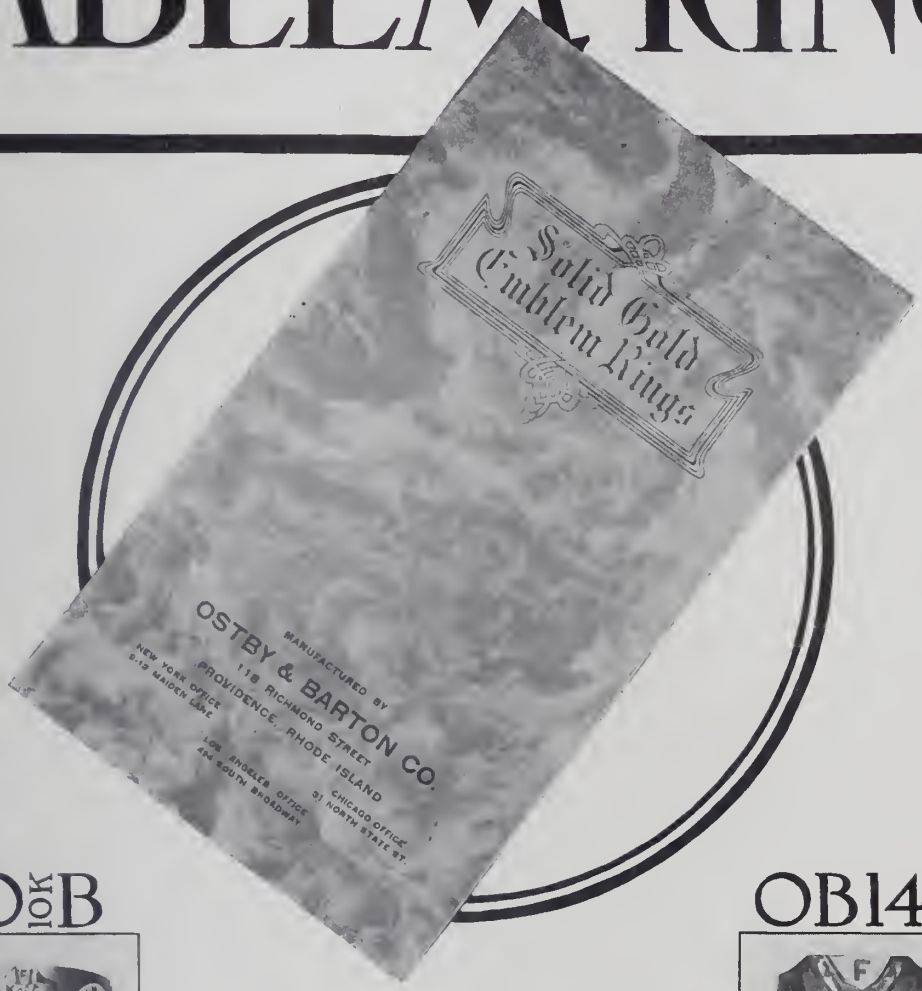
Distributed through jobbers only. Illustrated Thimble Catalogue showing over 100 modern designs sent on request.

Untermeyer, Robbins & Co.

Manufacturers of Rings, Bracelets and Thimbles

71 Nassau Street :: :: :: NEW YORK

SOLID GOLD EMBLEM RINGS



10K OB



OB 14K



RIGHT OFF THE PRESS

Our new Emblem Ring Catalogue showing the complete line of Solid Gold Emblem Rings.

This Catalogue illustrates the distinctive characteristics that have made O. & B. product so universally in demand.

We have reserved one for you—Send for it.

We want every Jeweler to have a copy.

·*THROUGH PROGRESSIVE JOBBERS*·

OSTBY & BARTON CO.

PROVIDENCE RHODE ISLAND

9 MAIDEN LANE·NEW YORK·N·Y···31 N·STATE ST·CHICAGO·ILL·

424 S·BROADWAY·LOS ANGELES·CAL·

INITIAL ANNOUNCEMENT

EXPLAINING THE EXQUISITE

Sea-Garden Pearl Strands

(La Perle du Jardin Oceanique)

THE NAME "Sea-Garden Pearls" is associated with those mysterious and fascinating submarine beds, where shimmering waters reveal wonders of nautical vegetation; amid which dart angel fish and other finny tribes of rainbow hues; while below repose the treasures of the deep. These are the sea-gardens of the Tropics.

In the French laboratory where the Sea-Garden Pearl is produced they call it "*La Perle du Jardin Oceanique.*" The American name is a free translation. One is reminded that the French excel in science as in art. They have their Mme. Curie as well as their Bernhardt. And the Sea-Garden Pearls are at once a combination of French science and French art.

What is their nature?

Sea-Garden Pearls are—like the truth—between extremes.

Without attempting the impossible, they achieve the reasonable.

There are certain superfine pearls, perfectly white, perfectly round, perfectly matched, laborious to collect and very costly — these this house makes no attempt to reproduce. The genuine are within reach only of the wealthy. An artificial reproduction, by its very perfection, would be open to suspicion — especially if worn by anyone of moderate means.

There is another class of pearls regarded as equally beautiful, and not without reason. Slight irregularities are not inconsistent with artistic effect; and the absence of perfect whiteness is compensated for by the most exquisite flesh-tints, shimmering creams and lustrous pinks. Without being matched with mathematical accuracy, they appear so at first glance. Interesting examination shows their slight variations from perfect roundness. In a word — these infinitesimal irregularities are witnesses to their genuineness. Such pearls are naturally much less expensive, though irresistibly beautiful. Women, even if not wealthy, may wear them without comment.

IT IS THIS second class of pearls to which attention has been directed in this instance, on account of their broad appeal to the widest constituency. The most positive assurance is given, emphatically and enthusiastically, that even connoisseurs are puzzled to tell the difference between such genuine pearls and the artificial Sea-Garden Pearls embodied in these strands. They have the look, color, lustre, weight, feel, and even the blemishes and irregularities of the originals. If a strand of genuine pearls and one of Sea-Garden Pearls were placed side by side, even a jeweler might be pardoned for hesitating to say which was which. Of course, Sea-Garden Pearls are to be sold only for what they are—marvelously true artificial pearls. But as such they command the highest admiration, and are worthy of being worn by any lady, however discriminating.

They are equally worthy of being displayed in the establishment of any jeweler, however select. They are not in any sense cheap imitations, though the price is comparatively low. They have the same appeal and the same decorative effect as genuine pearl necklaces. To further enrich the display of these goods, this house is prepared to provide handsome cases. It always confers distinction to be able to introduce *something new and something better* — especially if a reasonable price backs up the other arguments.

D. Lisner & Co. consider themselves fortunate in having secured the Exclusive Importation and Control of Sea-Garden Pearl Strands for the United States and Canada. Believing that the trade will be equally appreciative, it has been decided to make the simplest and most practical of demonstrations. That is to say, SELECTION PACKAGES will be sent in order that right before your own eyes the goods may corroborate every claim made on their behalf.

PRICES

Five uniform and three graduated sizes priced as follows:

Uniform Sizes - -	$15.00 per Strand
Graduated Sizes - -	18.00 "

Creating Importers of

D. Lisner & Co. *Jewelry Novelties*

One-Forty Fifth Avenue, cor. 19th St., NEW YORK

POINTER No. 186

Are You Among The Quick or The Dead?

A certain wise one has said, "the man who stops changing has stopped thinking, and the man who does not think is drifting—always towards the rocks."

Our Mission is to Make You a Live One—To Get You to Thinking—To Prevent You from Drifting on the Rocks

"The Arnstine Catalog System"

is the surest remedy to rejuvenate that "stand pat," "in the rut" jewelry business. You cannot stand still—you either go forward or backward—which are you doing? Were your sales and profits larger this year than the year before? If not—it's time to seek the remedy that 3,000 Jewelers have used.



Established 1898. HENRICKSEN JEWELRY CO. Duluth, Minn.

DULUTH, Minn., Jan. 17, 1911.

The Arnstine Bros. Company,
Cleveland, Ohio.

Gentlemen—In answer to your request in regard to ourselves and the benefit we have derived from your catalog and system of using your line of merchandise, we have this to say, that as we have used these goods for a period of five or six years and that we contribute a great deal of our success in business through the assistance received from these mediums, there could be no doubt that anyone wishing to benefit themselves could make no mistake in associating themselves with your method of doing business, as it simplifies and makes retail business very much easier and stimulates a certain class of trade which you are unable to get in any other way.

We kindly thank you for your assistance in the past and hope that you will have a prosperous and continuous business in the future.

Yours truly,

HENRICKSEN JEWELRY CO.

If You Want to Make More Profit and Double Your Sales, Write Us To-Day for Samples and Particulars

We solicit inquiries only from Legitimate Jewelers, and as a rule sell to but one Jeweler in a town

THE Arnstine Bros. Co

Originators of The Exclusive Catalog Method for Retail Jewelers

ROSE BUILDING, CLEVELAND — O

Attractive and Salable
Novelties in Sterling Silver

Our Line is filled with an abundance of high-grade novelties made in Sterling Silver.

An unlimited assortment of new and up-to-date designs especially adapted as gifts.

It will pay you to investigate this line before making your Fall purchases.



4604. E. T. 4604. Eng 4499. Dresden Flowers. (Engine Turned under Enamel.) 4499. Enamel. 4604. Pol.

BRIDGE WHIST WHISTLES.

We Manufacture:

Cigarette and Cigar Cases
Match Boxes and Cigar Lighters
Pocket Knives and Cigar Cutters
Men's Card Cases
Link Buttons, Tie Clips, etc.
Enameled Jewelry
Hat Pins, Shoe Buckles
Picture Frames, Clocks
Mesh Bags, Jewel Cases
Belt Pins and Buckles, Handy Pins
Toiletware (17 patterns)
Purses, Card Cases, Vanities
Powder Paper Books
Coin Holders and Trinkets
Bridge Whist Pencils and Whistles
Eyeglass Cases and Lorgnettes
Lorgnette and Sautoir Chains
Flatware (fancy pieces only)
Napkin Rings, Salt and Pepper Shakers

R. Blackinton & Company

Goldsmiths, Silversmiths and Jewelers

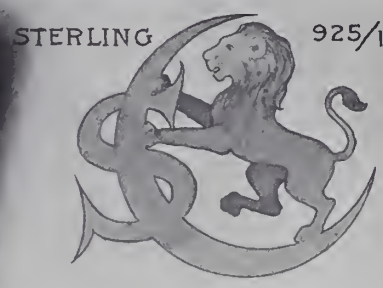
Factory and Office
North Attleboro, Mass.

Trade Mark

New York Salesrooms
15-17-19 Maiden Lane

The Latest Pattern of Quality

LINCOLN

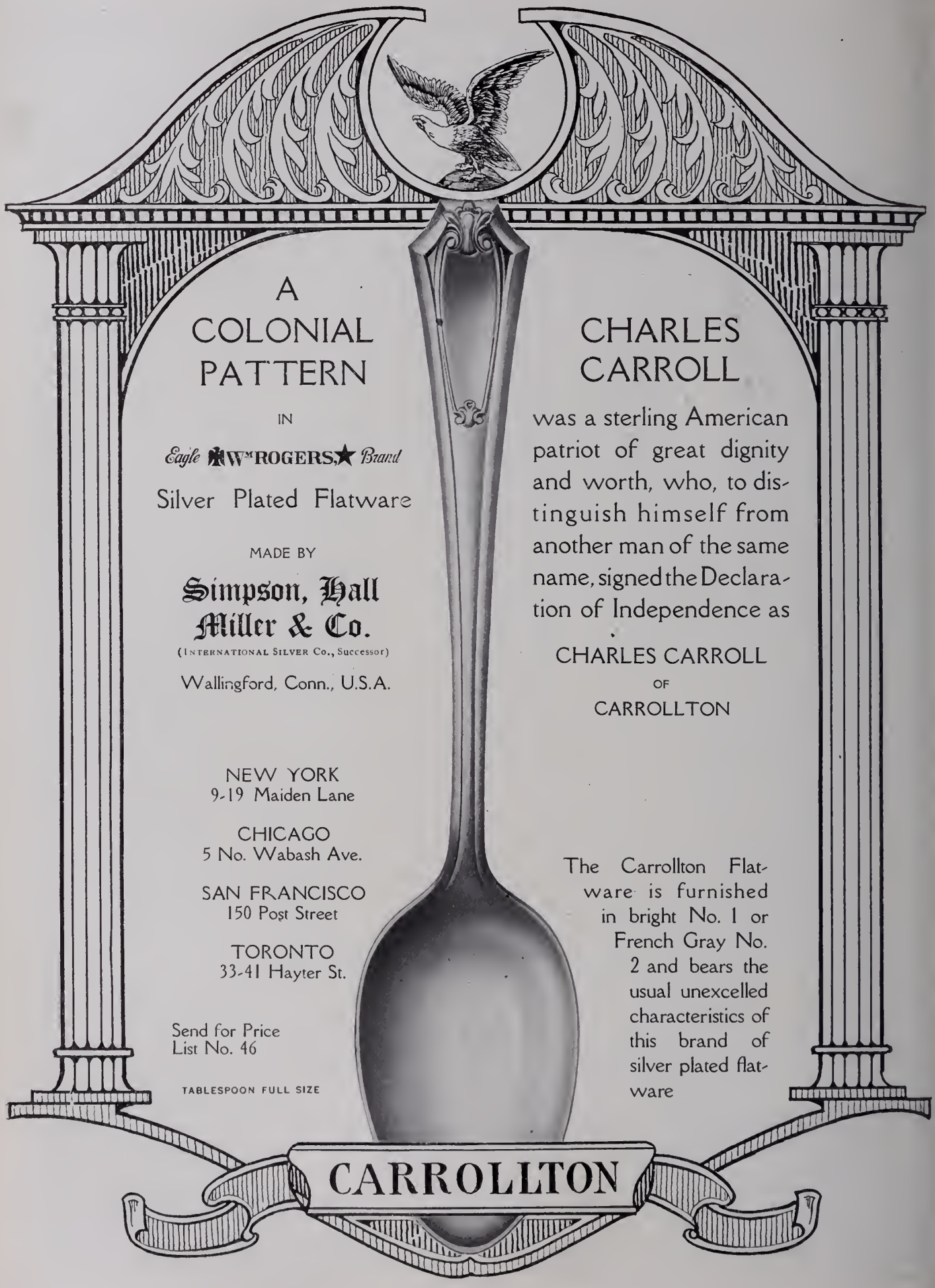


The Lincoln shown among other patterns to patrons of your store will convince you that it is the practical, profitable line to carry—a guarantee of a steady increasing list of pleased customers.

Another Smith Pattern designed to remain permanently in demand.

FRANK W. SMITH COMPANY

GARDNER, MASS.


A
COLONIAL
PATTERN
IN
Eagle Wm ROGERS ★ Brand
Silver Plated Flatware
MADE BY
Simpson, Hall
Miller & Co.
(International Silver Co., Successor)
Wallingford, Conn., U.S.A.
NEW YORK
9-19 Maiden Lane
CHICAGO
5 No. Wabash Ave.
SAN FRANCISCO
150 Post Street
TORONTO
33-41 Hayter St.
Send for Price
List No. 46
TABLESPOON FULL SIZE
CHARLES
CARROLL
was a sterling American patriot of great dignity and worth, who, to distinguish himself from another man of the same name, signed the Declaration of Independence as
CHARLES CARROLL
OF
CARROLLTON
The Carrollton Flatware is furnished in bright No. 1 or French Gray No. 2 and bears the usual unexcelled characteristics of this brand of silver plated flatware
CARROLLTON

MONTICELLO



A PATTERN IN STERLING SILVER TABLEWARE EMBODYING THE JEFFERSONIAN CHARACTERISTICS, BEING STRONG AND SIMPLE, YET ORNATE AND ARTISTIC.

ROGERS, LUNT & BOWLEN CO.
SILVERSMITHS
GREENFIELD — MASSACHUSETTS

THE "WEDGWOOD"

ACTUAL SIZE.



¾ ACTUAL SIZE.



ACTUAL SIZE.

TRADE MARK.

STERLING

Whiting Mfg. Company's

New Sterling Silver Toilet Ware

For Season of 1911

Ready for Delivery Sept. 15, 1911

PRICE LIST ON APPLICATION

Whiting Mfg. Company

BRIDGEPORT, CONN.

Salesroom
15 Maiden Lane, New York

San Francisco Office
717 Market Street

OTHER WOODSIDE NEWS PAGE IN THE KEYSTONE

Here's the New Medallion

Isn't it a Beauty?—and it costs so little

"HOW can you afford to sell this excellent set at such low prices?" a jeweler recently asked us.

The Medallion is this season's addition to our strong toilet ware line—that fills the existing demand for a high class, plain model that can be retailed at a popular price.

The concave shield forming the central decoration is a new idea in toilet ware designing that is meeting with universal favor. It emphasizes the classic lines, gives the set character, and is strikingly effective when engraved with a monogram.

Of course, the Medallion is 925/1000 fine, as all Woodside productions are, while every detail of workmanship and finish will please your most exacting customer.

We can afford to sell the Medallion at the advantageous prices indicated here because our plan of selling you direct-by-mail has substantially reduced marketing cost by abolishing the weekly "expense account" of travelers.

Get a Sample Set

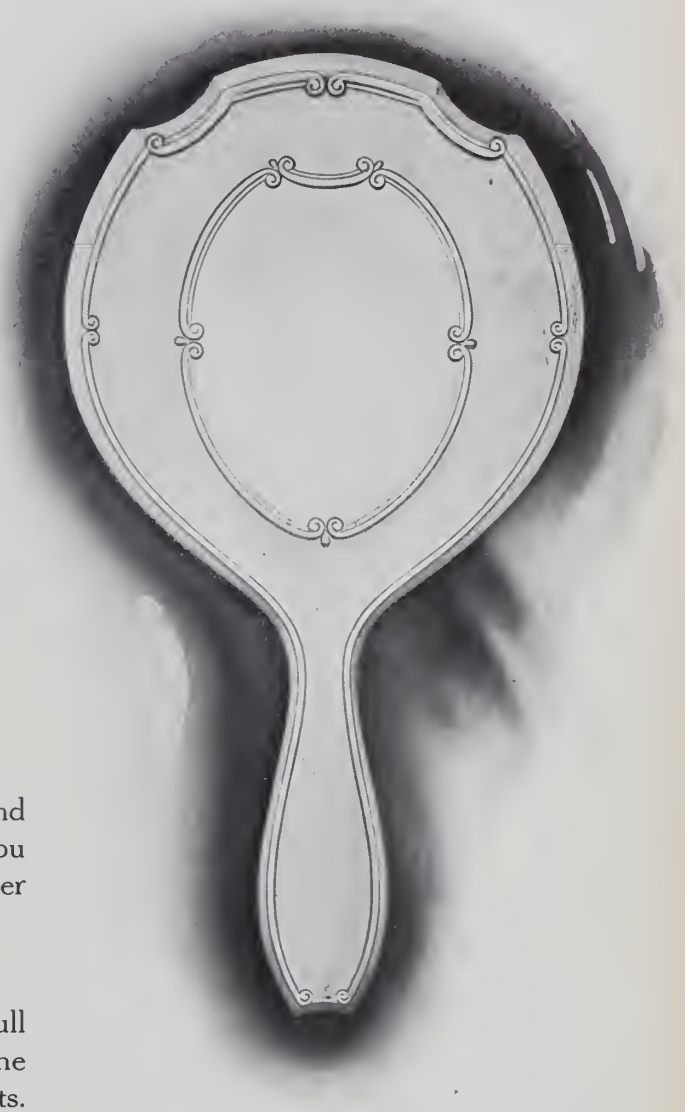
It will certainly pay you to have at least a sample set of the Medallion in stock, and as the demand is already heavy — place your trial order to-day.

We will ship at any time convenient to you. And agree that you can return it — at our expense — if you don't believe it one of the greatest values you've ever bought.

Or Write for Catalogue "C"

Our new 72-page book, containing fifteen heavy full sized toilet ware models and other trade winners for the holidays at prices that show you 15 to 20% larger profits.

You should examine this book before ordering Fall goods. As the edition is limited, send in your name on a postal—now.



3595
One-half actual size.
HAIR BRUSH, COMB AND MIRROR
Plain, as illustrated, $20 Beautifully Engraved, $27
Prices subject to Jewelers' Circular Key.

CHOOSE More Goods for the Same / The Same Goods for Less **MONEY**

Woodside Sterling Company

170 Broadway **New York**

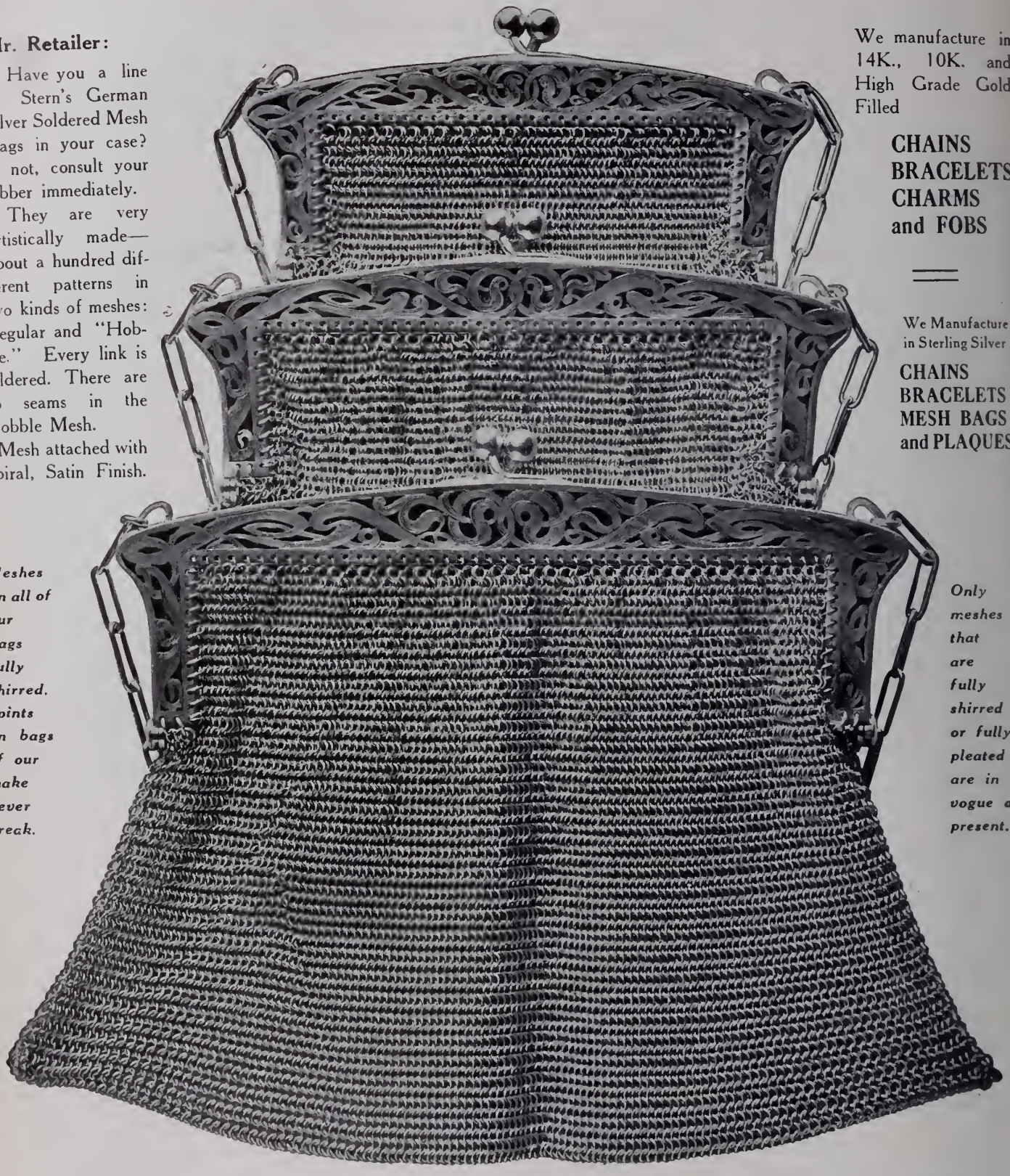
STERLING AND GERMAN SILVER MESH BAGS

Mr. Retailer:

Have you a line of Stern's German Silver Soldered Mesh Bags in your case? If not, consult your jobber immediately.

They are very artistically made—about a hundred different patterns in two kinds of meshes: Regular and "Hobble." Every link is soldered. There are no seams in the Hobble Mesh.

Mesh attached with Spiral, Satin Finish.



Meshes on all of our bags fully shirred. Joints on bags of our make never break.

We manufacture in 14K., 10K. and High Grade Gold Filled

CHAINS
BRACELETS
CHARMS
and FOBS

We Manufacture in Sterling Silver

CHAINS
BRACELETS
MESH BAGS
and PLAQUES

Only meshes that are fully shirred or fully pleated are in vogue at present.

Illustrations above will give you an idea of a few of our patterns. Illustrations are about ⅞ actual size, and show 4½-, 5½-, and 6½-inch bags. These frames are hand-pierced.

Send for our 100-page Sterling Mesh Bag Catalogue

Sold through the Jobbing Trade Only.

LOUIS STERN & COMPANY

Makers of Chains, Bracelets and Bags

Sold through the Jobbing Trade Only

New York Office: 15 MAIDEN LANE

158 Pine Street, PROVIDENCE, R. I.

We Manufacture the Most Extensive Line of

STERLING SILVER

MESH BAGS and PURSES



A Favorite Number—made in 5 sizes, 3½, 4, 5, 5¼ and 6¼-inch, with Plain, Engraved or Engine Turned Frame. Many Other Attractive Styles

PLEASING DESIGNS—QUICK SELLERS—GOOD VALUES

Write To-day for Prices or Selection

REAL GUN METAL BAGS
Long Chains
Cigarette Cases
Novelties

STERLING SILVER CHAINS
Plain
Fancy and
Snake Patterns

ERNST GIDEON BEK

Factory: Pforzheim, Germany

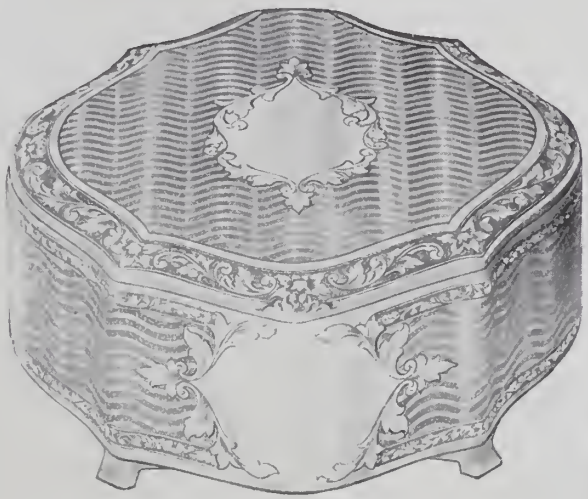
35 Maiden Lane, New York


REAL GUN METAL MESH BAGS
"THE QUALITY'S THERE"
Each bag shown in cut is *actual* size, and made in regular mesh (like cut), extra fine mesh, accordion and extra fine accordion weave.
OPPENHEIMER-BRUSSEL
IMPORTING COMPANY
Flatiron Building
NEW YORK
Write Now For Our
Catalogue "B"
7004 —5 in. Top
7012 —4 " "
7011 —3¼ " "
7010½—2¾ " "
8027 —8 in. Top
7007 —7 " "
7006 —6 " "
7005 —5½ " "

HOMAN TOILET WARE
THE DISTINCTIVE LINE



No. 3427. JEWEL BOX



No. 3419. JEWEL BOX

THESE are two patterns selected from a large assortment of Jewel Boxes, which we have made in various sizes, both with and without locks, to match our new designs in Toilet Ware. In these Jewel Boxes, the new styles of design originated in our Toilet Ware have been closely followed, and as indicated in the illustrations, the results are extremely effective, and the assortment is the most attractive on the market.

Besides Jewel Boxes, we have made to match our new Toilet Sets, Puff Boxes, Hair Receivers, Collar Buttons, or Trinket Boxes, etc.

All new productions will be shown in supplementary catalogue available for distribution September 1st.

The Homan Manufacturing Company

Office, Factory and Salesroom:
Cincinnati, O.

New York Salesroom:
15-17 Maiden Lane

Boston Salesroom:
373 Washington Street

Chicago Salesroom:
Silversmiths Bldg.

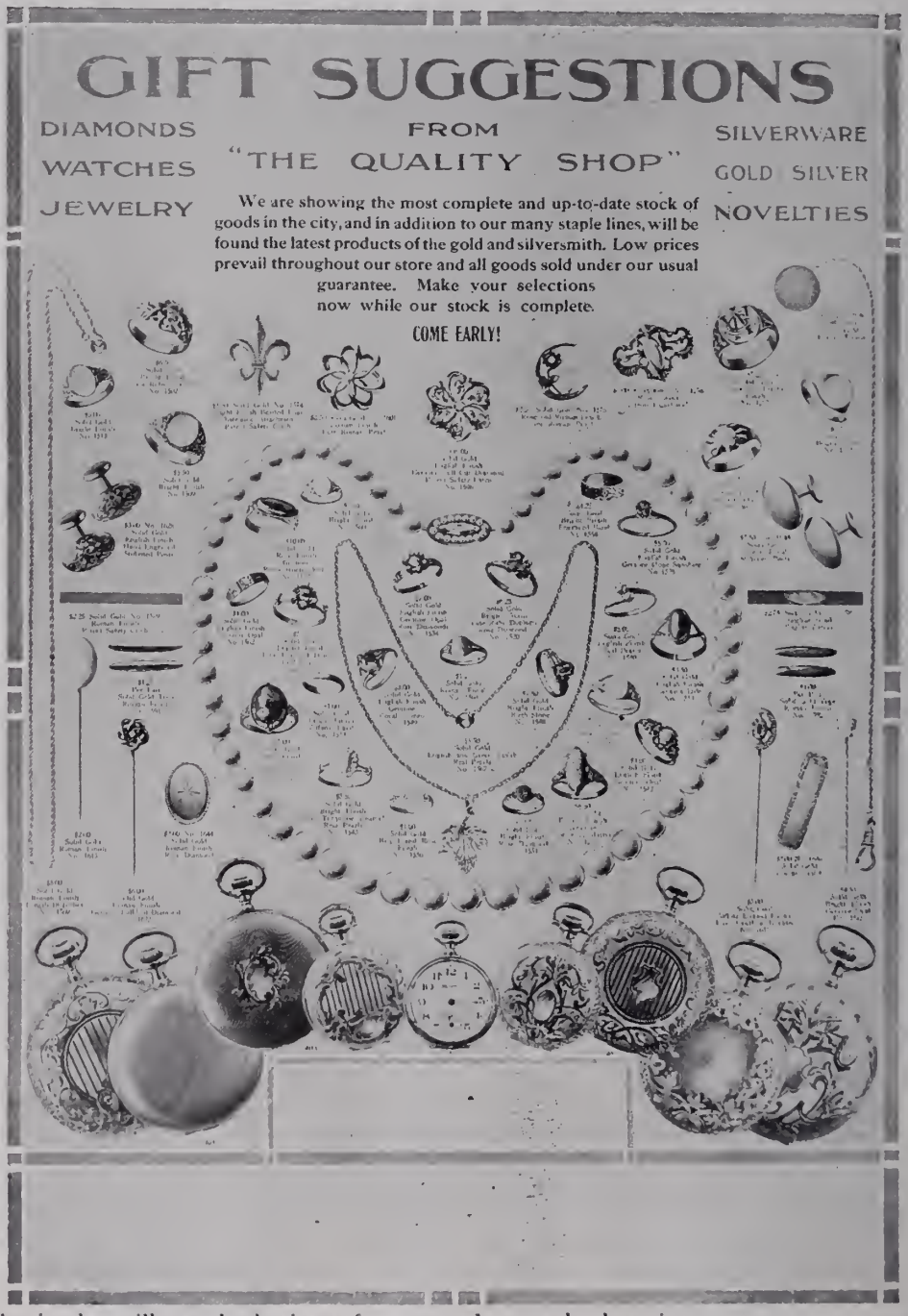
Maximum Results at a Minimum Cost

can be obtained from the use of our large four-page circular. This illustration shows the attractive first page (reduced), actual size, 11½x16¾ inches

SPECIAL VALUES AT LEGITIMATE PRICES!

OUR CATALOGS AND CIRCULARS are conceded by the trade to be the most attractive and practical advertising mediums on the market to-day. Remember:—All our goods are of the highest quality—the kind that create satisfied customers.

LET US DEMONSTRATE THE PRACTICABILITY OF OUR UNIQUE "SYSTEM."



THE LARGE MAIL ORDER HOUSES

ADVERTISE IN YOUR TERRITORY BECAUSE THEY FIND IT PAYS.

This business rightfully belongs to you and you should make some effort to retain it. If your store will not warrant using a catalog, on account of the expense, don't forget "the best low priced advertising medium" obtainable—OUR CIRCULAR.

OUR SYSTEM IS ADAPTED TO ANY LOCALITY.

This circular will get the business for you and prove the best investment you ever made

SPECIAL PRICES IN LARGE QUANTITIES

WRITE US FOR SAMPLES AND PARTICULARS

WE SELL NO GOODS AT RETAIL

THE WAGNER, GILGER, COHN CO.

THE SIGN OF DEPENDABILITY G W C

WHOLESALE JEWELERS *CATALOG BUILDERS*

416-417 HIPPODROME BLDG. CLEVELAND, OHIO.

WE CHAMPION THE CAUSE OF THE RETAILER

Jobbing Accounts Solicited from Legitimate Jewelers

BRISTOL SILVER

"NEXT TO STERLING"

Our men are now out. They will be glad to show these designs, together with seventeen other patterns of

Brush, Comb and Mirror Sets

The majority can easily be retailed for $5.00 and net a good profit.

In addition we make to go with these sets **Military, Cloth and Hat Brushes, Whisk Brooms** and a complete lin of **Manicure Articles.**



No. 4210



No. 4130

DON'T NEGLECT TO SEE OUR LINE OF TRAVELERS' COMBINATIONS, CIGARETTE CASES and MATCH BOXES

Illustrations ⅓ actual size.

BRISTOL SILVER is a fine white metal resembling sterling silver and not easily dented—the only real substitute for sterling.

BRISTOL JEWELRY CO.

Silversmiths and Makers of Sterling Plated Ware, Leather Fobs, Mesh Bags, Novelties, Etc.

Attleboro, Mass.



COMPETITION WITH STERNAUWARE IS NOT IN SIGHT

This motor-boatman is a type of the successful, prosperous, go-ahead dealer, smart enough to realize that there are more kinds of profit than one in handling the various lines of STERNAUWARE, comprising Coffee-Machines, Chafing-Dishes and their Accessories, Tea-Pots, Alcohol Stoves, Trays, Refreshment Sets, Bathroom Fixtures and other beautiful and useful articles particularly described and finely illustrated in our new BLUE BOOK, which any dealer can have on request. Competition soon drops far behind such a dealer, and he needs strong glasses to see it at all. You really ought to be familiar with the novelties included in our Fall line which the BLUE BOOK—the latest catalog of Sternauware—tells about.

S. STERNAU & COMPANY

New York Showrooms
305 Broadway
N. W. Corner
Duane Street

MAKERS OF
STERNAUWARE
COMPRISING

Office and Factory
195 P'ymouth St.
BROOKLYN
N. Y.

Fancy Teakettles, Chafing-dishes and their Accessories, Coffee-machines, Trays, etc.

HARRISON
Umbrellas
and Walking Sticks

We have for many years been credited by the Jewelry trade with making by far the MOST ARTISTIC and BEST SELLING line of MOUNTED UMBRELLAS and WALKING STICKS in the country.

This Season's Productions exceed all our former efforts in beauty of design, workmanship and finish.

Trade-Mark

W. W. HARRISON CO.

Makers of
Umbrellas and Walking Sticks
OF THE BETTER SORT
5th Ave., Cor. 34th St. NEW YORK

Established
1876

LOCKET HANDLE
AND
VANITY HANDLE
With Powder Puff

THE LATEST UMBRELLA NOVELTIES



¶ Sentiment is a valuable aid to serviceability in the sale of articles for personal use. An ideal combination of both is found in the new umbrella with locket handle.

¶ The large illustration shows the handle with locket closed. The small illustration shows the head of handle with locket open.



¶ Serviceability is emphasized in our new Vanity Handle with powder puff, which works on the same principle as the Locket Handle.

¶ These ideas will appeal forcibly to all umbrella purchasers and irresistibly to the many who purchase umbrellas for gifts. These novelties are especially adapted for the umbrella stock of jewelers with refined and discriminating customers.

Perfect Detachable Handle Umbrella

which the trade have found the best seller in the umbrella line. Our patent covers the detachable feature in a manner greatly superior to all others, which we can prove to you and which you can readily explain to customers. We sell it to the jewelry trade exclusively.

Catalogue sent upon request

OUR GOODS ARE PUT IN FINE INDIVIDUAL CARTONS

¶ OUR SALESMEN visit every part of the country, and if you will write us at the Baltimore address, we will arrange to have you see these styles that have been made *exclusively* for the jewelry trade or we will send samples express prepaid.

Siegel, Rothschild & Co.
BALTIMORE and NEW YORK

"Sale-Compelling" Line of Sterling Novelties and Staples

¶ Because EVERY ARTICLE has TWO WELL-DEFINED factors no keen retailer should overlook: First — originality and worth at moderate cost, thus appealing to consumer; Second — has a fine profit for the dealer.

¶ We have been in the trade fifty years. Isn't it reasonable to suppose we know HOW to make a line that is PAR EXCELLENT? Well, we do, and it is not egotism to state our line is second to none and dependable in every particular.



No. 10—7234 Sterling Mayonnaise Set

Can Be Retailed at $5.75

Blake's Silver Novelties and Staples not only sell IN THEMSELVES, but will brighten up your other stock.

Our Latest Catalog

is replete with articles you should have. You will need this catalog in your buying and we want you to have it.

Write for one and do it now!

JAMES E. BLAKE CO.

Silverware bearing this trademark denotes sterling silver 925-1000 fine.

Manufacturers of Sterling Silver

Toiletware, Manicure Pieces and Sets, Sandwich Plates, Cups, Jam Jars, Strainers, Hollowware, Casters, Lemon Dishes, Salts and Peppers, Condiment Sets, Candlesticks, Novelties, etc., in Sterling Silver, are illustrated, explained and priced in our Catalog, which we will send to you upon request.

Attleboro, Mass.

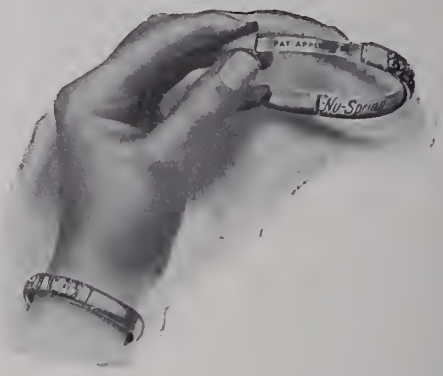
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910 Heyworth Bldg.

New York Office
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San Francisco Office
717 Market Street



Nu-Spring



Highest Grade Rolled Gold Plate Stock, Superior Workmanship, Exclusive Chased and Stone-Set Designs. Warranted by A. C. Co.

Sold Through Jobbers Only

Attleboro Chain Co

Main Office
Attleboro, Mass.

New York Office
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COLONIAL DAME BRACELETS

MADE IN FOUR WIDTHS—⅜″, ½″, ⅝″, ¾″



60/292 60/268





64/279 64/303

Ask Your Jobber for "The Line of Quality"

LOCKETS
BRACELETS
FOBS

LOCKET B CO Trade-Mark

BLISS BROTHERS COMPANY

Attleboro, Massachusetts

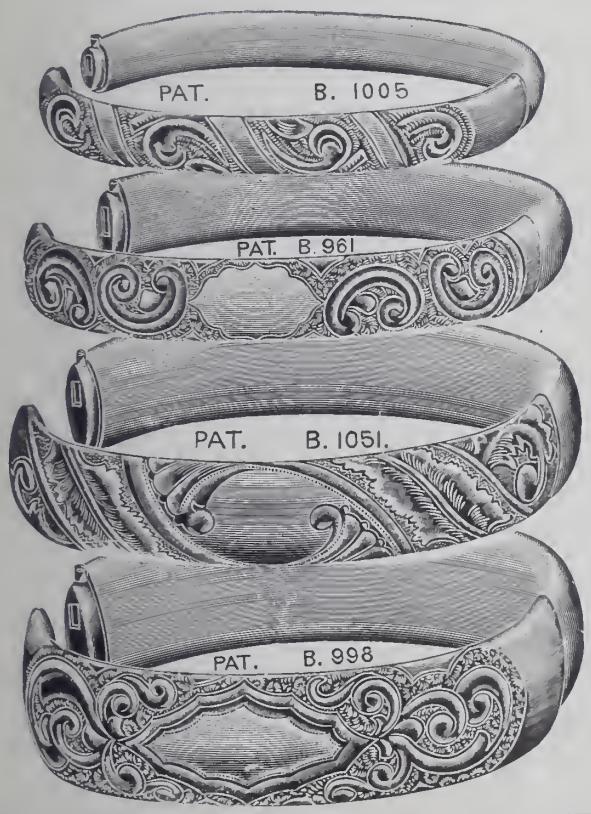
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Silversmiths' Building, New York City
Chronicle Building, San Francisco, Cal.

TRADE-MARK

CHARMS
SCARF PINS
BUTTONS



BATES & BACON, Attleboro, Mass.



NEW YORK, 9 Maiden Lane
CHICAGO, 103 State Street

MAKERS OF

High Grade Gold Filled Chains, Lockets and Bracelets

We illustrate a few new Patterns of our High Grade Gold Filled Bracelets, made in seven sizes oval Tubing from 1/4, 5/16, 7/16, 1/2, 9/16, 3/4 and 1 inch, same quality stock as when first put into our line, and every Bracelet guaranteed.

We make any wrist size desired.

STERLING SILVER RINGS



To retail from 25c. up. Samples upon application

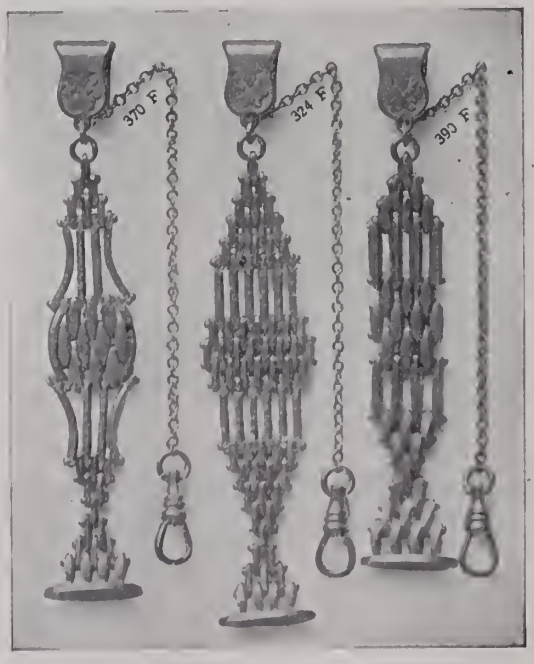
RHODE ISLAND RING CO., 21 Eddy Street, Providence, Rhode Island

Let Us Send You a Selection of Our New Goods

We Are Manufacturers Direct to the Retail Trade

Mr. Retailer, did you ever stop and consider what that means? Only one reasonable profit to pay, and the maker of the goods to hold responsible for quality and workmanship. We have been selling the retail trade for over ten years, and can refer you to many of the best jewelers in the country as regards our methods, prices and satisfaction.









Bracelets
Chains
and
Fobs

in One-tenth and Quarter Gold are our specialty.

We will gladly send you our prices and solicit a trial order. May we send them today?

A & Z CHAIN CO.

116 Chestnut Street, PROVIDENCE, R. I.

NEW YORK CHICAGO KANSAS CITY SAN FRANCISCO

HAVE YOU SEEN OUR SOLID GOLD CHAINS, SCARF PINS, LA VALLIERES, ETC.?



Quality *Finish*

PROVIDENCE STOCK CO.

100 Stewart Street
PROVIDENCE, R. I.

"THE AMORITA" BRACELETS

Look for
PR-ST-CO
Stamped on swivels and
spring rings of all
our chains.

Our initial or trade-mark on
all of our manufacture



Insist on your jobber showing you our

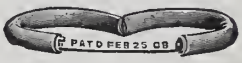
CHAINS, BRACELETS, FOBS, Etc.

Made of High Grade Gold Filled, Wear-Resisting Stock



Amorita

Look for ⟶ ♡ ⟵ Trade Mark
on Bracelets



Amorita

"Hold-On" Clutch



WARNING

On Wednesday, June 28, 1911, the Circuit Court of the United States, Southern District of New York, sustained the validity of the Fischer re-issue Clutch patent, as well as of the Goldsmith Design patent, under which the "Hold-On" Clutch is made, and directed a decree of injunction accordingly.

All dealers are notified not to handle scarf pin protectors which infringe either or both of said patents, as all infringers will be prosecuted.

Discriminating Jewelers who Pride Themselves on Quality Handle Only the Best

The "Hold-On" is the BEST—and has been since 1902 —why handle imitations?

Every "Hold-On" Clutch is guaranteed by us—note the finish and workmanship

"HOLD-ON" CLUTCH CO.

C. P. GOLDSMITH & CO.
85 John Street, NEW YORK



Made in Four Sizes

"SWAN SAFETY"

The Pen of Quality

We take pride in procuring the best of materials—Employing the most skilled of workmen and selling pens of the highest quality and finest finish. We are proud of our goods. You are proud of your store. Our pride will be mutual if you sell the

'SWAN SAFETY'

Interest Your Customer. Carry a Swan Safety in your lower vest or trousers pocket—up side down, it can't leak—Your client's interest is at once aroused when you take it out—unscrew the cap by a turn or so—and your customer sees it is quite clean and dry. Touch the pen to paper. It starts at once. It must do because the "Ladder" under feed and Gold top feed holds the ink always at the point, but never lets it blot. **Show the feed and show the cap.**

INTEREST YOUR CUSTOMER

Write for a $2.50 Swan Safety to Test. **Quality and Handsome Profits**

MABIE TODD & CO.

17 Maiden Lane, New York **209 South State Street, Chicago**
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Each Size In Three Lengths



"PARISIAN IVORY"

FRENCH CELLULOID

Its growing popularity has made it a most desirable addition to a Jeweler's Stock.
A visit of inspection will be of interest. There are big profits and quick sales in this new line.
We have an unlimited variety of Toilet Articles, Photo Frames, Clocks, Desk Requirements and Novelties.

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TRADE MARK

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Belscript Monograms Made While You Wait

¶ With **The Belscript System** the jeweler is enabled to make any monogram while his customer waits. Simplicity, beauty and finish insure the closing of the sale then and there.

Samples
SENT ON MEMO.
AT OUR EXPENSE

JOSEPH L. HERZOG & CO.,
Succeeding Louis Kaufmann & Co.

Makers of LK Rings
(Reg. U. S. Pat. Office.)
45-51 Rose Street, Cor. Duane, NEW YORK

Purchase reliable merchandise at legitimate prices and you will make your business a big success. Every article manufactured by us is guaranteed.

Ask For Bigney's
"Mirror Finish" Chains

Send For One of Our Velvet Gold Embossed Banners



S. O. BIGNEY & CO.

New York Office: 3 Maiden Lane

Attleboro, Massachusetts



Any Month

is a good month to lay in a line of our "Sellers," but this is an especially desirable time to stock up with the many new patterns our factory is turning out. You will get the benefit of the complete assortment and gain many additional sales by the proper display of those Sellers.

Whatever is new and desirable in gold jewelry can be found, moderately priced, in the line bearing "The imprint of The Rose," the Trade Mark of quality and excellence.

Henry Freund & Bro.

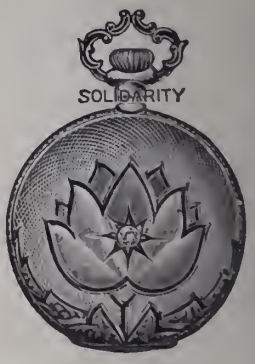
"Sellers of Sellers"

71 Nassau Street, New York

Elk, Eagle and Moose Goods a Specialty

SOLIDARITY—"The Case That Courts Comparison"

Mr. Retailer:



Flashy Dashy gold cases are never stamped "SOLIDARITY."

SOLIDARITY CASES have a rich artistic appearance which, often more than salesmanship, effects the sale of a watch.

They are the BETTER CASES for the BETTER JEWELERS.

SOLIDARITY CASES are somewhat hard to get, but they are ***worth the getting,*** at any reasonable effort. A selection package may be had for comparison

THROUGH YOUR JOBBER

SOLIDARITY WATCH CASE CO.

(Established Over a Quarter of a Century)

54 Maiden Lane - NEW YORK

D. E. D. McMURRAY, President LOUIS J. MONTAGNON, Sec'y-Treasurer JOHN W. SHERWOOD, Vice-President





¶ An appetizer of real HANDEL LAMPS, desk size. Attractive beauties for your window, making exquisite wedding presents, having class and originality. Sell readily at 100% profit. We guarantee them to your entire satisfaction. ¶ The assortment figures $24.70 including packages, f. o. b. Meriden, if remittance with order, $22.50. Our rational advertising is producing wide interest in our line. A copy of our booklet, "Suggestions for Good Lighting," which is mailed to inquirers, will be forwarded to you upon request.

New York Showroom
No. 64 MURRAY ST.

The Handel Co.

Office and Factory
398 East Main St.
MERIDEN, CONN.



The Lady Baltimore

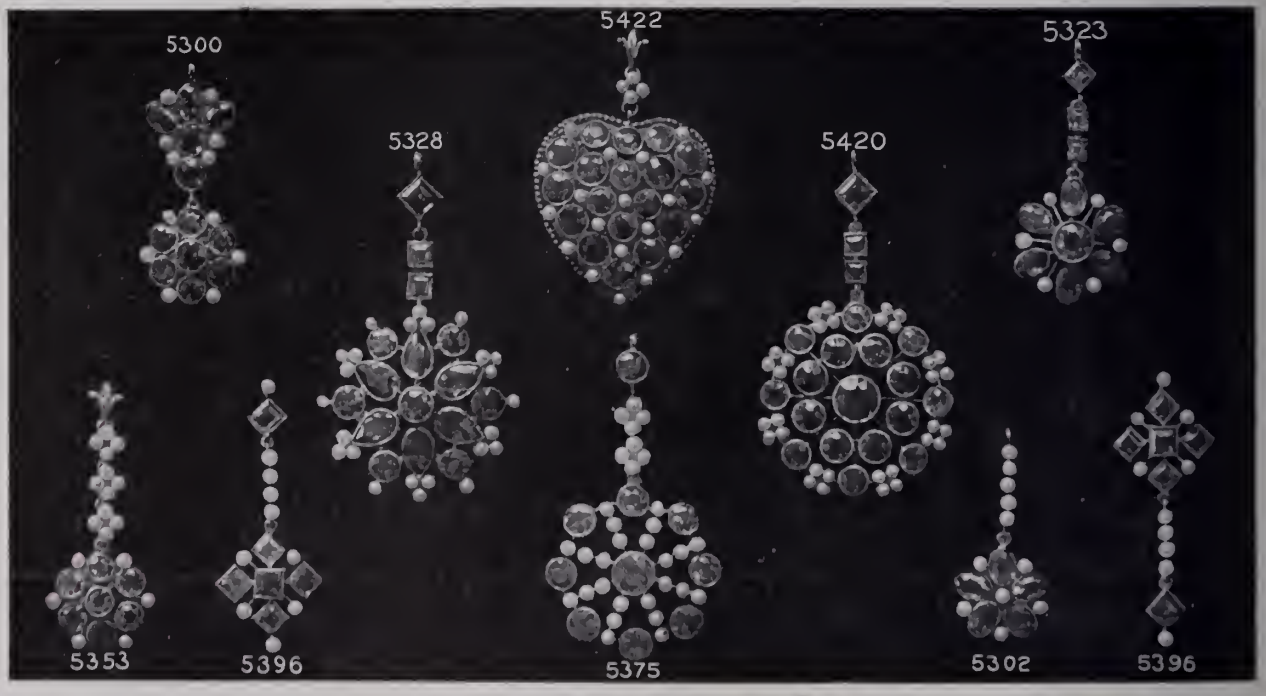
DOUBTLESS the most exquisite and beautiful Sterling Silver Toilet Ware pattern that has been offered the trade in years.

Send for Catalog showing the La Pierre Toilet Ware productions for 1911.

La Pierre Mfg. Co.
Silversmiths
Show Rooms, 7 West 34th St. New York *Newark, N.J.*

AN ENTIRELY NEW LINE OF AMETHYST PENDANTS

INEXPENSIVE



VERY DAINTY

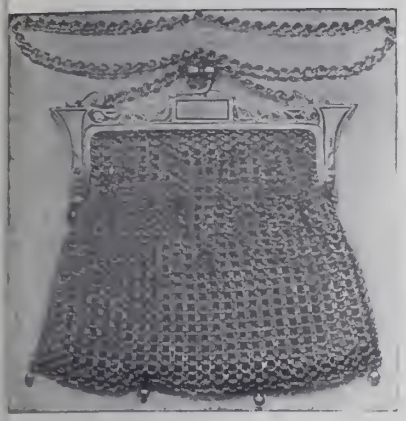
Send for Selection Package on Memo.

C. A. BRIGGS, Pres. R. S. BLAKE, Treas. C. S. TROW, Sec.

WILLIAM L. SEXTON & COMPANY

INCORPORATED

FORTY-NINE JOHN STREET, NEW YORK

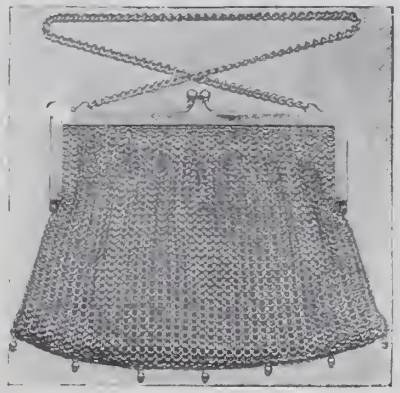


"Most-Durable"

MESH BAGS

In Sterling and German Silver
Soldered Ring Mesh

CHEAPEST ON THE MARKET



"Thin-Model" Toilet Sets that Compel Sales

"Thin-Model" Novelties

that sell quickly at a good profit to you. They fill the consumer's insistent demand for Vanities, Cigarette Cases, Match Safes, Coin Holders, Pierced Wares, etc.



Royal (Etched) Five-Piece Toilet Set No. 125

Your Advantage

Get early sales by purchasing at once our creations — they sell. Place your orders with us now, insuring prompt delivery.

A trade-mark in itself never made a line *good*. But this trade-mark is the synonym for value and workmanship.

We manufacture for the Wholesale Trade only. Send to-day for our Illustrated Catalogue.

EASTWOOD-PARK COMPANY

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NEWARK LEADS THE WORLD

Krementz & Co.
Platinum and 14-K. Diamond and Enamel Jewelry
Krementz Bodkin Stud and Vest Buttons

Crane and Theurer, Inc.
TRADE MARK 13-15 Franklin St.
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Guaranteed in Every Respect
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Makers of Gold Bar Pins with
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10-K. Jewelry — In make and finish unsurpassed by goods of any higher quality
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New York Office 64 Nassau Street

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Artistic 14-K. Gold Jewelry, Novelties and Silverware
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Also Special Work from Designs
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The Up-to-Date 10-Kt. Line
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Specialties—Boxes, Cigarette, Vanity and Card Cases
In Gold and Silver
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In Making High Grade Jewelry

It takes but 25 minutes from Maiden Lane to reach this fountainhead of the industry where all your wants can be supplied in

14-K., 10-K. Gold, Platinum, Diamond Goods, Silver Novelties and Silverware.

When coming East to buy for Fall, stop off at Newark, or run over from New York.

Get the pick of the new things, and bear in mind that

"NEWARK-MADE"

is a synonym for artistic design and right value.

Link & Angell, Inc.
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Makers of Profit-making
Distinctively Designed 14-K. Jewelry
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Maker of Fine Sterling Goods, Novelties
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STROBELL & CRANE
Bracelets, Lockets, La Vallieres
Plain, Engraved, Jeweled
Ladies' and Children's Rings, Scarf Pins, Tie Clasps
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READY TO SET
Crown Quality Ring Mountings
Made in Gold and Platinum
Arch Crown Mfg. Co.
Camp and Orchard Streets
EASY TO SELL

Krementz Bodkin-Clutch Studs and Vest Buttons

They go in like a Needle



And hold like an Anchor



Here are two of the many attractive styles, in the more expensive grades:



Send for Booklet "Solid Facts"

KREMENTZ & CO.

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NEW YORK: 286-288 Fifth Ave. **SAN FRANCISCO: 722 Shreve Bldg.**

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Selling Agents to Jobbing Trade for U. S. and Canada



Pitcher No. 3290/49
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Among President Taft's Gifts

Was This Pitcher and Tray

They are part of our NEW COLONIAL Service in which we make everything from Tea Set to Salt Cellar

Our Designs .. .. ..
Our Goods .. ..
Our Business Methods
} **Are Correct**

AND WE INVITE YOUR TRADE

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SILVERSMITHS

Office and Factory, 142 West 14th Street, New York



TRADE 14 MARK

OSMUN-PARKER MFG. CO.

MAKERS OF

Fine Pearl and Diamond Goods

338 Mulberry Street

NEWARK, N. J.



We furnish Designs and Estimates on

Fine Diamond Mountings

Platinum Work a Specialty

ISRAEL EFRUS

47-49 Maiden Lane, New York



SPECIALIST

in

Black Onyx Mourning Jewelry

Also an Attractive Line of

Necklaces in Coral, Amethyst Fancy and Black Onyx and Pearl

SAMUEL LAWSON

19 John St., New York **Established 1863**



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We beg to announce the opening of our new Sample Room at 38-40 West 33d Street, New York. Import orders only.

FOREIGN ART NOVELTIES OF EVERY DESCRIPTION

Geo. O. Street & Sons

ESTABLISHED 1837

SIGNET RINGS

TRADE S MARK

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NEW YORK

The Bowden Rings

ARE COMPLETE IN VARIETY, CORRECT IN QUALITY AND PERFECT IN FINISH. WE MAKE EVERY VARIETY OF FINGER RINGS

J. B. BOWDEN & CO.,

15, 17, 19 Maiden Lane, 2d Floor NEW YORK.

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ESTABLISHED 1841 BY A. CARTER

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H. L. FARROW

CARTER, HOWE & CO.

MANUFACTURERS OF ARTISTIC—SALABLE—RELIABLE

GOLD JEWELRY

TRADE-MARK

TRADE-MARK

INCLUDING THE MOST COMPLETE ASSORTMENT OF

Vanity Cases, Mesh Bags and Purses in Gold and Silver, plain, engraved, engine-turned and etched designs.
All styles of Fancy Design Chains for Men and Women in 14 Kt. Gold and Platinum, including Lapel Chains, also Sautoir Chains in Fancy Enamels with Lockets to match.
Large variety of Lorgnettes in 14 Kt. Gold and Sterling Silver.

9-11-13 Maiden Lane, NEW YORK

Factory: NEWARK, NEW JERSEY



Our New Factory Has Been Completed and Our Full Line is Now Ready

During the Summer months we have practically built a new factory, having thoroughly overhauled and enlarged our plant for the manufacture of

14K Gold, Platinum and Jeweled Mesh Bags
Vanity Cases, Cigarette Cases, etc.
Also Sterling Silver Mesh Bags

This has become necessary due to the popularity of the Trade Mark, which is a synonym for skillful workmanship, careful finish, artistic designs and plump quality.

BELINE & GLASSER, *Silversmiths and Goldsmiths,* **1352 Bryant Ave.,** Entrance on Jennings Street, Bronx, New York City

Subway to Freeman St. Station

Telephone, 3127 Tremont



Three things woman wants most

are combined in these bow-knot brooches: artistic jewelry, a bit of dainty ribbon, and the opportunity to change it at will, thus matching any dress or complexion.

The ribbon background of these sellers is easily removed.

Not to have them in stock means many a sale missed. We will gladly send you a selection package.

14 K
Trade-Mark

A. J. Hedges & Co.

Makers of 14-Kt. Jewelry

12-16 John Street, New York

All New Goods



All New Prices

Amethyst, Garnet or Topaz Centres		Diamond Centres		Diamond-shaped Amethyst, Garnet, Topaz or Rec. Ruby	
$3.25	$3.25	$6.	$6.	$4.	$4.50

Only Manufacturers of the **Individual Chain Key-Ring**



Made in 14-Karat 10-Karat & Silver

Compare the above all 14-Kt. goods in design and price with any *14-Kt.* La Vallieres on the market. This is merely an example, by no means a "Leader," of our popular line.

FREDERICK & CO.

MANUFACTURERS OF A GENERAL LINE OF

14-KARAT JEWELRY

OFFICE: Clinton and Beaver Streets, NEWARK, N. J.

TRADE MARK

OSMERS, DOUGHERTY CO.

MANUFACTURING JEWELERS

TRADE MARK

291-293 Seventh Avenue, bet. 26th and 27th Sts. ('Phone 913 Madison) NEW YORK



SEED PEARL

Necklaces, Collars, Bracelets, Ropes, Bayaderes, Sautoirs, Brooches, Pendants, etc., also loose in all sizes and qualities.

ORDER AND REPAIR WORK of all kinds executed by skilled workmen

Coat Chains

Plain and Fancy Links
10-K. Gold — 14-K. Gold
Gold and Platinum

14-K. Sautoir Chains

Plain and
Fancy Links

Jeweled and Fancy Link Lorgnette Chains

Waldemar Vest Chains

14-K. Gold
Gold and Platinum

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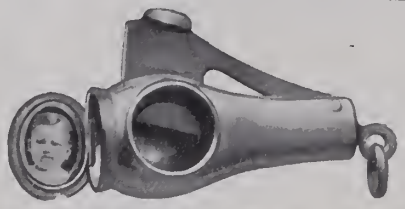
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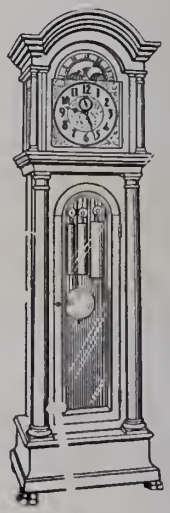


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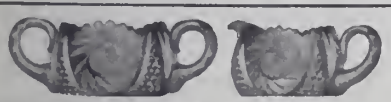
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The quality is such that they do not tarnish and their appearance make them sell quicker and it will be found in the end that, although the first cost of our goods may be a little higher than other concerns, in the end their cost will be less and your customer more satisfied.

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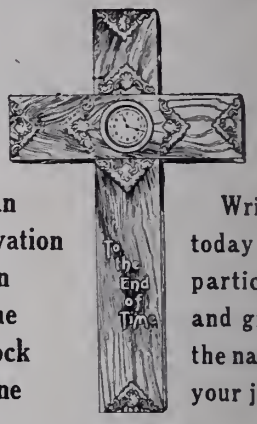
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Write today for particulars and give us the name of your jobber

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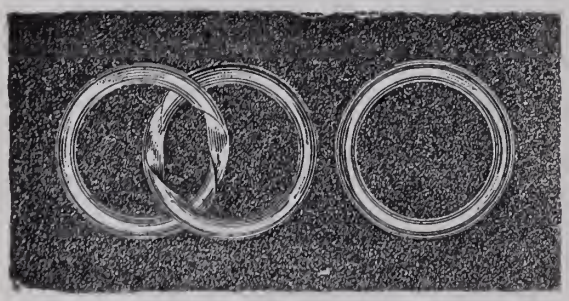
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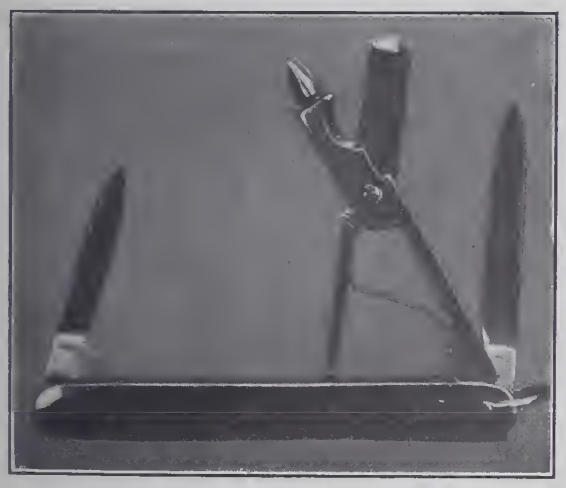
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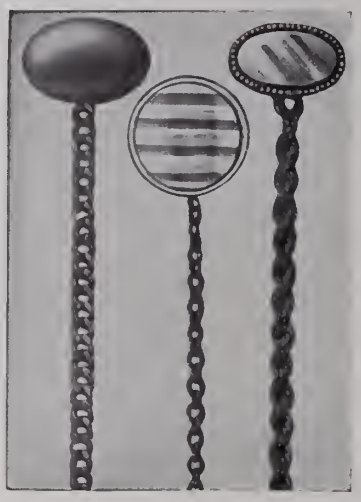
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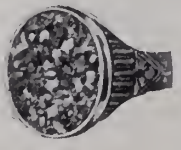
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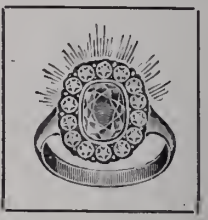
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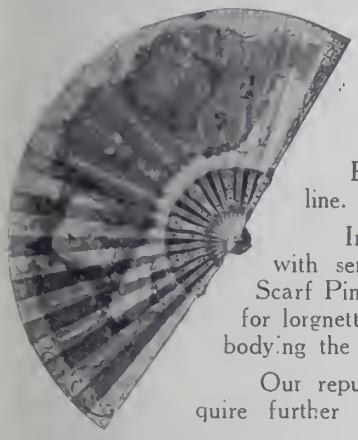


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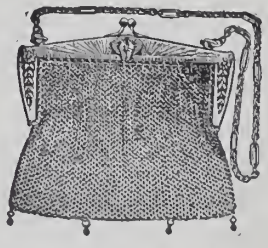
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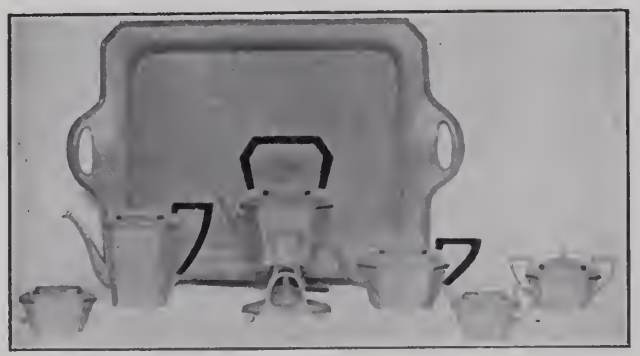
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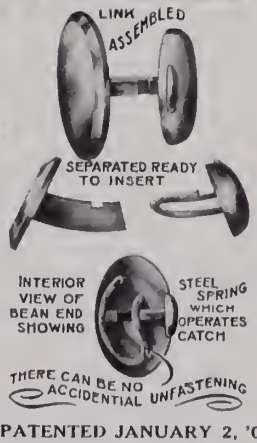








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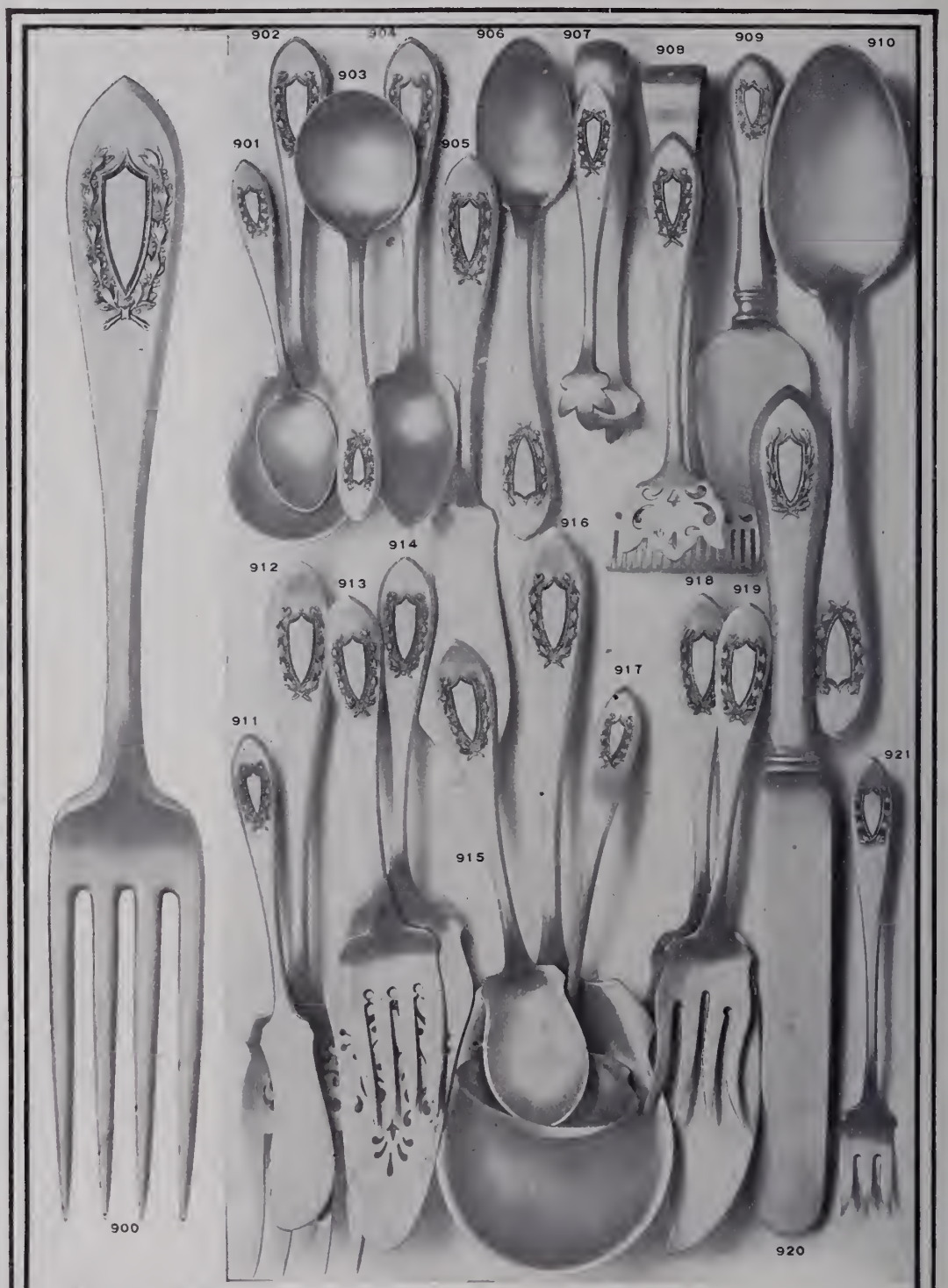
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VOL. LXII. WEDNESDAY, SEPTEMBER 13, 1911. No. 7.

Choice Gold and Silver Work in the Victoria and Albert Museum, South Kensington, London.

By Chas. A. Brassler.

ONE of the last of the important public functions in which his late majesty, King Edward VII., in royal state, took part, was in connection with the dedication of the new buildings of the famous South Kensington Museum in London. The great interest manifested by Prince Albert and Queen Victoria, his deceased father and mother, in this institution, which has been appropriately renamed in their memory the Victoria and Albert Museum, was shared by the late king, who on every occasion freely contributed of the works of art owned by the crown, to its exhibits and in every way gave evidence of his desire that it should be a worthy memorial to the intense interest his parents had ever manifested in the industrial and artistic progress of the nation and the culture of the British people.

The inauguration ceremony was described as one of the most impressive state functions that the late king participated in shortly before his death, various nations being represented by men famous in artistic circles or as connoisseurs, conspicuous among them being J. Pierpont Morgan, of New York, who has given practical proof of his interest in the institution by loaning to it many of his most valuable works of art. Indeed, his contributions constitute the bulk of the exhibits in the Loan Court (No. 41), in which all objects lent to the museum for exhibition have been collected.

The fact that the museum contains many articles in the shape of gold and silversmith work, jewelry, clocks, metal work, etc., in which our readers will be interested, is a sufficient reason for the devotion of a portion of our space to a brief history and description of the museum and of a few conspicuous articles included in its collections:

When the great exhibition of 1851, the first of a series of exhibitions, international in character and scope, the idea of which originated with Prince Albert, of Saxe Coburg-Gotha, the consort of Queen Victoria, its cultured and progressive promoter had in mind the creation of a permanent institution, not alone as a place of deposit and exposition of notable specimens of the products of the arts and industries, but as a means of encouraging their practical utilization as models for the industries and handicrafts connected with the decorative arts, by means of which their advancement and development would be aided and encouraged. With this object in view, a large tract of land was acquired at South Kensington, the surplus earnings of the exhibition and of appropriations made for it being used for the purpose; in fact, a very considerable portion of this select residence section was thus purchased.

At the close of the exhibition, many of the valuable objects it had been the means of bringing together were donated to or purchased by the Government, and for the reception of the collection of which this was thus made the beginning, there were erected a number of spacious buildings, constructed mainly of wood and iron, and having no pretensions to architectural beauty, and in June, 1857, they were thrown open to the public, with what proved to be the nucleus of the present magnificent collection of art objects, as the South Kensington Museum.

From time to time, additions were made to the group. A special building, for in-



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stance, was erected to contain the models and originals of famous British-patented inventions of a mechanical nature, and here, in the Patent Office Museum, as it



TEXTUS COVER COVERED WITH PLAQUES OF GOLD AND ENAMEL WORK AND PRECIOUS STONES.

was designated, was gathered a priceless and unique collection of the fruits of human ingenuity, ranging from the ponderous locomotives, built by Stephenson, to the tiniest specimens of the watchmaker's skill. The Museum of Natural History was subsequently transferred to South Kensington, and here also was located in a special building known as the Indian Museum a superb collection of works of art and articles of ancient and contemporary interest from British India, previously located in crowded quarters at Whitehall. Here, too, in specially erected buildings, the late king, on his return from a tour of the world he made while Prince of Wales, deposited for public inspection a rich collection of works of art, gold and silver presentation caskets, costly Masonic jewels, trowels, etc., commemorative of the laying of cornerstones for buildings in British possessions in all parts of the world, suites of ivory furniture, mounted and inlaid with silver and gold, bejeweled saddles, horse trappings, arms, etc., etc., presented to him by loyal native rulers, as the representative of the British queen, to whom he also brought from a grand durbar of Indian princes, as a token of their fealty, the title "Empress of India."

The inestimable value of the articles accumulated in the new museums made their retention in the temporary structures to which they were originally consigned inadvisable, and permanent buildings, for use as picture galleries, schools of art, exhibition structures, lecture theater, refreshment rooms, etc., etc., were successively erected. But although planned by eminent architects, and their interior arrangements were exceedingly practical, they were never anything much better than a miscellaneous collection of structures, hardly sightly, much less imposing, devoid of any harmonious character in their design, and entirely out of keeping with their precious contents.

The erection in the near vicinity of the magnificent Albert Memorial, the great Albert Hall, as a Temple of Music, and other edifices, public and private, emphasized the insignificance of the museum buildings, and it was finally determined to erect a suitable series of structures for the safe keeping and fitting display of the magnificent collection of art objects and historical relics that had been accumulated, by national purchase and by gift, bequest and loan, from public-spirited connoisseurs.

In 1891 a competition among six selected architects for a suitable design was inaugurated, Sir Aston Webb, R.A., being the successful competitor. In 1898 funds were provided for the buildings, and on May 17, 1899, Queen Victoria came in royal state and laid the foundation stone of the institution in which her husband had been so keenly interested. The buildings being far enough advanced for partial occupation, his late majesty, King Edward VII., as already stated, formally dedicated them in June of last year.

Fronting respectively 720 and 275 feet on two broad thoroughfares, the total length of the perimeter of the site is occupied by three stories of side-lighted galleries, the fourth floor galleries being top-lighted; the remainder of the site is covered with courts, lighted from above. The total length of the galleries is three-fourths of a mile, and, including the long gallery of two floors, that runs through the center of the building, the galleries are just a mile in length, while the top-lighted courts have a superficial area of 6,500 square yards, or nearly 1½ acres.

The design followed is free renaissance, as best admitting the introduction of the large amount of window space desired; the front is faced with specially selected Port-



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land stone, with red brick freely introduced in friezes and piers to conform with existing structures.

The scheme of sculptured decoration adopted for the facade includes statues of 32 famous British artists and craftsmen, while the two turrets that fill in the re-entering angles of the front end support the central lautern and are utilized for passenger elevators.

The main entrance is by way of a great portal, finished by an opening lautern having the outline of an Imperial crown to mark its character as a national edifice. Among the richly ornate sculptured decorations statues of Queen Victoria, King Edward VII. and Queen Alexandra, by famous artists, have been appropriately introduced.



THE FAMOUS GLOUCESTER CANDLESTICK. GILT. 12TH CENTURY.

From the main vestibule, which extends through two floors of the building, access is readily had to every part. The Long Gallery forms an easy means of communication with all the courts on either side, enabling a visitor to obtain a general view of the contents of the museum. All the courts on the north side are similarly connected, so that the visitor can readily pass from one to another. Such of the older parts of the museum as were considered worth preserving have been embodied in and linked up with the new buildings, the levels of which were skilfully adapted to the older structures.

As our illustrations will show, the new buildings are in every way worthy of the treasures they house, and comparable in beauty, dignity and magnitude with any similar structure in the world, while the interior arrangement and equipment leaves nothing to be desired. Every branch of decorative art is here represented, an admirable plan of classification and disposition making every object, in any class, readily accessible and plainly visible, while in the selection of the exhibits no effort has been spared and the resources of the State have been used ungrudgingly.

As might have been expected, there is a very fine display of metal work of all kinds, including specimens of the gold and silversmith and jeweler's arts of all periods. The gold and silversmith work, classified in periods, fills two divisions (31 and 39) of the South Court, and in division 38 is the display of jewelry, all disposed on the ground floor and handsomely arranged in suitable cases.

We have selected a number of articles for description and illustration as likely to prove of special interest to our readers. The collections include specimens of this class of work from the earliest periods to the present day, many of them priceless on account of their antiquity and historical associations. Where the originals themselves were not available, exact facsimiles have been obtained. It is, however, with the originals, the articles made from the precious metals by the artists themselves, that we propose exclusively to concern ourselves.

Carefully classified as to period and locality of production, school and style, the specimens in the museum, either by originals or facsimiles, illustrate the development of the goldsmith's art from the earliest periods of barbaric splendor to modern times and latter-day productions of the fost famous craftsmen showing to little if any advantage as to beauty of style and execution over the work of the artist-artisans of the medieval period, when feudal state and splendor were at their height and the skill of the goldsmith was in constant demand in the production of the vessels, ornaments, etc., that were regarded as its substantial embodiment.

The textus cover of oak (page 13), covered with gold, is one of the most interesting of these exhibits. It encloses a manuscript evangelium, or book, of the Gospels. The upper cover, probably dating from the 12th century, is overlaid with plaques of gold, enriched with cloisonné enamel work and precious stones, cut for the most part *en cabochon*. The central plaque is *repoussé* in relief with a figure of Christ in Majesty, one hand raised in benediction.

The portable altar, which also dates from the 12th century, is an excellent specimen of the ecclesiastical goldsmith work for which this period is famous. Many of these altars, many of them serving also as reliquaries, were made of solid gold, others of silver gilt, while the feet, or pedestals, were in some instances, of bronze.

Among the articles of elaborate workmanship, made for church purposes, the candlesticks occupy a prominent place, and there are several at South Kensington that are notable examples of skill in cast and wrought work. One of the most elaborate in existence is the famous "Gloucester" candlestick, so called from the place of its manufacture in England, and of which we present an illustration.

The material of which it is composed is a white alloyed metal, probably containing a good proportion of silver. It is one foot 11 inches high, with a triangular base eight inches wide, the straight stem being divided by three bosses or knops and surmounted with a satera or grease-pan of large proportions, in the bottom of which is the pricket, on which the wax candle is impaled. The whole surface is ornamented in high relief with boldly executed figures of men, monsters, dragons, etc., supported by pierced leaf and stalk work. In design and execution it shows great power and skill, and is regarded as one of the handsomest specimens of the metal work of this period. There are several Latin inscriptions worked into the design, one of which records the fact that the candlestick was presented by Abbot Peter to the Abbey Church of St. Peter, Gloucester. He became abbot in 1104, and the piece was purchased for the museum on the dispersion of the Soltikoff collection.



SALT CELLAR WITH COVER, IN SILVER GILT. ENGLISH.

Another very fine specimen of English silversmith work in the museum is a standing saltcellar with cover, hall marked for 1586-7 and formerly in use at Mostyn Hall, Flintshire, Wales. It is of silver gilt, cylindrical in form, the drum being decorated

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with strap-work panels and fruit *repoussé* interspersed with masks, animals and birds. The projecting top and base are similarly decorated. The cover displays three tiers of similar decoration, surmounted by a vase-shaped device, crowned by an acorn, the whole resting on three ball-and-claw feet and being 18½ inches high and 7¼ inches in diameter at the base.

(To be continued.)

Handsomely Wrought 14-Kt. Gold Medal to Be Donated Annually by Elgin National Watch Co.

THE Elgin National Watch Co., in addition to the large silver cup which it has donated to the Chicago Motor Club, will donate yearly a large 14-karat gold medal, of which an illustration is shown



HANDSOME MEDAL TO BE DONATED ANNUALLY BY ELGIN NATIONAL WATCH CO.

Both the cup and the medal are known as the Elgin National Trophy.

The cup, which is of sterling silver, and which stands over three feet high, is to be given to the driver of the automobile who wins the Elgin National Trophy race three years in succession. The medal is to be donated annually also to the winner of this race.

The medal, which is a fine example of the medalist's art, is oval in shape, measuring 4⅜ inches in length by 3⅛ inches in width. The obverse side contains a reproduction of the silver cup itself, embellished with a handsome border. The reverse side contains a wreath of holly and oak leaves.

The medal is of solid 14-karat gold, one-eighth of an inch thick and weighs seven ounces. It was made by C. D. Peacock and is valued at $500.

The total distance for the race for which the cup and the medal are given is 36 laps, or 305 miles, 204 feet.

Last year the race was won by Ralph Mulford, in a Lozier car, who averaged 62.50 miles an hour. He received the large Elgin sterling silver cup as a reward for being first in the 1910 contest.

Mr. Mulford therefore received the Elgin gold medal this year as a reward. This year the contest was won by L. Zengel, in a National car, who averaged 66.45 miles an hour. Mr. Zengel receives the silver cup for this event, and under the terms of the contract will have to win it three times in order to keep it. Failing to do this, he will receive a replica of the medal next year.

Proprietor of Union Optical & Jewelry Store, Denver, Colo., Arrested on Charges of Fraud.

DENVER, Colo., Sept. 6.—In the arrest of Ed Ankerson, proprietor of the Union Optical & Jewelry Store, 1522 17th St., and Isadore Halpern, his 17-year-old clerk, the police have declared war on alleged bogus opticians.

J. H. Acker and Geo. McCall, Kansas farmers living near St. Joseph, Mo., who, with their families, have been spending the Summer in Colorado, made the complaint on which Ankerson and his clerk were arrested. Two weeks ago the men were in Denver for a few hours and on their way up to the State capitol from the depot they passed the store.

The clerk, they say, accosted them on the sidewalk with a handful of picture postcards and succeeded in getting them inside. Then Ankerson offered to test their eyes free of charge. By operating several contrivances, it is alleged, he made them both believe they were on the very verge of blindness.

The only thing that would save them, they were told, would be some of his glasses. Before they left, Acker had parted with $7.50 for a pair of spectacles, and McCall, who had been bothered slightly with his eyes, was frightened into buying two pairs for $35, it is said.

Ankerson admitted recently to Capt. Frank Lee that he bought the glasses by the gross and paid about a dollar and a half a dozen for them. He also admitted having offered to take the two men to Bellevue Hospital in New York for treatment. As the hospital is a public institution, he asserted there was nothing misleading about that statement.

Capt. Lee sent both men back to jail after he had examined them. They will probably be arraigned in one of the justice courts, charged with obtaining money under false pretenses. Later in the morning, Solomon, a Larimer St. pawnbroker, and who owns the building in which the accused are located, appeared and attempted to bail them, but was unsuccessful.

Notes from the Bureau of Manufactures.

AN American consul in the United Kingdom reports to the Bureau of Manufactures that a business concern in the district is prepared to purchase to the value of about $10,000 pearl buttons known as Mississippi river buttons. These buttons are perforated, and the sizes are from 16 to 30 line (ligne). Further particulars may be obtained from the Bureau of Manufactures by submitting the file number, which is 7227.

An American business man writes the Bureau of Manufactures that he has had an inquiry from a foreign correspondent who wishes to get in touch with some reliable firm handling mother-of-pearl shells which can furnish good white nigger heads, and also yellow backed sand shell variety. He states that the firm must be absolutely reliable as regards quality of product, and good business will result if satisfactory arrangements can be made.

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The Phenomena of Gems.

By Leopold Claremont, in the *Jeweler and Metalworker*, of London.

PRECIOUS stones are valued and admired chiefly on account of beauty or absence of color and action upon light which we describe as brilliancy.

There are, however, certain gems which possess some peculiarity of appearance or some unusual property which entitles them to be included under the above heading. In some instances the phenomena add considerably to the importance of the gems as objects of decoration, and in others they are purely of scientific interest.

The beautiful series of corundum gems, of which the sapphire and ruby are members, includes the *asteria*, which is undoubtedly the most remarkable of all precious stones.

This gem, when cut in a certain direction of the natural crystal with a smooth convex surface, exhibits a bright shining star with six rays, diverging from the center to the circumference. Although the color of the gem may be gray, purple, blue or red, the star is almost colorless.

Occasionally an example of this variety of corundum will present a 12-pointed instead of the usual six-pointed star.

When this is the case the additional rays are less clearly defined and brilliant than the others with which they are alternated. The reason why some specimens of translucent corundum exhibit the phenomenon of asterism has not been definitely decided, but it is conjectured that the star is produced by an arrangement of long narrow channels of minute size, disposed to each other in three positions at an angle of 120 degrees and lying at right angles to the chief crystallographic axis of the crystal. To insure the desired effect of asterism the stone should be cut in such a manner that the surface of it is at right angles to this axis. The greater the degree of convexity is so the star is proportionately sharply defined, but if the crystal does not possess the peculiar internal formation necessary to reflect the star, it will not appear asteroid, no matter in what form it may be fashioned.

In rare cases a globule of liquid is found to be enclosed below the surface of asteroid corundum, and when the stone is cut it can be seen to move when the stone is handled.

A somewhat similar explanation has been made of the appearance present in several gem stones called chatoyance.

This phenomenon is believed to be caused by reflection of light upon innumerable minute tabular fissures, and in some cases crystals, lying in layers parallel to certain planes of the crystal.

In the mineral chrysoberyl, the chatoyance has the effect of a white shimmering spot or line of light across the yellow or green material of which the stone consists. A smooth convex surface is necessary to display the ray of light to advantage, which appears broad or narrow according to the degree of convexity with which the stone is cut. Those gems which show a straight line as narrow as possible, with the maximum of luster, are the most choice.

Owing to the resemblance of the ray of light to the eye of an animal, the gem is known as cat's-eye or cymophane.

There are several varieties of felspar which are chatoyant, and although they do not form gems of such importance commercially as the cat's-eye, they are nevertheless of equal interest. The potash of orthoclose felspar is almost colorless and transparent, and exhibits the chatoyance as a luminous spot of white or blue light in the center when cut in a certain direction *en cabochon*.

The size of the spot of light varies in proportion to the height of the stone, being largest and most diffused in flattish stones, and small in more pointed ones.

This gem stone is generally known by the appropriate name of moonstone, but by mineralogists it is called adularia.

A felspar possessing a somewhat similar phenomenon is the variety known as Labrador spar. The body of this stone is dull and of no decorative value, but it is illuminated with broad blotches of many vivid colors, such as flame red, orange, peach, peacock blue, and green when the light strikes it at certain angles. This mineral can be cut *en cabochon* so as to present a spot of brilliant light of similar character to the sheen of the moonstone, but the most pleasing appearance is obtainable by large flat surfaces.

Another felspar, called sunstone, displays internal spangles of bright copper color, caused by reflection of light upon minute plates of mica within the stone.

Garnets sometimes, when cut carbundular, exhibit a very fine but indistinct white ray of light across the surface of the stone, and tourmaline is chatoyant occasionally.

Some varieties of quartz contain parallel fibers of another mineral, which give rise to the effect of a silky sheen of light. Such stones, when cut, are known as quartz cat's-eye and tiger's-eye.

There are some precious stones which have the peculiar property of appearing of different colors when viewed in natural and artificial light. The variety of chrysoberyl called alexandrite is the most typical example of this phenomenon. This gem appears pistachio green by day and changes to mulberry red by artificial light. In very rare instances the alteration in appearance by changing color occurs in specimens of the stone which also display chatoyance, and such gems are known as alexandrite cat's-eyes.

Some sapphires change color in a similar manner, the blue altering to lavender at night, and many pink and claret tourmalines change to a brownish hue. The property possessed by many doubly refractive colored gems of appearing of different colors when viewed along the different directions of the crystal, is known as dichroism, and in some it is so pronounced that it may well be termed phenomenal. The best examples are tourmaline and alexandrite.

The translucent variety of the mineral opal which is used in jewelry, and which, strictly speaking, bears the name of *precious or noble opal*, is in itself almost colorless, gray or black. It, however, derives its beauty from internal patches and lines of brilliant color, which present an appearance which is unique in the mineral kingdom, and which art has faled to even approximately imitate.

Concernng the cause of the flashing spangles of every conceivable hue which characterize an opal of choice quality, there is still a certain amount of doubt.

It is usual, however, to accept the theory of Brewster, that they are caused by the refraction and polarization of light upon minute irregular and corrugated fissures within the substance of the stone.

Sometimes opal is found in the form of a pseudo-morph, not only after some other mineral, but after wood, bones of animals, shells, etc.

When this occurs, the opal presents an exact counterpart of the original object which has been replaced, even the grain of wood or porosity of bone being reproduced minutely.

A fine example of an opal pseudo-morph may be seen at the British Museum (South Kensington Branch) consisting of the humerus of an extinct reptile. The specimen measures eight inches in length and displays flashes of color characteristic of precious opal.

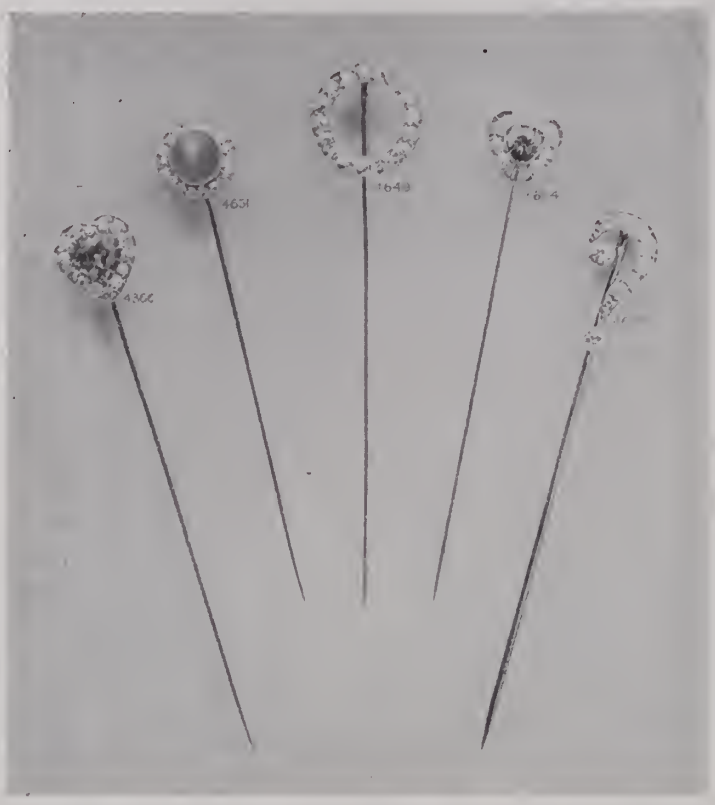
There are many reasons why the diamond may be considered among the phenomena of precious stones. Its extraordinary power of dispersion of light and its extreme hardness are unapproached by any other mineral. Also it is the only gem the natural crystals of which are bounded sometimes with curved instead of flat surfaces.

Some diamonds possess the peculiar property of phosphorescence after friction and under certain conditions. Sir William Crookes, the great authority upon this interesting subject, tells us in his little book, "Diamonds" (Harper Bros.), that many diamonds will glow in a dark room after exposure to the sun for some time, and others appear milky in sunlight; moreover, that others will phosphoresce with most brilliant colors if exposed to a high-tension current of electricity in a vacuum. He describes a diamond in his collection, which, when thus treated, gives out sufficient light to read by, and another which belongs to Mrs. Kunz, the wife of the Professor of Mineralogy, which phosphoresces even after exposure to a small electric light, and leaves a luminous streak on cloth with which it has been rubbed.

The beautiful peach-colored variety of spodumene now known as Kunzite will glow slightly after exposure to sunlight. Prof. Baskerville, of the University of North Carolina, found that after exposure to the Rontgen rays for a short time a piece of the mineral absorbed sufficient radiance to photograph itself upon sensitive paper when placed in a dark room, and that it remained luminous for several minutes.

In the case of topaz, the result of friction is to cause the stone to become positively electrified, and the effect will sometimes last for 24 hours, while other gems similarly treated will only retain it for a very short time.

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We are offering some remarkably fine Scarf Pins of the higher grade, in new and beautiful patterns; platinum mountings, set with diamonds and combinations of other precious stones. These pins are in the most advanced style and are of the highest type of workmanship. Prices moderate.

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We can furnish you Loose Diamonds of any grade or size, and you can rely upon getting from us dependable stones always—diamonds that are precisely what we say they are—at lowest possible prices.

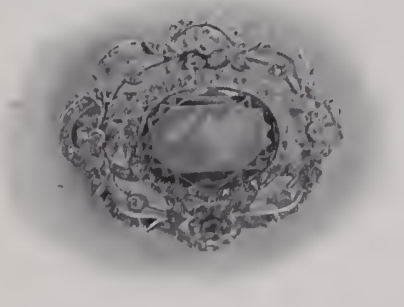
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LUDWIG NISSEN & COMPANY

IMPORTERS 182-184 BROADWAY, N. Y.

Legal Tangle Over Alleged Infringement of Patent on Screw Holding Screwdriver.

A bill of complaint has been filed in the United States Circuit Court, New York, by the firm of Worthington & Raymond, of New York, against Hammel, Riglander & Co., 49 Maiden Lane, New York, alleging an infringement of a patent on screwdrivers and attachments therefor, which, it is claimed in the bill of complaint, is owned by the complainants in this action. An injunction against the defendant concern is asked for to prevent the sale of the merchandise in question, pending the final hearing in the case.

The complaint recites that James M. Chappel, Dallas, Tex., was the original inventor of certain new and useful improvements in screwdrivers and attachments therefor, and that on March 10, 1908, Letters Patent No. 881,298 were issued to him. On Feb. 21, 1911, Mr. Chappel sold his rights in the patent to Worthington & Raymond.

In an affidavit of James M. Chappel he states that shortly after the patent was issued to him he showed one of his screw-holding screwdrivers to J. W. Riglander, of Hammel, Riglander & Co., left a sample with him, and told him that if his concern could make a better article and the price was as cheap or cheaper than was being paid that an order would be placed for that 2,000 would be ordered at a time. Later Mr. Chappel states that he was shown several samples, which he rejected. He states that at another visit he was told by Mr. Faustman that 2,000 screwdrivers had already been manufactured. He told Mr. Faustman that he was surprised that the work had been done without an order or a price. Mr. Chappel took a sample of the merchandise and submitted it to Worthington & Raymond, but they could not use the screwdrivers. In substance Mr. Chappel claims he never gave an order for the goods.

The affidavit of Jos. E. Worthington recites an interview with a representative of Hammel, Riglander & Co., in which Mr. Worthington states he offered 10 cents apiece for the screwdriver parts without the screw-holding attachment, which was declined.

The affidavit of William Faustman, with Hammel, Riglander & Co., states that a sample of the screwdriver in question was submitted to him, and that he asked Mr. Chappel how many of these appliances he would want, and he said he would give an order for 2,000. Mr. Faustman made up some samples, which were found fault with, and, he says, it was finally agreed that the 2,000 screwdrivers should be completed, leaving the clamping device separate, Mr. Chappel agreeing to take the goods in that condition and finish them up himself. The screwdrivers were made up, and are still on defendant's charge, none of them having been offered for sale, according to Mr. Faustman.

According to the sworn statement of Monroe Hammel, of Hammel, Riglander & Co., he visited Worthington & Raymond, and told Mr. Worthington that if his firm were not interested in taking over the screwdrivers the defendants would be obliged to dispose of them on the open market to satisfy its lien as manufacturers. Mr. Hammel states that his concern has never claimed to be entitled to manufacture or sell the Chappel screwdriver under any patent or license held by the defendant, and has never expressed nor indicated its intention to make, vend or sell such screwdrivers, or any imitation thereof, nor has the defendant at any time sold or offered for sale any of such screwdrivers to anyone other than Mr. Chappel, and to the complainants in this action. Mr. Hammel states further that he told Mr. Worthington that if his concern were obliged to dispose of the screwdrivers in the open market to satisfy its lien against Chappel, such sale would be accounted for to Chappel or his assignees, and if any deficiency was created that the same parties would be held responsible for the amount thereof.

Two Prominent Young Men Arrested Charged with Robbing Store of Paducah, Ky., Jeweler.

PADUCAH, Ky., Sept. 7.—After the jewelry store of W. N. Warren, at 403 Broadway, had been looted early last Monday morning two prominent young men of this city were arrested by a policeman after a chase over the roofs of nearby buildings. They were identified by the police as Herbert H. Stewart, 21 years old, son of Dr. W. H. Stewart, one of the most noted surgeons in Kentucky, and Samuel Winstead, Jr., also 21 years old, the son of S. H. Winstead, who is at the head of one of the largest patent medicine factories in the south.

The thieves had cut their way through the front entrance of the store and succeeded in working the combination of the safe. After rifling it they filled their clothing with jewelry, consisting of watches and diamonds, carefully taking only the most valuable articles. As they were crawling through the aperture in the door Patrolman Terrell saw them, and the two young men darted back into the store. After calling for assistance the policemen surrounded the store, but in the meantime the burglars had made their way through a rear skylight and reached the adjoining roof.

The noise disturbed Dr. Robinson, who has an apartment in a nearby office building, and as the men hurried over the roof the doctor drew a revolver and was about to shoot when he was astounded to recognize the burglars as sons of two of his most intimate friends, whereupon he immediately dropped the gun.

The burglars a moment later dropped through another skylight and reached a side street, where the officers who were watching for them took up the chase. Young Winstead ran into the arms of Patrolman Terrell just as he turned a corner, and Stewart was captured two hours later at a downtown resort.

Officer Terrell stated that as Winstead ran he literally shed diamonds and watches, and when his clothing was searched at police headquarters a large quantity of loot was recovered. According to the police Stewart had secreted a quantity of jewelry before he was captured.

Isidor Barkas, New York, Files Assignment Schedules.

Schedules in the assignment of Isidor Barkas, a jeweler at 119 Hester St., New York, which were filed last Wednesday, show liabilities of $10,157, nominal assets of $2,015 and actual assets of $1,384.

Mr. Barkas assigned to Morris H. Mann. In his schedules he says that his assets consists of jewelry and diamonds, and also of tools and store fixtures. He explains that the reason the nominal value and the actual value of his assets are different is because the property consists of jewelry mounted in different forms. While it cost more to manufacture this property it has to sell for less because of the fact that mounted property of this nature is not easily sold.

The list of creditors is filed as follows: M. I. Schwartzslein, $713; Max Koenig, $771; Baum Bros., $583; Feinstein Bros., $674; Meisel & Co., $400; Goldsmith Bros., $1,326; Kaplan & Co., $2,040; M. H. Mann & Co., $1,250; Mr. Hymowitz, $258; A. Suderow, $175; B. Goldsmith, $108; Mr. Posner, $465; Paul Bass, $750.

Among the articles listed are 134 gold ring mountings, actual value $254; one safe, $150; together with a quantity of diamond rings, lockets, pins, cuff buttons, bracelets and other jewelry. A list of the fixtures, tools and machinery is also filed.

Fourth Annual Convention of the Opticians' Section of the Retail Merchants' Association of Canada.

TORONTO, Can., Sept. 6.—The fourth annual convention of the Opticians' Section of the Retail Merchants' Association of Canada was held in Toronto on Monday, Sept. 4. A large number of the trade from all parts of Ontario were in attendance.

The principal business was the consideration of the proposed optical bill to be introduced in the Ontario Legislature, which gives the government power to appoint a board of opticians who will issue certificates to qualified practitioners. The bill was unanimously approved as a measure for the protection of the public and the profession against the misrepresentations of those unqualified to practice.

The following officers were elected: Chairman, Alex. Ray, Belleville; first vice-chairman, F. Claringbowe, Hamilton; second vice-chairman, G. W. Keevil, Toronto; treasurer, F. E. Luke, Toronto; secretary, E. M. Trowern, Toronto; auditor, N. B. Wilkins, Toronto. The following were appointed a committee on professional work: Alex. Ray, Belleville, chairman; W. C. Forbes, St. Thomas; A. Jansen, Berlin; E. A. Lewis, H. J. Geiger, N. B. Wilkins, F. E. Luke and J. C. Williams, Toronto; M. H. Herney, Renfrew; A. D. Savage, Guelph; W. M. Ketchum, Brighton; E. Ashley, Kingston; A. Rosenthal, Ottawa; F. Claringhowe, Hamilton; J. G. Collinson, Dundas; J. A. McFee, Belleville; H. Wallace, St. Catharines; E. M. Trowern, Toronto, secretary.

John W. Walls, formerly of Laurel, Del., has opened up in Ridgway, Md.

Manufacturers of the Higher Grades of Jewelry

who have attained a national reputation by reason of the superior nature of their products use Heller's Stones because they conform with their established standards.

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MANUFACTURERS, CUTTERS & IMPORTERS
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the leader in any line of business is his knowledge of values. Nobody familiar with the American Pearl Industry disputes the fact that Maurice Brower knows most about pearl values. That's one reason why he pays such liberal prices for them. The man not so well versed naturally does not want to take chances. So he makes sure of his profit by taking it off yours. Not so with Brower. He knows exactly what the market will allow him to pay you, because he handles 90% of the American Pearl output.

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Maurice Brower, American Pearls, Headquarters for 12 to 16 John St., New York
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DIAMONDS PEARLS PRECIOUS STONES

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Decisions by Board of United States General Appraisers, New York, on Imitation Precious Stones, Etc.

Decisions rendered during the past week by the Board of United States General Appraisers at New York include a number of interest to the jewelry trade.

Merchandise described in the invoices as unmounted jewels was imported by Samtag & Hilder Bros., and it was assessed with duty at 15 per cent. ad valorem under Par. 109 of the Tariff Act of 1909 as manufactures of paste. The importers claimed a duty of 20 per cent. ad valorem under Par. 449 as imitation precious stones. The appraiser reports the merchandise as being paste glass ornaments in imitation of precious stones and over one inch in dimensions, and cited a previous decision as authority for his appraisement. Judge Sharretts ruled that the decision cited (T. D. 25785) applied to merchandise imported under the Act of 1897, but has no application under the Act of 1909, for the reason that Par. 449 is without words of limitation as to size. The protest is sustained and the decision of the collector reversed.

Imitation precious stones consisting of imitation coral cameos, imitation opals and imitation doublets were imported by the American Bead Co. The decision holds that the merchandise, intended for use in the manufacture of jewelry, is not known commercially as beads. As to these goods the claim in the protests that they are dutiable at 20 per cent. ad valorem under Par. 449 of the Tariff Act of 1909. Items cited in the decision and commercially known as beads are held dutiable at 35 per cent. under Par 421. Imitation jet ornaments in the form of bars, stars and cabochons, the same not being commonly or commercially known as beads, it is held as to these articles and in all other respects, except as noted, that the collector's decision be affirmed.

The American Express Co. imported so-called reconstructed rubies, emeralds and sapphires, which were assessed with duty at 20 per cent. ad valorem under Par. 435, or Section 6 of the Tariff Act of 1897. Judge Sharretts held the rubies and emeralds dutiable at 10 per cent ad valorem under Par. 435, and sustained the protest to that extent. The sapphires were found to be composed of paste and were held dutiable as assessed.

Bloomingdale Bros., New York, imported vases of blown glass, ground and decorated, which were assessed with duty at 60 per cent. ad valorem under Par. 100 of the Act of 1897. The merchandise was claimed dutiable at 45 per cent. ad valorem under Par. 112, but the board overruled the protest.

Hatpins, combs and other dress, hair or millinery ornaments were imported by Bloomingdale Bros. and the H. B. Claflin Co., and were assessed for duty at 60 per cent. under Par. 100 of the Act of 1897. The board found the merchandise to be composed in chief value of paste, and sustained the claim of a duty at 45 per cent. ad valorem.

H. Buss & Co. et al. imported necklaces and chains composed of beads fastened with a cheap brass clasp, valued at not more than 11 marks per gross. The same concerns imported bracelets and armlets composed of beads, and brooches or pins composed of base metal and paste. Duty was assessed on the merchandise under Par. 434 or 408 of the Act of 1897, or under Par. 421, 199 or 109 of the Act of 1909. The importers claimed duty as toys under Par. 418 of the Act of 1897, or 431 of the act of 1909. The board decided with the importers, holding the merchandise dutiable at 35 per cent. as "toys."

Mandel Bros., Chicago, imported imitation bronze figures about two feet high, to which are attached electric light globes and glass shades for the same. The shades are ornamented with beads, and duty was assessed upon the articles as entireties at 60 per cent. ad valorem under Par. 408 of the Act of 1897. The board sustained the claim in the protest that the bronze figures are dutiable at 45 per cent. ad valorem under Par. 193 of the Act of 1897. The shades for the figures were declared dutiable as appraised.

The M. H. Wiltzius Co. et al., Milwaukee, imported rosaries made of beads with metal chains. Duty was assessed at 60 per cent. ad valorem, as beaded articles, under Par. 408 and 421 of the Tariff Acts of 1897 and 1909, respectively. The rosaries were claimed to be dutiable according to the component material of chief value. The board sustained the claims in the protest that the rosaries are dutiable, respectively, as manufactures of wood, metal or glass, bone or in chief value of mother-of-pearl or shell.

Clocks, Watches, Etc., Recently Imported Into England.

LONDON, Sept. 4.—The value of clocks and parts thereof imported into this country during July, 1911, was £32,092, as compared with £35,301 in 1910 and £30,306 in 1909. The total value of clocks and parts thereof imported into this country during the first seven months of 1911 was £244,133, as compared with £252,780 in 1910 and £228,487 in 1909.

The value of watches and parts thereof imported into this country during July, 1911, was £89,169, as compared with £75,913 in 1910 and £69,192 in 1909. The total value of watches and parts thereof imported into this country during the first seven months of 1911 was £637,890, as compared with £518,428 in 1910 and £471,443 in 1909.

The value of silver plate, plated and gilt wares exported from this country during July, 1911, was £86,615, as compared with £85,708 in 1910 and £67,652 in 1909. The value of silver plate, plated and gilt wares exported from this country during the first seven months of 1911 was £522,900, as compared with £477,752 in 1910 and £365,305 in 1909.

The value of cutlery exported from this country during July, 1911, was £67,835, as compared with £75,854 in 1910 and £64,875 in 1909. Of the total export trade during the first seven months of 1911, £94,216 was exported to Australia, £52,325 to Canada, £44,893 to British East Indies, £38,557 to British South Africa, £34,419 to Brazil, £32,849 to the United States of America, £30,361 to Germany, £21,513 to New Zealand, £11,121 to Chile and £10,504 to the Argentine Republic.

Eight hundred and seventy-five cwts. of ivory to the value of £38,623 were imported into this country during July, 1911, as compared with 974 cwts. to the value of £38,384 in 1910, and 1,300 cwts. to the value of £57,590 in 1909.

Jewelry, Clocks, Watches, Silverware and Kindred Lines Exported from New York.

WASHINGTON, D. C., Sept. 6.—The following were the exports of jewelry, silverware and optical goods, clocks, watches and kindred lines from the port of New York for the week just ended:

Ascunsion: 1 case optical goods, $194.
Auckland: 106 cases clocks, $1,367.
Bombay: 2 cases plated ware, $266.
Bremen: 4 cases clocks, $150; 5 cases watches, $5,628.
Buenos Aires: 21 cases plated ware, $2,497; 92 cases clocks, $3,363; 3 cases plated ware, $572; 39 cases clocks, $1,247; 6 cases watches, $1,125; 52 cases optical goods, $13,715.
Calcutta: 35 cases clocks, $720.
Christiania: 21 cases clocks, $879.
Colombo: 1 case watches, $330; 7 cases plated ware, $325
Colon: 17 cases clocks, $635.
Guantanamo: 13 cases clocks, $137.
Hamburg: 1 case optical goods, $129; 2 cases optical goods, $100; 10 cases jewelers' sweepings, $5 000.
Havre: 4 cases jewelry, $267.
Karache: 17 cases clocks, $226.
Liverpool: 5 cases jewelers' sweepings, $7,000; 9 cases jewelers' sweepings, $12,066; 5 cases scopes and views, $2,150; 49 cases clocks, $2,162.
London: 8 cases plated ware, $512; 25 cases clocks, $175; 2 cases optical goods, $114; 12 cases clocks, $1,815; 22 cases watches, $6,502; 16 cases optical goods, $8,160; 81 cases clocks, $1,572.
Manila: 43 cases plated ware, $11,033; 6 cases silverware, $10,129; 5 cases optical goods, $992; 2 cases clocks, $170; 1 case jewelry, $114.
Malta: 10 cases clocks, $124.
Melbourne: 1 case optical goods, $451.
Montevideo: 17 cases plated ware, $2,263; 3 cases plated ware, $800; 7 cases optical goods, $1,005.
Oporto: 44 cases clocks, $478.
Para: 7 cases watches, $773; 80 cases clocks, $1,365.
Puerto Barrios: 2 cases plated ware, $117.
Ragoon: 10 cases clocks, $401.
Rio de Janeiro: 256 cases clocks, $4,143; 13 cases optical goods, $3,072.
Santos: 6 cases plated ware, $541.
Sekondi: 3 cases clocks, $108.
Singapore: 45 cases clocks, $593.
Savanilla: 3 cases clocks and watches, $243.
Sydney: 8 cases clocks, $281.
Vera Cruz: 37 cases clocks, $766.
Yokohama: 7 cases clocks, $314.

Castor Bros. is the style under which the business of Ed. Castor, Waseco, Minn., will now be conducted.

Mr. and Mrs. William Harris recently celebrated their golden wedding at their home in Dover, N. J. Mr. Harris is senior member of William Harris & Sons, jewelers, at that place. The couple were married in England and came to this country in 1868, and located in Rockaway, where Mr. Harris embarked in the jewelry business. In 1874 he went to Dover and opened a store there. With him are associated his two sons, William A. and Alfred. They were presented with a handsome gold loving cup, suitably inscribed.

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Extract of address delivered by J. P. Archibald at the sixth annual convention of the American National Retail Jewelers' Association at Richmond, Va.

WE ENDORSE EVERY WORD OF MR. ARCHIBALD

THE HOUSE THAT HELPS THE JEWELER TO SELL DIAMONDS

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PARIS 57 Rue de Chateaudun
LONDON 3 Hatton Garden
AMSTERDAM 8 Tulpstraat

First Annual Outing of Pittsburgh 24-Karat Club a Great Success.

PITTSBURGH, Pa., Sept. 7.—A happy-go-lucky crowd of 150 jewelers, their wives and sweethearts journeyed Labor Day to the handsome grounds of the Laetus Club for their first annual outing, and came home vowing that in the future it would be made an annual event of the Jewelers' 24-Karat Club of Pittsburgh, under whose auspices the first picnic and outing of the association was held.

The day was ideal, everything was in the participants' favor, and all took advantage of it. Every mother's son took along a basket, and when evening came the entire crowd spread their "eats" on the big table in front of the handsome club quarters and ate their fill, told stories and had a general good time. The athletic events were, of course, a big feature of the day.



A GROUP OF OUTDOOR BANQUETERS AT THE FIRST ANNUAL OUTING OF THE PITTSBURGH 24-KARAT CLUB.

Steele F. Roberts, president of the club, and also of the American National Retail Jewelers' Association, was the umpire of the big ball game, and indeed could give "Bob" Emslie or "Hank" O'Day, of the Nationals, pointers about baseball. His decisions were never in dispute. As luck would have it the married men beat the single men's team. The score was 13 to 8, but the married men were the freshest of the lot when the game ended. The lineup of the married men's team follows: Freund, catcher; Parlett, pitcher; Jones, first base; Harmon second; Holyland, shortstop; Stewart, third; Harry Heeren, right; Hipp, center, and Berger, left. The single men's team lined up as follows: Steele, catcher; Stitt, pitcher; J. Clare Crawford, first; Stehle, short and pitcher; Munhall, second; Gray, third; Hipp, right; Stoerkel, center, and Sauers, left.

The bowling contest between the members of the Jewelers 24-Karat Club and the Laetus Club was won by the former, the jewelers' club then graciously presenting the Laetus Club with the cup which they had won.

Charles W. Roberts was captain of one team and August Loch of the other, for the jewelers, having Sam F. Sipe for a side partner, Mr. Sipe bowling for the first time and securing a double strike, the feature of the game. No one wants to believe that it was Mr. Sipe's first "try out" at bowling.

The athletic events were exceedingly interesting, O. E. Stehle, of the W. J. Johnston Co. and chairman of the athletic committee, carrying off most everything in sight in the way of prizes, much to the delight of W. J. Johnston. Mr. Stehle secured the handsome diamond stickpin donated by Mr. Sipe, Stehle having scored 30 points, winning the ball-throwing contest, 100-yard dash and coming in second on the standing broad jump, Freund securing first honors and Stehle second on the standing broad jump.

William E. Jones, secretary of the W. J. Johnston Co., won the fat man's race in a walk. The ladies also had their inning. Mrs. McKelvey, the wife of the bookkeeper of the John M. Roberts & Son Co., won the 50-yard dash in which the women competed. Miss Hawkins, of the same firm, won the ball-throwing contest for women.

The following firms donated the 16 prizes which were given to the successful contestants: W. J. Johnston Co., Sam F. Sipe, E. P. Roberts & Sons, John M. Roberts & Sons Co., Marsh-Brown-Mather Co., C. H. Holyland Co., W. W. Wattles & Sons, R. Siedle & Sons, the Crogan Co., the Geo. B. Barrett Co., August Loch, the Hardy & Hayes Co.

The athletic events committee was composed as follows: Mr. Stehle, chairman; W. E. Jones, R. H. M. Jantzen, Frank Berger, Charles Munhall, Park Stewart, Frank T. East, David Walton, Harry Heeren.

President Roberts said that had he known the affairs would have been such a huge success several months would have been taken to arrange the event. He says that next year plans will be outlined weeks ahead, and every effort will be made to make the affairs even a greater success than the first one, as successful as it was. Mr. Loch kept the jewelers and their families and friends in a good humor, adding much enjoyment to the affair.

Trophy Design Accepted by Central States Amateur Rowing Association.

ST. LOUIS, Mo., Sept. 6.—The Mermod, Jaccard & King Jewelry Co. was awarded the contract over strong competition to furnish the trophies contended for at the annual meeting of the Central States Amateur Rowing Association, held at Peoria, Ill., in July. The design was a half cup on a shield. Twelve of them were furnished, one for each race. The trophies were greatly admired.



TROPHY DESIGN MADE BY WESTERN CONCERN.

The Mermod, Jaccard & King Jewelry Co. has also recently furnished six cups for rowing races of the Western Rowing Boat Club of St. Louis.

Death of Emile James Lang.

NEW ORLEANS, La., Sept. 8.—The unexpected demise of Emile James Lang, a prominent jeweler of the lower section of the city, came as a severe blow to a large circle of relatives and acquaintances.

Mr. Lang had been in the jewelry business for years, and by his fair dealing and disposition to please won the esteem of all with whom he came in contact.

Mr. Lang was 59 years of age. He was born in New Orleans and it was here that he spent the greater portion of his life. Although associated with other business during his life, the jeweler's trade appealed most to him, and it was that by which he was best known.

His death marks the end of a beloved and useful citizen. The funeral took place from his late residence, 1611 Dumaine St., Saturday afternoon. Interment was in Greenwood Cemetery, the funeral being attended by a host of friends.

FRANK JEANNE CHAS. L. ROOS

WM. S. HEDGES & CO.

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MAY WE HAVE A TRIAL ORDER?

Indictments Found by Federal Grand Jury, New York, Against Men Charged with Smuggling Jewelry.

Indictments charging smuggling and conspiracy to defraud the United States Government have been found by a Federal Grand Jury at New York against Nathan Allen, a large leather manufacturer of Kenosha, Wis., and John R. Collins, of Memphis, Tenn. These indictments were found on Aug. 23, and unsealed last Wednesday afternoon by United States District Attorney Wise. The accusations made against the men depend on the revelations made to the customs authorities by Mrs. Helen Dowdle Jenkins, who was returning from a trip through Europe when the alleged smuggling occurred.

Each of the indictments contains three counts. In the indictment against Allen, it is alleged that he landed at this port from the *Lusitania* on June 25, 1909, and that he then informed Acting Deputy Surveyor Joseph Sulzbach that he had nothing dutiable, although he at that time had concealed on his person a pearl necklace of the value of $10,000. The second count charges him with smuggling as well a bracelet of the value of $1,800. The third count alleges that he also smuggled divers articles of jewelry and wearing apparel, the value of which is not estimated, and that he conspired to defraud the United States.

One of the counts found against Collins charges that he smuggled a necklace consisting of five strands of pearls, with a diamond and ruby clasp, and one pearl and diamond bracelet. The value of these articles is not given, but it is also charged that Collins conspired with "divers persons" to defraud the Government out of lawful customs duties. No statement is contained in the indictments as to the total value of the jewelry that it is alleged thus escaped paying duty.

Mrs. Jenkins attracted widespread attention in December, 1909, when jewelry valued at $300,000 were stolen from her apartment in a hotel in New York. She declared that the diamonds which were taken by the Government are part of jewels valued at many thousands of dollars which have been smuggled into this country within the last few years. The case was placed in the hands of the United States District Attorney and the evidence collected presented to the Grand Jury.

Mrs. Jenkins returned to this country June 25, 1909, and it is believed she has given much valuable information as to the way in which the customs authorities can be hoodwinked out of the duties on such a large amount of baggage as was carried by her, but nothing in the indictment explains the methods employed.

The Federal authorities who brought about the indictment of Allen and Collins believe that neither will submit to the ordeal of a trial. In case either should admit accountability to the charges contained in the indictments fines of $5,000 and terms of imprisonment for two years might be imposed on each count.

That Allen and Collins will not fight removal from the Federal districts in which they reside is predicted by United States Attorney Wise, who said that Attorney W. Wickham Smith is quoted as saying that Messrs. Allen and Collins will make no attempt to resist removal to and trial in New York. They will appear and give bail before some officer in the west to be selected by the District Attorney.

Word was sent Thursday to counsel for Messrs. Allen and Collins by United States District Attorney Wise that their clients must be in court within 10 days to plead to the indictments.

Receiver Appointed for Andrews & Co., Providence, R. I.

PROVIDENCE, R. I., Sept. 9.—Royal H. Gladding, attorney, 514 Banigan building, this city, was appointed temporary receiver of the refining and smelting business carried on by Andrews & Co., 23 Mathewson St., this city and a decree was entered by Presiding Justice Tanner, of the Superior Court, yesterday, directing the receiver to investigate the condition of the business and to report thereon as soon as possible as to the advisability of continuing or winding up the business.

The petition under which the court proceedings were taken was filed by Frank H. Andrews, trustee, against Howard V. Andrews and others. Mr. Gladding was appointed receiver of the trust estate conveyed by Elmer S. Chace to the petitioner, Frank H. Andrews. It was stated that the assets of the concern were sufficient to meet all the claims if the business could be wound up properly.

Whether it will continue to be carried on under the receivership or be closed up, depends upon the recommendations to be made by the receiver aftr making an investigation and upon whatever order the Court may enter at that time.

Proprietor of Concern in Durango, Colo., Arrested on Charges of Obtaining Money Under False Pretenses.

DENVER, Colo., Sept. 6.—Sheriff McCluer and deputies have returned to Durango from Borcea, Colo., where they arrested John C. Willson, proprietor of the Durango Optical Co., for the alleged securing of money under false pretenses. Willson is said to have passed more than $500 worth of useless checks on 20 different merchants, making small purchases, presenting a check and obtaining from $5 to $50 in change.

Willson, his wife and two children left Durango on a Denver-bound train. The merchants grew suspicious and wired the authorities at Ignacio to arrest Willson. He, however, had left the train at Borcea, a few miles south of Durango; changed coats, shaved off his mustache, and took to the hills. He was captured and brought to Durango. His wife returned later from Chama, N. Mex., where she had left the train when she missed her husband. Later it was discovered that when arrested Willson had turned over to the sheriff $408, and a meeting of victims was held to discuss the division of the money among them. Willson is in the county jail and refuses to make any statement.

Men Guilty of Stealing Gold Scrap from American Optical Co. Sentenced to Two Years' Imprisonment.

PROVIDENCE, R. I., Sept. 9.—Manufacturing jewelers and others connected with the industry were much interested in the result of the legal proceedings at Fitchburg, Mass., against Paul Cournoyer, Southbridge, Mass., who was arrested in this city by Inspector George H. Monahan, of police headquarters and Detective Goldowsky, of the Jewelers' Protective Association, on July 22, having in his possession a lot of gold scraps which had been stolen from the American Optical Co., Southbridge, and which the young man was endeavoring to sell to one of the local refineries.

Cournoyer, in company with John A. Anderson, Pierre Lamontague and Mitchel Dumas, who were arrested as the result of information furnished the police of this city by Cournoyer when he was apprehended, were arraigned in the Superior Court at Fitchburg yesterday afternoon. Anderson and Lamontague had previously been indicted on two counts charging them with the larceny of 125 pounds of gold metal scrap from the American Optical Co., and Dumas and Cournoyer having been indicted on two counts charging that they received the stolen scrap metal. All pleaded guilty and the Court sentenced Anderson, Lamontague and Cournoyer to two years each in the Massachusetts House of Correction, and Dumas was sentenced to the same institution for six months.

The first larceny, it is alleged, was committed by Anderson, who was employed as a watchman at the American Optical Co.'s plant, on March 1, when it was claimed that he took away about 100 pounds of metal scrap, valued at $410 a pound. The second larceny was committed by Anderson a short time afterward, it was claimed, 25 pounds being taken. It was stated by District Attorney Stiles that Anderson, while employed as watchman, had keys to the different departments of the plant and that he took out the gold scrap, which was carried away by Lamontague. The other defendants, Cournoyer and Dumas, the attorney stated, took the metal and later disposed of it.

On Wednesday, two days previous to the time the men were brought before the court for sentence, suits for $30,000, which were begun a few weeks ago by the American Optical Co., at Southbridge, growing out of the alleged disappearance of gold scrap, were entered in the Superior Court. The defendants are Cournoyer, Anderson and Dumas, and each is sued for $10,000 by the company. The papers filed Wednesday disclose that the company claims each defendant has converted to his own use certain gold scrap, the property of the American Optical Co., the declaration in each case being very brief.

Albert F. Benson has succeeded to the business of Frank D. Crandall, Newport, Wash.

Mr. Edwards, Pittsfield, Mass., is again at his store after a very enjoyable tour through New York.

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From the N. Y. "Sun," July 25th:

"The jewelers have taken their cue for a new and startling effect from *Mexico*. Now they mount opals on a thin base of jet, the heavy black background changes the aspect of the opal entirely and practically produces another precious gem. In appearance it somewhat resembles the much-prized black opals of Australia."

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Employes in Danger When Fire Damages Quarters of Providence Jewelers.

PROVIDENCE, R. I., Sept. 9.—Several girls employed in jewelry-manufacturing establishments on the upper floors of the four-story brick building at 35 Garnet St. had a narrow escape from death late Tuesday afternoon, when the building was badly damaged by fire. On the top floor the Alpha Jewelry Co., manufacturers of jewelry and novelties, had 14 employes at work when the fire broke out on the floor below, occupied by the Bartelt-Comstock Co. Half of the help on the top floor were girls, and when the cry of fire rang through the building, followed almost immediately by clouds of smoke and flames, some fainted, others screamed, and in the midst of considerable confusion all either ran or were carried down the flight of wooden stairs leading from the fourth floor to the sidewalk.

The power was practically shut off from the building this week, so that little was being done by the several manufacturing concerns that occupied the building. It was the annual period for overhauling the boilers and making whatever repairs might be necessary. The origin of the fire is a mystery. It started on the third floor, which is occupied by the Bartelt-Comstock Co., glass workers. The space on this floor is divided into an office, a pearl room and a workshop. Only two persons were in the place at the time, both young women. Neither could give an explanation as to how the fire started.

Miss Mary E. Nolan, bookkeeper and stenographer for the company, was working on the books in the office, when the flames burst through the doorway from the pearl room, where Miss Susan Russell, a maker of imitation pearls, was working. "It seemed as if the whole place was filled with flames instantly," said Miss Nolan, "and I grabbed the books and placed them in the safe, shut the door and, I think, locked it, but I am not sure."

Miss Russell was carried down the stairs by some one of the men who worked for the Alpha Jewelry Co., on the floor above. She was suffering somewhat from fright and shock. The two girls employed by the Bartelt-Comstock Co. were absolutely certain that nobody else was on that floor when the fire started. Benjamin W. Comstock arrived at the scene of the fire after it was completely under control, being on his way from Attleboro when the fire broke out. He was unable to estimate his loss, but said that it was fully covered by insurance.

It was learned that lacquer and celluloid were both used to considerable extent by one concern in a secret process of manufacturing. These substances are highly inflammable, but what produced the spark by which they were ignited has not been learned. When the firemen arrived all the occupants of the building had safely escaped to the street, and the red flames were already darting from the windows on the front and northwest sides of the building. The fire was soon under control, although the flames burned upward to the roof on the southerly side of the building. The loss to the building will be about $2,500.

The first floor of the structure is occupied by the Rhode Island Nickel Plating Works, but the works were practically closed. After an examination it was estimated that the damage would be about $500 to this concern, entirely by water.

The second floor is occupied by George H. Sturdy, electroplater. His place was also practically closed, but it is thought that the loss will be about the same as that of the Rhode Island Nickel Plating Co., as the property on this floor suffered severely from water which was poured into the floor above. The Alpha Jewelry Co. estimates its loss at about $3,500. It is believed that the total loss on building and contents will approximate $10,000.

Bold Thief Breaks Window in Pittsburgh Jewelry Store and Escapes with Loot.

PITTSBURGH, Pa., Sept. 8.—A very bold robbery was perpetrated this morning at 5.30 o'clock, when a thief, unknown to the police, broke the big plate-glass window in the right-hand lobby of the jewelry house of R. Siedle & Sons, 518 Wood St., and made away with watches and other articles valued at $100. About a dozen watches were stolen—all of them having filled cases, the policy of the firm being not to show expensive jewelry after closing hours.

What the thief used to smash the window is not known, but it either was a handy billy or a stone. Employes of the *Chronicle-Telegraph* and the *Gazette-Times*, which are just across the street, heard the crash of breaking glass, but when those from the latter place investigated they could see no one about or observe what had happened, the thief being shielded to some extent by going as far in the vestibule as he could get to commit his crime.

Policeman Patrick Dixon, who patrols the beat, discovered the broken window and stood guard at the store until the members of the firm reported at 8 o'clock this morning. Of the watch cases stolen but three had works in them, the others being on display. That the robber was inexperienced is evidenced by the fact that had he broken the glass of the adjoining window he would have obtained rings and other much more valuable goods, including sterling silver mesh bags and other articles on display.

The window, which is a new one, the firm just recently having occupied this place after erecting a new building, is insured, and a new glass will be inserted at once. There is no clue to the thief.

O. R. Welch, connected with the wholesale jewelry firm of Welch-Bonebrake Watch & Jewelry Co., Hutchinson, Kans., recently purchased a two-story frame business building in that place as an investment. The consideration is said to have been $20,000.

A new metal bearing a resemblance to platinum has been discovered by H. Phillips, Birmingham, England, which he has called philanium. In color it is a perfect imitation of the more precious metal, and several samples of the metal worked up show that it is adaptable for the same uses to which platinum is put.

The Production of Gold and Silver Swiss Watches in Two Years.

The following statement taken from *Federation Horologerè Suisse* shows the number of gold and silver watches stamped in Switzerland during the years 1909 and 1910 by the Federal Bureau for Gold and Silver Articles:

	Gold cases.	*Silver cases.*	*Total.*
1909.			
January	36,508	144,034	180,542
February	47,646	166,766	214,412
March	48 477	182,082	230,559
April	41,715	167,954	209,669
May	39,611	167,146	206,757
June	47,280	178,422	225,702
July	56,405	183,375	239,780
August	60 730	199,677	260.407
September	61,378	194,639	256 017
October	62,219	218,379	280,598
November	61,543	241,401	302,944
December	65,216	257,522	322,738
1910.			
January	56,915	186,708	243,621
February	60,932	219,585	280,517
March	64 520	225,335	289,855
April	70,641	235,183	305,824
May	59 417	206,794	266,211
June	63,738	218,716	282,454
July	67,396	210,477	277,873
August	73 465	223,242	296 707
September	67,079	218,469	285 548
October	69,604	253,551	303,155
November	73,486	247,485	320,971
December	69,504	253,038	322,542

According to the Federal Bureaux the number of articles stamped by the stamping office in 1910 were: Gold watch cases, 796,695, as against 628,728 in 1909; silver watch cases 2,678,583, as against 2,301,409 in 1909; gold and silver work, jewelry, etc., 184,385, as against 121,412 in 1909. In addition, there were made 20,951 assays of gold and silver ingots, as against 19,134 in 1909.

Germany's Diamond Fields.

(By Consul General T. St. JOHN GAFFNEY, Dresden, in the Daily Consular Reports.)

The sanguine prospects of the diamond fields in German Southwest Africa in the early days of their exploitation some five years ago are not being realized and their success is becoming more questionable. The reason is that the surface of the diamond region, which previously supplied large quantities of the gem, has practically been cleared of their rich harvest, and deeper mining, with its attendant greater cost, must be resorted to.

The Colonial Mining Co. (Koloniale Bergbaugesellschaft), which in its infancy paid the magnificent dividend of 2,500 per cent. on a capital of about $100,000, has long come down to less figures. The Kolmanskop Society, which paid 55 per cent. in its first year and 45 per cent. in its second, now announces a dividend for the half year of 15 per cent. The German Diamond Society paid 10 per cent. last year and five per cent. this, while the Lüderitzbucht Combined Companies paid no dividend last year.

In addition to the need of costlier methods of production is noted a shortage of labor and a high tax of 33 1-3 of the gross value. For all this, writers on the subject do not consider that the diamond supply is near exhaustion.

C. W. Tisdale, son of a prominent jeweler in New Bedford, Mass., was married in Taunton recently to Miss Luela Howes.

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ample Case Containing $4,000 in Jewelry Mysteriously Disappears.

BALTIMORE, Md., Sept. 7.—The local po-ce are endeavoring to locate a sample ase, the property of Joseph Castelberg & ons, which has mysteriously disappeared om their store at 106 N. Eutaw St., and hich contained 23 diamond and set rigs, a ngle-stone diamond stud and three dia-ond scarfpins, valued in the neighborhood $4,000. The case was used by Benjamin endelberg for the display of the goods the Castelberg firm to the prospective yers upon whom he called.

Mr. Hendelberg states that on Aug. 31 turned over the case to Walter Curry, e bookkeeper who has charge of all the ases, that same could be placed in the safe er night, but when Hendelberg called for the next day it could not be located. Mr. urry is unable to say whether he received erdelberg's case or not, or, if he did re-ive it, what disposition was made of it. o receipts for the cases are given or ken by him. They are turned over to m at night for safe keeping, and given by m to the salesmen when they again start ut on a day's work.

Joseph Castelberg was staying with s family at Atlantic City, and was not xpected home until Sept. 15, but when the ss was discovered he came to this city once, calling in the aid of the police to d him in recovering the goods.

The property is described as follows: ix single-stone Tiffany rings, one nine-one cluster belcher setting, four single-one belcher, one three-stone polished ypsy ring, one tooth-carved pass ring, al and diamond set, one emerald and iamond cluster ring, one single-stone rove ring, one five-stone hoop ring, one rincess ring with 40 brilliants, one tur-oise and diamond cluster, one single-stone ng with eight prong grooved teeth; one iamond set shirt stud and three diamond arf pins. Detectives Kratz and Brennan ave been assigned to this duty.

oseph and Jacob Goldberg, Recently Brought Back from Austria, Held Under Bonds of $45,000 Each.

BOSTON, Mass., Sept. 9.—Joseph and acob Goldberg, the two prisoners whom oston officers have just brought back rom Austria to answer to the indictment ound against them in connection with the obbery of the safe of Samuel E. Ullian, f 1113 Washington St., entered a plea f not guilty, Sept. 6, in the Superior ourt.

They were held under the heaviest onds ever asked for in the criminal an-als of Suffolk county, the amount being laced at $45,000 each.

Reports have been current since the llian suspects were secured and re-urned to this city that one reason why ey have been pursued so relentlessly and defatigably by the Boston police is be-ause headquarters men have reasons for uspecting the quartet of being mem-ers of the Jamaica Plain gang of yegg-en who terrorized that section a few ears ago and murdered police officers ere and in Lowell.

This would in a measure account for the diligence shown and the pains taken to get them at great cost and bring them to trial. Chief Inspector Watts, however, declines to state definitely that such is the case.

It is also given currency that Joseph Goldberg has deposits in European banks sufficient to cover the amount of bond imposed, but positive information to that effect is not disclosed.

The cases are continued, pending further inquiry into the situation and for comparison of the statements the Goldbergs may make with those of Harris Rothstein, who was brought back from Russia and pleaded guilty, and of Ivan Krasouski, the first suspected arrested, whose quarrel with his wife led to their arrest and the discovery of some of the loot.

Officers of Ohio Retail Jewelers' Association Hold Executive Session in Columbus.

COLUMBUS, O., Sept. 7.—Upon the invitation of the 24-Karat Club of Columbus the officers of the Ohio Retail Jewelers' Association met here recently for their first executive meeting since the successful Cedar Point convention. The entire afternoon of Friday, Sept. 1, was devoted to the business of the association. Steps were taken to further increase the membership so that by the time the next State convention is held the association will have doubled its membership. At this meeting an Ohio Boosters' Club was organized to assist the officers in the work.

The dates of the 1912 convention were also decided upon. This will again be held at Cedar Point, on June 25, 26 and 27, and plans are already under way that insure a record-breaking convention for the Ohio association. The association already has assurances from the Cedar Point Resort Co. that they will have everytning in readiness for the occasion. Many new and novel features will be introduced that will add greatly to the convenience and comfort of the exhibitors as well as the members of the association.

In the evening, after the meeting had adjourned, the officers were entertained with a Dutch lunch and smoker, tendered by the 24-Karat Club, to which were also invited all the retail jewelers of the surrounding cities. About 100 invitations were sent out and a most enjoyable evening was spent.

Mrs. Grace Sommer, wife of August Sommer, a prominent jeweler in Niagara Falls, N. Y., was seriously burned recently in attempting to light the wick of a chafing dish. While Mrs. Sommer was bending over it, the alcohol cup exploded and spread the burning fluid over her, setting fire to her clothing. Her husband heard her scream, and wrapped a blanket around her, but Mrs. Sommer was badly burned before the fire was extinguished. The burning alcohol set fire to the table, and it was necessary to call the fire department to check the blaze. Mrs. Sommer has only been married to the jeweler since last June.

Extensive Lode of Radium Reported Discovered in South Australia.

A recent dispatch to this city states that the Antarctic explorer, Dr. Douglas Mawson has discovered what he believes to be radium in the northern part of South Australia. Dr. Mawson says that he has discovered a lode of high-grade radium three miles long and several hundred yards wide. He further states that he has a one-quarter ton of the ore ready for shipment, and that he expects a net profit of £227 a ton ($1,135). He states that he also found a big deposit of corondum in the vicinity of the radium.

Radium has already been found in Luntwengule, Morongoro district, in East Africa; Evje, Nedines, Christiansand, Norway; Cornwall and South Devon; Joachimsthal, in Bohemia; Cilpin County, in Colorado, and Holrelagerstaetten, in Sweden. According to the Consular and Trade Reports of all the Uranium mines, only the one at Joachimsthaal, which is working regularly, may be depended upon; there the two mines to be taken into account have an estimated yearly output of 16 to 20 tons of Uranium pitchblende.

The yield in Austria up to the present, 3.5 grains, is not derived from the regular production from the pitchblende, but from numerous old stocks which are probably exhausted now.

Man Convicted of Embezzling Jewelry Sentenced to Three Years in Penitentiary.

LOS ANGELES, Cal., Sept. 7.—Cecil Anderson, 23 years of age, who was convicted of embezzling jewelry valued at $450 from the Home Payment Jewelry Co., 1001 Broadway Central building, by whom he was employed, has been sent to the penitentiary for three years. He was given his freedom on probation on the plea that he had never been in any trouble and desired to have a chance to take care of his wife and two children. A month later he forged a note on a local store. He was discovered in the act of selling the goods he secured. He was then rearrested, charged with having violated the conditions of his parole. It was later ascertained that he had deserted from the navy.

Death of Theodore Lassen.

PHILADELPHIA, Sept. 7.—Theodore Lassen, for many years a retail jeweler at 5805 Main St., Germantown, died suddenly Tuesday, Sept. 5, at the Episcopal Hospital, where he had been removed a short time before his death to undergo an operation for appendicitis. Mr. Lassen had rallied from the effects of the operation and, according to his physicians, was apparently improving, when he suffered a relapse and died.

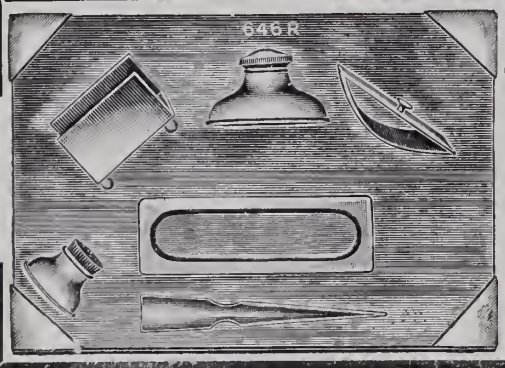
The deceased was 50 years of age. He was a member of the Germantown Assembly No. 36, Order of Artisans; Germantown Lodge No. 38, K. of P.; Court Pelham No. 129, F. of A., and the Denmark Beneficial Society and several other societies. A widow and four children survive him.

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Lock and Key Boxes
THE HIT OF 1912

In all new finishes
Brush Gold, Brush Silver, Brush Brass

Jewel Cases, Clocks, Trays, Dresser Sets, Pin Cushions, Candlesticks, Candelabra, Tobacco Jars, Puff Jars, etc.



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The Weidlich Jewelry Company 510 Locust St. St. Louis, Mo.

Workshop Notes

for Jewelers and Watchmakers

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Published by
The Jewelers' Circular Pub. Co.
11 John St., New York

wo Men Held at Newark, N. J., on Charge of Stealing Jewelry Valued at $500.

NEWARK, N. J., Sept. 9.—Alfred Baleschwielet, 29 years old, formerly of 37 reen St., and Eugene Schneider, 47 years d of 195 Maple Ave., Irvington, are being eld for the action of the Grand Jury on e charge of stealing jewelry valued at 00 from George A. Scheller, 250 Market t., in default of $1,000 bail each.

It is thought that the men, who had been mployed by Mr. Scheller, had been robbing m for several months. Baldeschwielet is id to have left town for Philadelphia. aving missed a number of articles from s showcases, Mr. Scheller became susicious. He learned from Baldeschwielet's ife that her husband was in Philadelphia. The police were notified, and Detectiveergeants Kuhn and Quinn were sent there get him. He was arrested and brought ack to this city. He is said to have conessed and implicated Schneider, who was ill in the employ of Mr. Scheller. Schneer was then arrested and arraigned.

Death of Theodore Dougherty.

NEWARK, N. J., Sept. 8.—The funeral of heodore Dougherty, 31 Miller St., for any years a well-known jeweler of this ty, was held yesterday afternoon at the apel of Smith & Smith, 944 Broad St. nterment was in Mt. Pleasant Cemetery.

Mr. Dougherty, who was 78 years old, ied suddenly at Ocean Grove, N. J., on Ionday night, when he was stricken with aralysis. He had been spending a month Ocean Grove with his wife and had lanned to return home on the day following the one on which he was stricken.

Theodore Dougherty was born in Newrk and had lived here all his life. He tired from business two years ago. He as a veteran of the Civil War and is urvived by his widow and one son, Charles Dougherty, who is a traveling salesman.

Death of J. B. Bergfels.

NEWARK, N. J., Sept. 11.—Julius B. ergfels, a manufacturing jeweler of this ty, died here Sunday afternoon, after an lness of several months. Mr. Bergfels, ho was in his 68th year, was born in ewark, and enlisted in the First New ersey Cavalry for the Civil War, and ought in the battle of Bull Run.

After he had served a year in the Northrn army he returned to Newark, started n the jewelry business, and continued in for a period of 40 years.

The deceased was a Mason and a meniber of the Eureka Lodge in Newark. He survived by his widow and two daughers.

George Smith, who los: his stock of ewelry in the 4th St. viaduct fire in Sioux ity, Ia., recently, is positive he can lay the lame for the destruction of the row of ooden structures to a man who was razed by jealousy. Smith has been workng on his theory since the fire and exects to have sufficient evidence to file harges against the man soon. Smith ays he was threatened at 10 o'clock Vednesday night, Aug. 23. The fire ocurred at 3 o'clock the following morning.

Frank F. Bonnet Co.'s Stock Sold to the Goodman Bros. Co., Columbus, O.

COLUMBUS, O., Sept. 7.—B. G. Watson and A. T. Seymour, receivers under the United States Court of the Frank F. Bonnet Co., alleged bankrupt, have sold to the Goodman Bros. Co. the Bonnet company's stock for $15,000. The stock was appraised at $22,000, and about $2,000 worth was disposed of before the sale to the Goodman company. The total realized, therefore, was about three-fourths of the appraisement.

The Goodman Bros. Co. is selling the stock at bankrupt sale at the Bonnet stand on N. High St. The purchase did not include the book accounts nor the fixtures. The list of liabilities of the company is not yet available, as it has not yet been adjudged bankrupt by the court. The sale by the receivers was made, however, with the alleged bankrupt's consent.

Groveman & Kahn, New York, Make Assignment for Benefit of Creditors.

Bernard K. Groveman and Julius Kahn, in business as silversmiths under the firm style of Groveman & Kahn, 77 White St., New York, have made an assignment for the benefit of creditors to Charles Herbst, 116 Nassau St.

A meeting of the creditors was held last Thursday afternoon at the offices of Charles Herbst, at which time an offer of 10 cents cash in 10 days and 15 cents in unendorsed notes was submitted to creditors, but was not accepted. It was stated that the liabilities are about $5,000, with assets of stock about $1,200 and machinery and fixtures $800. It is understood that the purpose of the assignment was to protect creditors against four suits which have been filed against the firm to recover about $500.

There are about 27 creditors, of which four are friends or relatives with claims amounting to $550. A committee of creditors was appointed to investigate the situation and report at the next meeting.

Groveman & Kahn commenced business Jan. 15, 1905, when David Sachs was a partner, under the style of Groveman, Sachs & Kahn. On March 10, 1905, Sachs withdrew and Groveman & Kahn continued.

W. A. Trotter, of Sevierville, Tenn., has moved to Lenoir City, Tenn.

No action has been taken in the involuntary proceedings against the Columbus Clock Co., Columbus, O., an alleged bankrupt, and will not be until the return of the Federal judge from his Summer vacation.

Consul General W. Stanley Hollis, in a report to the Bureau of Manufactures regarding the trade industries of Syria, states in a table showing the value of imports into Beirut from the United States during 1910, that fountain pens to the value of $1,000 were imported into that place. In other tables submitted regarding the imports in Alexandretta during 1910 specie and jewelry to the total value of $474,279 was imported. In a table showing the value of exports from Alexandretta to the United States, pearls to the value of $677 were imported during 1910 and none in 1909.

Yeggmen Blow Open Safe in Store of J. E. McKee, Waddington, N. Y., and Escape with Plunder.

WADDINGTON, N. Y., Sept. 8.—The jewelry store of J. E. McKee, who was also postmaster, at this place, was entered last night by yeggmen, who blew open the safe and escaped with jewelry, money and stamps valued in all at $1,000. The post office was located in Mr. McKee's store.

The robbery was not discovered until Mr. McKee entered the building early in the morning. The safe had been blown open with nitroglycerine and robbed of everything of value. The police, who are now working on the case, have as yet no clue to the thieves.

Schedules in Bankruptcy of Albert B. Rossdale, New York, Show Liabilities of $17,633 and Assets of $2,578.

Schedules in bankruptcy of Albert B. Rossdale, a dealer in jewelry and diamonds, 14 John St., New York, were filed Monday in the United States District Court, New York, showing liabilities of $17,633 and assets of $2,578, consisting of stock, $400, fixtures, $300, and accounts, $1,828.

Among the unsecured creditors listed in the schedules are: Max Silberfeld, $4,797; J. Bochner & Co., $1,266; Louis Klein, $1,089; Louis Sumner, $637; Joseph Zimmelman, $672; William Naigles & Co., $500; Moskowitz Bros., $366; Nagaliff & Eppner, $265; Ginsburg Bros., $167; Kantor & Shiff, $152; Perelman & Sorin, $173; A. Levin, $156; S. Oberman, $111; International Silver Co., $120; Jacques Spira, $285; Samuel A. Berger, $250; Minnie Polatchek, $5.404 (possible liability on notes made by bankrupt and endorsed by Minnie Polatchek); Harry Morris, $150.

A petition in bankruptcy was filed against Mr. Rossdale in January, which was later dismissed on consent of all creditors, with a settlement at 66 cents on the dollar in four notes. Later a second petition in bankruptcy was filed against Mr. Rossdale.

Robert H. Ingersoll & Bro. Begin Action to Prevent Alleged Price Cutting on Its Products.

A bill of complaint was filed Monday in the United States Circuit Court, New York, by Robert H. Ingersoll & Bro., 315 Fourth Ave., New York, against Morris Rosenberg, Jacob Rosenberg, Samuel Rosenberg and Louis Rosenberg, doing business as a copartnership under the style of Rosenberg Bros., 139 Canal St., New York, alleging an infringement on Yankee, Eclipse, Midget, Junior and Universal watches, embodying the letters Patent No. 666,997; No. 672,728; No. 767,096; No. 855,850; No. 865 642; No. 865,672, and No. 926,329, in that the defendants have sold and are now selling these watches at cut prices in violation of the contracts under which the watches are placed on the market. The bill of complaint recites the provisions of the selling contract.

Damages already amounting to $10,000 are alleged, and a preliminary injunction is asked pending the settlement of the case.

I. N. LEVINSON, President *Established 1865* H. S. MORRIS, Sec'y and Treas.

S. COTTLE COMPANY

Goldsmiths and Silversmiths

31 East 17th Street - NEW YORK

14-K. and Platinum Bag



TRADE & MARK



Gold Bags, Engraved, Pierced and Engine-turned
New Effects in Shirred and Herringbone Mesh

Vanity Cases in all Sizes—and Various Compartments

Our New Line of

MESH BAGS CHATELAINES LORGNETTE CHAINS
PURSES LORGNETTES VANITY CASES
PUFF BOXES CARD CASES CIGARETTE CASES
ETC.

In 14-Karat Gold, Sterling Silver and Platinum

embodies everything in the above, especially designed for the use of the best Jewelry trade.

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SAN FRANCISCO—A. E. LEE, Shreve Bldg.



Measures 8½ x 3 inches, only ½ inch thick

"Thin Model" Case For The Traveler

containing a pair of military brushes, comb and cloth brush—Morocco cases, assorted colors.

Send for illustrated catalogue of our "TRAVELERS' LINE"

TILDEN-THURBER CO.
PROVIDENCE, R. I.

Providence

Herbert S. Tanner, of this city, was a recent business visitor in Boston.

D. J. Reagan, of this city, visited Boston the past week on a purchasing trip.

William H. Draper has just added a 23-horsepower runabout to his garage.

Mr. and Mrs. Henry W. Harvey have gone to Poland Springs for a short stay.

Charles Kuehner, of this city, assignor to Ottolie Kuehner, has been granted a patent on a pin.

A. A. Lupien, 24 Broad St., Pawtucket, is increasing his facilities for the manufacture of mesh bags.

Ashbel T. Wall has sold to Susan A. Potter real estate on the northerly side of Verndale Ave., this city.

Abraham Colitz and wife, of Woonsocket, have gone to Atlantic City on a two weeks' vacation trip.

Harry M. Mays, of the Metal Products Corp., has purchased two lots of land in Edgewood from George R. Babbitt.

Mr. and Mrs. George M. Baker have returned from an extended automobile trip through Maine and New Hampshire.

Leon Elias, of Mackey & Elias, of this city, is sending in some encouraging reports from his extended western trip.

Joseph Bouclin has started in the manufacturing of German silver tops and findings for mesh bags at 38 Friendship St.

Arthur E. Austin, of John Austin & Son, is being spoken of as the Republican candidate for Mayor of the city of Cranston.

Mr. Baker, representing the E. L. Spencer Co., of this city, was calling on the jobbing trade in San Francisco the past week.

W. A. Fay is making a satisfactory business trip through the middle west in the interests of the Potter & Buffinton Co., of this city.

W. U. Fry left last week on a several weeks' trip through the middle west and northwest with the new line of Fry Bros., of this city.

Jacob Schwarzkopf is making an extended tour of the western customers of J. Schwarzkopf & Co., of this city, with gratifying success.

Henry A. Kirby, 85 Sprague St., this city, returned last week from a month's stay in Europe. He was a passenger on the *Lusitania*.

Earl H. Leavitt, with the Manufacturing Jewelers' Board of Trade, was a visitor in New York the past week, in the interests of the Board.

J. H. Manning, who is making a long trip through the west for the J. H. Manning Co., of this city, is sending home some good orders.

In one issue of one of the local dailies the past week, 21 manufacturing jewelry and allied firms were calling for male and 10 for female help.

The Polishing & Plating Co., P. Leony, manager, has opened a shop at 196 Park Pl., Woonsocket, where it will do all kinds of polishing and plating.

Dexter B. Potter, executor of E. L. Logee, with his wife, has returned to his home in this city, after a month in Chautauqua, N. Y., followed by a stay in Boston.

George H. Cahoone Co., of this city, is receiving some encouraging orders from its representative, Reuben W. Cohen, who is visiting the western trade.

Herbert Tourtelotte, who is on the Pacific Slope representing the Waite, Thresher Co., of this city, was reported from Los Angeles last week.

Harry Cutler, of the Cutler Jewelry Co., has been to Cleveland, O., the past week to attend the meeting of the national commissioners of the Perry Memorial.

E. B. Dodge and M. Joseph Higgins have started in the Japan enameling of jewelry at 19 Page St., this city, under the firm style of the Victoria Enameling Co.

Mr. and Mrs. Everett I. Rogers and their son, Morgan W. Rogers, motored home last Monday from Sugar Hill, N. H., where they have been for the past two months.

The stock, fixtures, etc., in the store of Simon Yarashefsky, 154 N. Main St., this city, was sold at public auction in small lots last Monday by the assignee, Frank H. Bellin.

The *Wanderer VI.*, owned by Harvey J. Flint Co., won the championship of Narragansett Bay in the wind-up of the season's series for 18-footers held Labor Day off Edgewood.

Frederick W. Aldred, secretary of the B. H. Gladding Dry Goods Co., has returned from a five weeks' stay in the Adirondack Mountains, where he was the guest of friends in camp.

Among those who have contributed to the building fund of the Edgewood Public Library Association are, Horace F. Carpenter, Arthur E. Austin, George W. Denver and George R. Babbitt.

According to the records at City Hall two lots with the buildings located on the northerly side of Blackstone St., belonging to Joseph W. Heller, have been attached for $3,000 by John Helgerson.

The stock, tools, fixtures and business of the late Michael Fitz Gerald in the Fitz Gerald building, Eddy St., this city, is offered for sale at a nominal price by his son, Jerome M. Fitz Gerald.

Walter B. Harrington, of the International Silver Co., Bridgeport, Conn., has been taking a few days' vacation at the home of his parents, Rev. and Mrs. H. L. Harrington, of Potter Hill, R. I.

Ralph G. Ostby, with the Ostby & Barton Co., was one of the contestants in the annual Rhode Island State tennis tournament which opened at the Agawam Hunt in East Providence on Saturday.

H. Fellman, 132 Main St., Woonsocket, has purchased from the trustee in bankruptcy the entire stock of sterling silver from the Charles E. Dallman estate, and that of his predecessor, Charles Flagg.

Col. Samuel M. Nicholson was among the passengers on the *George Washington* of the North German Lloyd line, from Bremen, Southampton and Cherbourg, which arrived in New York on Sunday.

Joseph O. San Souci, of the J. O. San Souci Co., for 21 years a member of the school committee from the 10th Ward, announced the past week that he does not intend to accept candidicy for re-election this Fall.

Howard D. Wilcox, of D. Wilcox & Co., was in charge of the rifle team from the National Guard of Rhode Island that has just returned from the annual national rifle shooting matches at Camp Perry, O.

B. A. Ballou & Co., Inc., are materially increasing the size of their plant, 61 Peck St., by equipping two of the shops adjoining theirs in the Dyer St. Land Co.'s building, formerly occupied by the Waite, Thresher Co.

Edward B. Hough, of the Wightman & Hough Co., and William A. Schofield, of Schofield, Battey & Co., were members of the committee in charge of the annual clambake of the Anawan Club in Rehoboth on Saturday.

Arthur Totten, who for three years represented Brown & Mills, of this city, on the eastern circuit, has associated himself with the Irving Mfg. Co., of Newark, and will travel through Pennsylvania, New York and New England.

Edgar R. Barker and Benjamin Hall were among those who attended the annual down-the-river trip of the Veteran Association of the Providence Marine Corps Artillery, with shore dinner at the grounds of the Warwick Club, on Thursday.

Manufacturers in this vicinity who are creditors of S. Jacobson, of Philadelphia, who failed in 1909, have been receiving a final dividend of 1½ per cent. This makes a total of 11½ per cent. About $15,000 to $20,000 represented the indebtedness in this city.

Patrick Hanley, for many years connected with the refining business as a member of the firm of Hanley & Murdy, on Eddy St., this city, was a visitor here during the past 10 days. He has fully recovered from a long illness while at the Soldiers' Home at Togus, Me., and is now living in Boston.

The regular monthly meeting of the Rhode Island Society of Optometry was held Friday evening with a good attendance and plans for the coming Winter were discussed. One name was added to the membership list and one application for membership was received and referred to the executive committee.

Charles Heller, of L. Heller & Son, who is in charge of the Providence office of the concern, met with a peculiar accident a few days ago. He was holding a card of matches in his left hand when they became ignited and the palm of his hand was seriously and painfully burned.

Members of the National Association of Manufacturers of the United States of America in this city, including about a dozen manufacturing jewelers, have recently received from the secretary of the association handsomely engraved certificates of membership, which are being conspicuously displayed in their offices.

The second annual outing of the employes of the A. T. Wall Co., was enjoyed Saturday by a large company at Bay Shore Pavilion, Palace Garden. There was the usual baseball game, the result of which was a victory for the married men over their single opponents by a score of

EL KAY ONE-PIECE CUFF BUTTON

(Patented in U. S. and Foreign Countries.)



THE **EL KAY** CUFF BUTTON can be easily and quickly inserted in the cuff with one hand.



IT STAYS IN until you want to take it out and then can be just as easily removed.

THE **EL KAY** CUFF BUTTON is the only strictly one-piece cuff button made. The post is solid; the metal so distributed to make it strongest at points of greatest strain. The first cost is the last cost, for every one is permanently guaranteed. If for any reason one does get broken, we replace it without charge or question.

Samples sent on memo. at our expense.

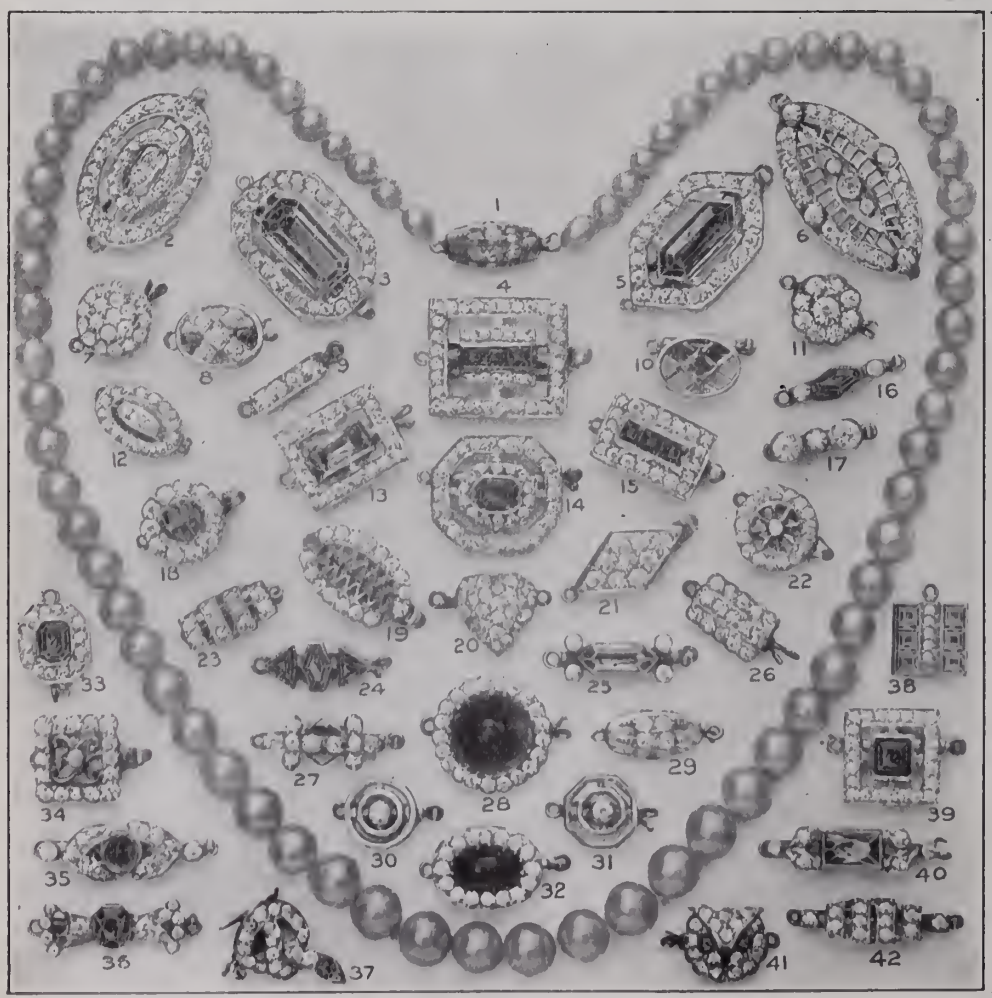
JOSEPH L. HERZOG & CO.,

Succeeding Louis Kaufmann & Co.

Makers of LK Rings

(Reg. U. S. Pat. Office.)

45-51 Rose Street, Cor. Duane, NEW YORK



NOT all the products of the Pearl Fisheries in the world would meet the wants of the vast array of women who are now wearing ropes of pearls, collars and single strand pearl necklaces. We reproduce the real pearl so closely that experts are often amazed at the deception. The shape, weight and the delicate tint are absolutely perfect. Our clasps, which are sterling silver set with French brilliants, speak for themselves. We make them to retail at 50c. to $5.00 each.



Fishel Nessler Company

Manufacturing Jewelers

79-81-83-85 Crosby Street NEW YORK

Established over a quarter of a century

5 to 3. Then followed a series of field sports, in which the men and women participated, and a regular shore dinner. The committee of arrangements included H. Brown, H. G. Oxx, Miss Lucy Perkins and Emeline Tetlow.

Ford & Carpenter Co. are receiving some good reports from George Frey, who is on the western circuit.

Mr. Holbert, representing Kohn & Co., of Newark, N. J., called upon the trade in this city the past week.

Mr. and Mrs. A. T. Wall and daughter have returned from Watch Hill, where they have spent the Summer.

The E. A. Eddy Machinery Co., of this city, has the selling of the plant of William Nerney & Co., of Attleboro, in charge.

Marcus W. Morton, secretary of the Manufacturing Jewelers' Board of Trade, has returned from his two weeks' vacation.

William C. Greene et ux and others have sold to John J Larsson and wife a plot of land on the northerly side of Ashmont St., this city.

Mr. and Mrs. William H. Draper have returned from a Summer trip to Europe, including a stay in London during the coronation festivities.

The directors of the Manufacturing Jewelers' Board of Trade will hold their regular monthly meeting Friday afternoon at the rooms of the association.

George H. Cahoone, who recently underwent an operation at the Parade St. Hospital, has gone to his Summer home at Jamestown to recuperate. The operation was successful and his recovery is expected in a short time.

William E. Aldred, of the B. H. Gladding Dry Goods Co., who has spent the Summer abroad, visiting London, Paris, Berlin and Munich, with a stay in Switzerland, returned early the past week, arriving on the *Cleveland*.

The first meeting of the State Board of Examination and Registration in Optometry will be held the fourth Monday in this month for the transaction of business. Examinations will be held of candidates for registration on Oct. 23 and 24.

Patrolman Holland found the jewelry store of J. A. Angell, on Westminster St., Olneyville Sq., open about 10.30 o'clock Wednesday night. Mr. Angell was notified, but nothing was missed. It is believed that the perpetrators were frightened away before securing any booty.

A final meeting of the creditors of the Macomber Mfg. Co., manufacturing jewelers of this city, which went into bankruptcy several months ago, was held at the office of Chester W. Barrows, referee in bankruptcy, Thursday, when the report of Lawrence F. Crotty, trustee, was received, approved and the trustee discharged.

Frank L. Hinckley, Rush Sturges and Abbot Phillips, all of this city, filed articles of association with Secretary of State J. Fred Partker on Friday night, creating the Pawtucket Smelting & Refining Works, to be located in Pawtucket, with a capital stock of $100,000. The new concern is authorized by its charter to engage in a general refining and smelting business.

Among the entries in the qualifying round of the Rhode Island State golf championship, played Wednesday on the combined courses of the Agawam Hunt and the Metacomet Golf Club, in East Providence, were Albert S. Vennerbeck, John Shepard, Jr., C. H. Such and A. L. Aldred Former State Champion A. S. Vennerbeck was defeated in the first round.

The annual outing of the employes of the E. L. Spencer Co. was held Saturday at the grounds of the Pomham Club in East Providence, overlooking Narragansett Bay. About 100 of the employes attended the dinner and watched the program of sports. At the conclusion of the dinner addresses were made by Everett L. Spencer and Benjamin Stone. The feature of the field sports was a baseball game between the single and married men, which resulted in a victory for the former by a score of 18 to 4. Bowling, dancing and billiards were among the amusements and it was evening before the party started homeward. A rising vote of thanks was tendered to Mr. Spencer for his part in the arrangements of the day's outing.

The first meeting of the advisory council of the New England Manufacturing Jewelers and Silversmiths' Association since the Summer vacation, was held in the rooms of the association, in the Wilcox building, 42 Weybosset St., this city, Thursday afternoon. There was a good attendance and President Everett L. Spencer, of the council, presided. Many matters that have accumulated during the vacation were discussed and referred to special committees to report upon as soon as possible. A number of bills were also audited. The meeting was a much longer one than usual, as plans for the coming Fall and Winter were discussed, and nearly everybody had a suggestion to make that were either considered or laid on the table for future discussion. It was announced that the special committee that was appointed in June to consider the welfare of the organization had held several meetings, and it is expected that it will make a report to the advisory council some time this month.

Attleboro.

Charles Wolfson, New York, was a local visitor last week. He was here to buy goods.

Harold E. Sweet has returned from an automobile trip, enjoyed with his wife, to Cape Cod.

The report of the Attleboro Trust Co., recently issued, shows the assets to be $217,395.54.

The plant of Wm. Nerney & Co. has been offered for sale by the E. A. Eddy Machinery Co., Providence.

Chas. D. Lyons has been making a special trip to Philadelphia and Pittsburgh in the interests of his concern.

Dr. Chas. Webb, of F. H. Sadler & Co., and Frank Gray, another New York salesman, spent the holiday in town.

William A. Sturdy, Chartley, has written a book entitled "Human Equality." Mr. Sturdy is a manufacturing jeweler.

W. H. Lyons, of C. D. Lyons & Co., was one of the judges at the big picnic of the Mansfield Lodge of Moose, last Labor Day.

Edward Newell, formerly connected with the Attleboro Mfg. Co. as a die cutter, has become a partner in the firm recently started by William L. Richards.

Agent Johnson, of the Adams Express Co., has announced a change in the time of collecting New York express, which he expects will go into effect within a short time. It pertains to the afternoon collections for the New York boat on material to be sent at the 75 cent rate. During the Summer the collection has been made at 6 o'clock, but on account of the Fall change in the sailing of the New York boats from Providence, it will have to be made about 4 o'clock.

Because certain employers of labor in this State have neglected to make reports of accidents occurring to their employes, the commission which is charged with preparing a plan for compensating injured workmen has decided to invoke the penalty provided by law for such failure or neglect, and hereafter every employer who fails to transmit to the commission within 48 hours after each and every accident, a full report thereof, will be proceeded against and prosecuted. The law provides a penalty of $50 for each offense.

North Attleboro.

C. Ray Randall is making a western trip in the interests of his concern.

Raymond Wise, of T. I. Smith & Co., has fully recovered from his recent illness.

H. F. Barrows, of the H. F. Barrows Co., spent several days in New York last week.

The Wamsutta garage, of which William Maintien is owner, has been closed for the season.

Edwin A. Codding returned last week from an automobile trip taken through Canada.

George A. Chisholm visited Pittsburgh last week in the interests of the Bugbee & Niles Co.

Edmund T. Sommer is making a New York State trip in the interests of J. J. Sommer & Co.

Charles Peckham left last week for a western trip in the interests of the J. H. Peckham & Co.

Frank P. Kennedy, saleman for the Paye & Baker Mfg. Co., spent the holiday in town with his parents.

Alpin Chisholm returned last Saturday from a business trip made in the interests of his concern, the Bugbee & Niles Co.

Fred J. Mills, formerly a manufacturing jeweler of this town, has formed a partnership with Edmund A. White, of Providence.

The Jewelers' Baseball League has closed with the G. K. Webster Co. and the Geo. L. Paine Co. tie for first place. A game to decide the championship ended in a tie, 8 to 8, after 10 innings of play. Webster Co., however, have protested three Paine players.

As yet no manufacturer of this town has secured space in the Boston Chamber of Commerce jewelry exhibit. Attleboro, Providence, Mansfield, Plainville and Attleboro Falls are to be represented, and an

Are you ready for this business?

Simmons' advertising is opening up a new field of profit for the retailer.

By educating the American public to the value of style and appropriateness in the wearing of chains, fobs and bracelets, it is developing new wants, reaching new people, and sending old patrons oftener into the retailer's store.

Our Fall campaign starts September 30th. The mediums to be used are:

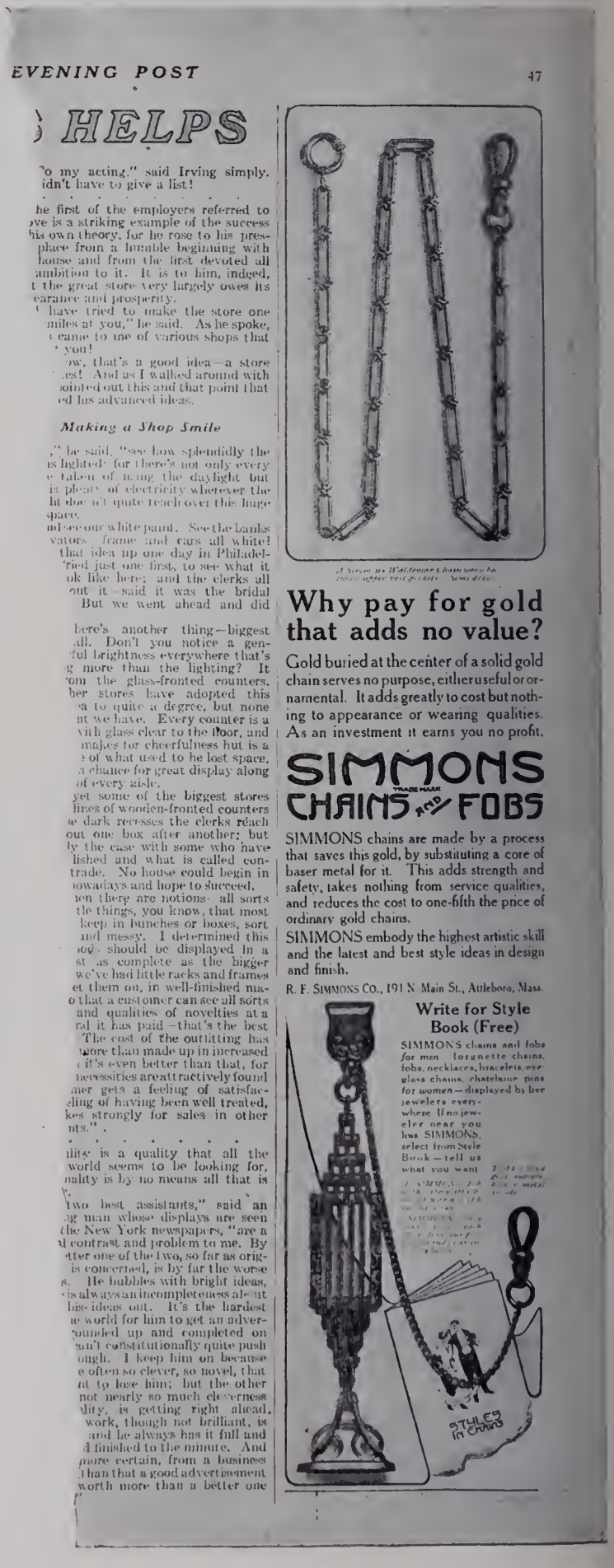
The Saturday Evening Post
Ladies' Home Journal
Woman's Home Companion
McCall's Magazine
People's Home Journal
Associated Sunday Magazine
Red Book Magazine
Railroad Men's Magazine
Illustrated Sunday Magazine

Get in step with this advertising. It is a new and positive sales influence that you can co-operate with to your immediate advantage. It means a larger volume of sales and quicker turnovers on a smaller net investment in stock.

Connect with this new idea now. Write for our latest catalogue. Send your orders to the wholesale watch or jewelry house you do business with.

R. F. SIMMONS CO. Attleboro, Mass.

Full Column Saturday Evening Post, Sept. 30



EVENING POST 47

HELPS

"o my acting," said Irving simply. idn't have to give a list!

he first of the employers referred to ve is a striking example of the success his own theory, for he rose to his present place from a humble beginning with house and from the first devoted all ambition to it. It is to him, indeed, t the great store very largely owes its earance and prosperity.

"I have tried to make the store one miles at you," he said. As he spoke, came to me of various shops that you!

ow, that's a good idea—a store es! And as I walked around with ointed out this and that point that ed his advanced ideas.

Making a Shop Smile

," he said, "see how splendidly the is lighted! for there's not only every taken of using the daylight but is plenty of electricity wherever the ht does n't quite reach over this huge space.

nd see our white paint. See the banks vators frame and cars all white! that idea up one day in Philadel- ried just one first, to see what it ok like here; and the clerks all out it—said it was the bridal But we went ahead and did

here's another thing—biggest all. Don't you notice a gen- ful brightness everywhere that's g more than the lighting? It om the glass-fronted counters. ber stores have adopted this a to quite a degree, but none nt we have. Every counter is a vith glass clear to the floor, and makes for cheerfulness but is a of what used to be lost space, a chance for great display along of every aisle.

yet some of the biggest stores lines of wooden-fronted counters e dark recesses the clerks reach out one box after another; but by the case with some who have lished and what is called con- trade. No house could begin in owadays and hope to succeed.

nen there are notions all sorts tle things, you know, that most keep in bunches or boxes, sort and messy. I determined this ods should be displayed in a st as complete as the bigger we've had little racks and frames et them on, in well-finished ma- o that a customer can see all sorts and qualities of novelties at a rd it has paid—that's the best The cost of the outfitting has more than made up in increased it's even better than that, for necessities are attractively found mer gets a feeling of satisfac- cling of having been well treated, kes strongly for sales in other nts."

. . . . . .

lity is a quality that all the world seems to be looking for, nality is by no means all that is

Two best assistants," said an g man whose displays are seen the New York newspapers, "are a l contrast and problem to me. By tter one of the two, so far as orig- is concerned, is by far the worse s. He bubbles with bright ideas, is always an incompleteness about his ideas out. It's the hardest e world for him to get an adver- ounded up and completed on an't constitutionally quite push ough. I keep him on because e often so clever, so novel, that nt to lose him; but the other not nearly so much cleverness dity, is getting right ahead. work, though not brilliant, is and he always has it full and d finished to the minute. And more certain, from a business than that a good advertisement worth more than a better one

A Simmons Waltham Chain worn by [illegible]

Why pay for gold that adds no value?

Gold buried at the center of a solid gold chain serves no purpose, either useful or ornamental. It adds greatly to cost but nothing to appearance or wearing qualities. As an investment it earns you no profit.

SIMMONS TRADE MARK **CHAINS AND FOBS**

SIMMONS chains are made by a process that saves this gold, by substituting a core of baser metal for it. This adds strength and safety, takes nothing from service qualities, and reduces the cost to one-fifth the price of ordinary gold chains.

SIMMONS embody the highest artistic skill and the latest and best style ideas in design and finish.

R. F. SIMMONS CO., 191 N. Main St., Attleboro, Mass.

Write for Style Book (Free)

SIMMONS chains and fobs for men—lorgnette chains, fobs, necklaces, bracelets, eyeglass chains, chatelaine pins for women—displayed by live jewelers everywhere. If no jeweler near you has SIMMONS, select from Style Book—tell us what you want.

effort is being made to interest local manufacturers in the exhibition.

Fred Mason, Henry Mason, Ralph Bodman and Frank Baker acted as bearers at the funeral of Alexander Barnett, which was held last Tuesday afternoon. Mr. Barnett was connected with the jewelry industry for a number of years, lately being with S. O. Bigney & Co.

Boston.

H. L. Houghton is on a business trip to New York and Philadelphia.

Charles A. Cooley has returned from a series of yachting cruises off the Maine coast.

J. L. Lurie, importer and jobber in the Jewelers' building, is on a business trip to New York.

D. D. Burns, with A. Paul & Co., started last week on a four weeks' trip in New York State.

Edwin M. Stanton, of Stanton & Glover, has been at Winthrop, Me., on his annual outing.

Jerome B. Murray, formerly for 10 years with William C. Dorrety, is now with H. W. Peters Co.

The Boston Retail Jewelers' Association will hold its first meeting of the 1911-12 season Sept. 28.

Frank W. B. Pratt, Franklin St., has closed his Summer home at Marblehead and returned to the city.

William Keenan, formerly in the employ of Bigelow, Kennard & Co., is now with Stanton & Glover, of Tremont St.

Joseph C. Batchelder, of the Smith-Patterson Co., has been on a yachting cruise the past week along the New England coast.

Henry W. Patterson, of the Smith-Patterson Co., is back from an extended vacation trip to his old home in Aylesford, N. S.

Joshua S. Lipkin, of the Adams Sq. Jewelry Co., has gone to New York and Providence on a trip combining business with pleasure.

Samuel Sheinfeldt, formerly manager for the Puritan Jewelry Co. on Hanover St., has opened a new store in the Roxbury district.

William T. Simpson, of Shreve, Crump & Low Co.'s stationery department, is on an outing trip to New York, Philadelphia and Washington.

Isaac Levy, formerly of Boston, but now with L. J. Anshen, of Providence, was in town last week prior to starting on a three months' trip west.

A. T. Maynard, with Mrs. Maynard, and Alexander P. Maynard, of Maynard & Co., were at Curtis's Hotel, Lenox, Mass., early in the past week.

The J. C. Sawyer Co., Inc., succeeded J. C. Sawyer, with the opening of the new Sawyer jewelry establishment this week, on Washington St.

F. A. Millett, retail jeweler, Lynn, Mass., has just reoccupied his remodeled store in that city, removing from temporary quarters opposite, which he has been using.

Norling & Bloom are settled in their new and very attractive quarters at the top of the Washington building, the office being in room 809, with the workshop adjoining.

Mrs. Gainsborg, wife of B. S. Gainsborg, is seriously ill as the result of an accident at the street railway terminal here last Thursday, when she was struck by an electric car.

Members of the Maximus Club, composed of retail department salesmen of the Smith-Patterson Co., hold their annual meeting and banquet to-night at the United States Hotel.

Edward D. Hardy, of D. C. Percival & Co., and George A. Homer, members of the Ancient and Honorable Artillery Co., will take the Bermuda trip which members are planning for Sept. 29.

William A. Thompson has been on a trip to Ogunquit, Me., for a vacation outing with his son, Lester Thompson, the artist, whom he joins occasionally on a landscape-sketching expedition.

The new store of S. Bernstein, at 305 Washington St., which opened last week, attracted much attention by reason of the special window display. Mr. Bernstein has another store in Portland, Me.

Walter E. Whelan, formerly with the Henry Siegel Co., is now with H. Levitan, of the Jewelers' building. B. N. Nelson, who was with Mr. Levitan for a short time, has located in Providence.

Among the Suffolk County indictments posted last Friday was one for larceny against Vera Dowling, alias Darling, charged with taking a $1,000 ring from the store of Bigelow, Kennard & Co.

Maynard & Co. have closed their season at the Summer resorts, where they opened hotel branches at a number of society centers this season. In the Winter they will have a Florida branch this year.

O. Cusumano, importer of Italian and other European art goods and jewelry, is to remove from 292 Boylston St. to remodeled rooms at 396 Boylston St., as soon as the premises are ready for occupancy.

Henry Grimm, watchmaker for C. S. Blake, who has been ill for the past fortnight, was removed last week to the city hospital, a severe cold having developed into pneumonia, with other complications.

Carl Lawton, who was traveling salesman for the J. B. Humphrey Co. prior to the demise of Mr. Humphrey, has re-entered the employ of Harris & Lawton, with which house he was formerly connected in a similar capacity.

E. H. Saxton has returned from an automobile trip to Sachem's Head, L. I., where his father and other members of the family celebrated the elder Mr. Saxton's 82d birthday, according to their annual custom of recent years.

A handsome sidewalk post clock of the Seth Thomas make has been installed in front of the Boston *American's* branch office in Newspaper Row on Washington St. It was furnished by Daniel Pratt's Son, Boston agent for the clock concern.

Dr. William Sturgis Bigelow has given to the Boston Museum of Fine Arts a superb collection of Chinese and Japanese objects of art, consisting of about 15,000 pieces, heretofore on exhibition at the museum as a loan display by courtesy of Dr. Bigelow.

Following the return of Jacob and Joseph Goldberg, the Ullian case suspects, who have been brought to this country from Austria, Inspector Lynch, of the Boston police department, went to New York in quest of further evidence in the now noted case. In this connection it has been reported also that another arrest is contemplated.

Frank A. Conant, retail jeweler, Santa Barbara, Cal., has been on an outing in the east, visiting his former home in Belfast, Me., and renewing old friendships in the trade hereabouts. Upward of 20 years ago Mr. Conant was traveling salesman for A. Paul & Co., and made the firm's store in the Jewelers' building his headquarters during his stay in Boston last week.

Buyers in town the past week include Alden Webb, Beverly; E. F. Welch, Westboro; William McCarthy, for H. P. Doe Co., Lawrence; C. E. Cording, Norfolk; George H. Herrick, Attleboro; Loring Smith, Brockton; H. P. N. Dahl, Maynard; C. E. Powers, Webster; Walter W. Cook, Natick; E. Beaudreau, Marlboro; F. N. Gassett, Bridgewater, Mass.; H. O. Spencer, Caribou, Me.; P. W. Lyons, East Hartford; J. H. Tattersall, Exeter, N. H.

The famous $500 Bermuda race cup offered by the city of Boston as a prize for a race from Boston to Bermuda last Spring, that failed to materialize, was won on Labor Day in a spirited contest from City Point to Boston Lightship and return, the successful boat being the 22-foot sloop *Marie L.*, owned by Hollis R. Burgess. There were 37 competitors in five classes, under the auspices of the Mosquito Fleet Yacht Club. Mr. Burgess announced his intention to make the trophy a perpetual challenge cup, to be competed for annually, so that it bids fair to become the prize of a noteworthy event each year.

Vera Dowling, under indictment for the past month on the charge of impersonating a daughter of Gov. Foss and stealing two diamond pendants from the Shreve, Crump & Low Co., and again indicted last Friday on the charge of impersonating Miss Dorothy Forbes and taking a $1,000 diamond ring from Bigelow, Kennard & Co., was brought into court before Judge Lawton yesterday. The proceedings related solely to the Shreve, Crump & Low Co. case, and were quickly terminated by her plea of "guilty." She was sentenced to an indefinite term in the Woman's Reformatory at Sherborn and the other indictment placed on file.

Sherman Evans, Morehead, Ky., has moved to Huntington, W. Va.

The body of Miss Myrtle Hawkins, 17-year-old daughter of W. H. Hawkins, a jeweler in Hendersonville, N. C., was found floating in Lake Osceola, about three miles from Hendersonville, last Sunday. The girl disappeared from her home last Thursday, and although a rigid search was made for her it was not until Sunday that her body was found. Deep bruises on her head and face led the authorities to believe that the girl might have been the victim of foul play, but the coroner's verdict was "death by means unknown."



"Fits your pocket like a silver dollar"

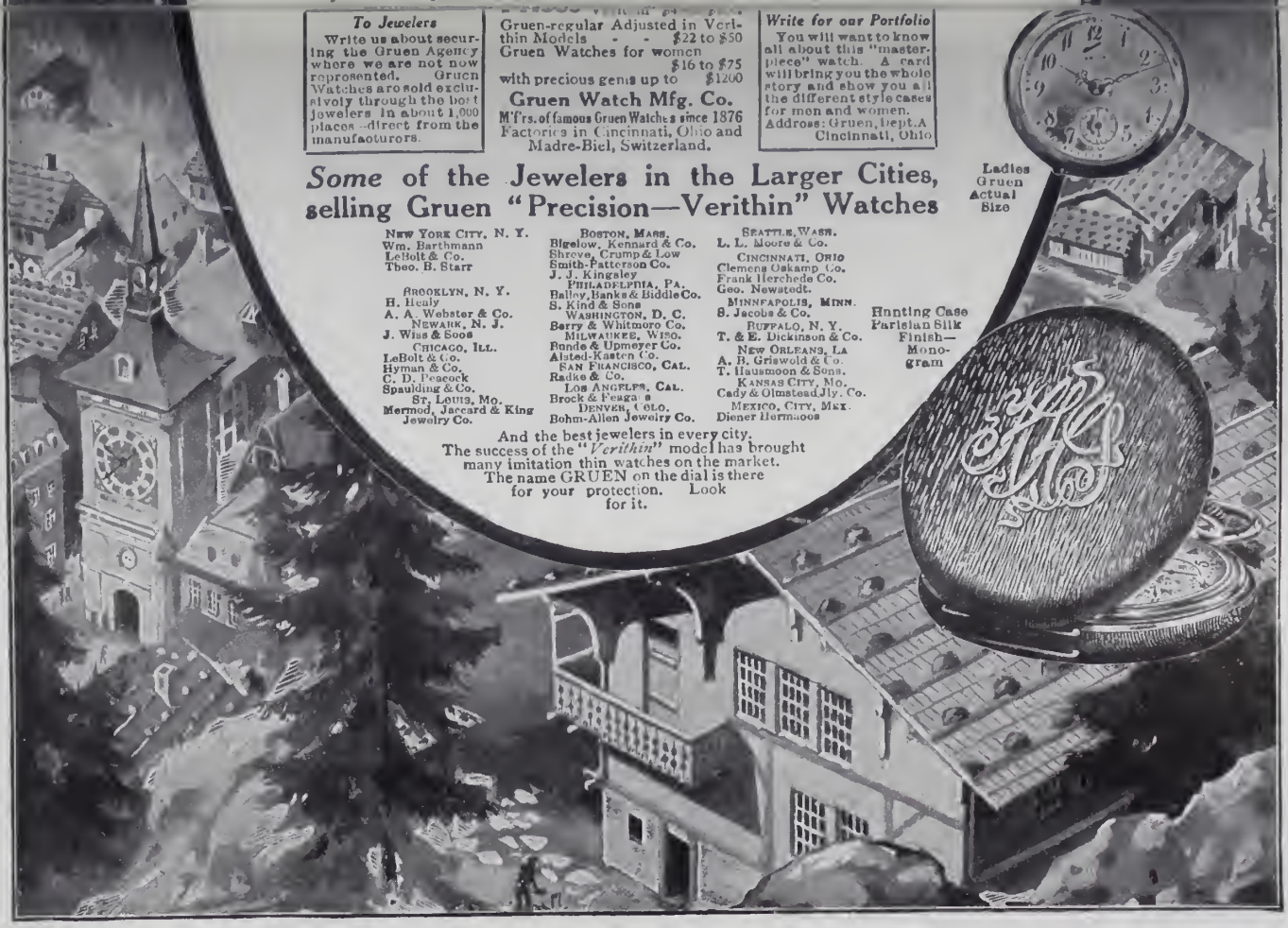
Half the thickness of the ordinary watch, it is guaranteed *just* as *accurrate* and even *more durable*. Its very compactness makes it stronger, if anything, than the thicker watches.

This thinness is accomplished naturally. We saw a way (by a patented wheel construction and by designing the most minute parts) to *build up* the "Gruen Precision-Verithin" not cut it down from a thick watch.

It is the combined product of American ingenuity and inventiveness, and the wonderful skill and painstaking workmanship of foreign workmen. Back of it stands 35 years of experience in fine watchmaking.

Gruen Watches are made in 9 sizes—15 to 21 ruby jewels. The highest perfection attainable is in those movements marked "Precision."

Every Gruen Watch is Guaranteed by us, the makers, through the jewelers direct to you. The Gruen "Agency Guarantee Bond" in the hands of the best watch authorities in the town. Look for it.



Above is the opening advertisement for the early Fall in *The* **Saturday Evening Post.** Other ads to appear in various Magazines during the Fall, rea hing **monthly** a total of twenty-one million readers. This is to let prospective buyers know of the merits of the **Gruen "Precision" Verithin Watch**—to assist you in your sales.

NOTICE:
This appears Oct. 7th

It's a little over 9 years since we were the first to put a **Verithin** watch on the market, as the **pioneer** of a practical thin-model watch. Its extreme popularity proves its reliability, besides satisfying a "long felt want."

If you are not one of our agents, write for the "Bonded Certified Agency" plan.

D. GRUEN, SONS & CO., Cincinnati, O.

Everybody Knows

the Gorham trade-mark TRADE MARK STERLING as being the symbol not only of Sterling quality, but all that is excellent in design, finish and manufacture for silverware. A Jeweler offering goods bearing this mark is not only offering the best goods that can be manufactured, but the best known goods as well, and, therefore, the Gorham TRADE MARK STERLING trade-mark assists him in making sales. Every Jeweler can have this advantage and without cost, as the prices are no higher than asked for goods less well known and oftentimes of inferior quality.



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The Gorham Co.

TRADE MARK STERLING

Silversmiths *and* Goldsmiths

Fifth Avenue and 36th Street, New York

TRADE MARK STERLING

Branches :

NEW YORK
15, 17, 19 Maiden Lane

SAN FRANCISCO
140 Geary Street

CHICAGO
10 S. Wabash Ave.

WORKS : Providence and New York

LONDON
Ely Place

GORHAM SILVER POLISH — The Best for Cleaning Silver

THE JEWELERS' CIRCULAR
WITH WHICH ARE CONSOLIDATED
THE HOROLOGICAL REVIEW.
THE JEWELERS' WEEKLY.
THE JEWELERS REVIEW

PUBLISHED EVERY WEDNESDAY BY
THE JEWELERS' CIRCULAR PUB'G CO.
J. J. Mulford, Pres. & Treas. V. S. Mulford, V.P.& Sec.
11 JOHN ST., COR. BROADWAY, NEW YORK.
TELEPHONE: 148 CORTLAND. CABLE ADDRESS: JEWLAR, NEW YORK

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The amount of advertising in this issue beats all records for a regular number. This shows that the trade is alive to the fact that advertising in THE JEWELERS' CIRCULAR-WEEKLY is the greatest force for the promotion of sales.

Presidents of Many Bodies Confer on Trade Protection.

ONE of the most important conferences held in the trade for some time is scheduled to take place to-day (Sept. 13) at the rooms of the Jewelers Board of Trade, New York, when the presidents of the various national associations in the trade, or their representatives, will gather for the purpose of discussing ways and means to protect the jewelry trade at large from assault, murder and other dastardly crimes such as have been rampant during the past few months. As recently noted in the columns of THE JEWELERS' CIRCULAR-WEEKLY, this meeting was called by President Rothschild, of the Jewelers Board of Trade, who asked the presidents of the American National Retail Jewelers' Association, the National Wholesale Jewelers' Association, the National Manufacturing Jewelers' Association, the Manufacturing Jewelers' Board of Trade of Providence, the New England Manufacturing Jewelers' and Silversmiths' Association, the Jewelers' Protective Union, the Jewelers' Safety Fund Society and the Jewelers Security Alliance to meet to discuss this subject of protecting the jewelers and see what can be done by co-operation of the various organizations or perhaps to form an entirely new organization for the purpose of doing prompt work in running down the criminal the moment a member of the jewelry trade in any part of the country is attacked.

The movement to take action on the lines above mentioned has grown out of and is a result of the murder of Adolph Stern on July 22, who sought to interfere with bandits who had smashed the window of his uncle's jewelry store and made away with a tray of diamond rings, this crime being followed a short time later by the shooting of another jeweler of New York by sneak thieves whom he caught in an attempt to rob his store. The various hold-ups and assaults which have been reported in Chicago and other cities of the west also have had a tendency to strengthen the idea that the jewelry trade as a whole should take some action to stop crimes of this kind or to promptly catch and punish the perpetrator whenever they are committed.

In the calling of this conference of the heads of the jewelry organization there is no reflection upon the meritorious work that has been performed by the Jewelers Security Alliance and the Jewelers' Protective Unions which have been for years running down thieves who have, robbed their members. In fact, the idea is to supplement the good work done by these bodies and to make possible action which the protective organizations to-day cannot take, either by reason of their constitutions or conditions under which they work. In previous years the work of the protective organizations has been supplemented by the protection given to the trade through the columns of THE JEWELERS' CIRCULAR-WEEKLY by the publication of the descriptions and photographs of the various crooks working upon our industry and an explanation of the methods pursued. This heretofore has been deemed sufficient for the purpose, because theft, either direct or through swindling, was the only thing the jeweler had to look out for. To-day, however, assaults are becoming so common, and murder and attempted murder no longer a possibility but an actual fact, that the new conditions must be met with new methods, and for this reason the conference of the representatives of the national associations in the wholesale, jobbing and retail trade is a momentous event, as it is expected that out of this will grow either a plan for co-operation betwen all these organizations whenever the circumstances warrant it, or a supplementary organization that will be in a position to take steps for the protection of the trade at large that none of the present bodies can accomplish individually.

Gem Imports During August.

GEM imports during the month of August at the port of New York break all previous records for that month in the history of the customs service and are, with the exception of July, when the total reached $4,475,986.80, the largest during the present calendar year.

The total imports of precious stones, cut and uncut, and pearls for August amounted to $4,368,613.47, as compared with $1,315,890.27 for August a year ago, or an increase of $52,723.20. The value of the cut precious stones and pearls for August was $3,407,878.68, and that of the uncut gems $960,734.79, or a decrease of $64,817.17 in the cut precious stones and pearls and an increase of $117,540.37 in the uncut gems, as compared with the figures of the previous year.

THE GENTLEMAN'S WATCH FOR THE HOLIDAYS

H. R. CONKLIN } East
C. W. KOEHLER }
W. H. WARRINGTON } West
FRANK SHADBOLD }
LEWIS J. ZAHN—South

ARE NOW out showing our

EXTRA THIN

Open Face, 12 Size, 17 Ruby and Sapphire Jeweled, 3 Position Adjusted Illinois Watch, cased in Crescent 25-year and 14-Karat Solid Gold Cases

COMPLETE

in Morocco Box with *Rating Card* for Each Movement

CROSS & BEGUELIN

Wholesale Distributors of Gems, Jewelry, Watches, and Jewelers' Supplies

23 Maiden Lane
NEW YORK

The large receipts of gems during August, when normally the buying on the other side should have diminished for a while, indicates that there is a healthy condition in the diamond trade in this country and may be taken as pointing to a brisk Fall and Winter business.

How the importations for the past month compare with those of August of previous years will be seen at a glance from the following table:

Aug.	Cut.	Uncut.	Total
1910....	$3,472 695.85	$843,194.42	$4,315,890.27
1909....	2,566,349.35	695,749 82	3,262,099.17
1908....	977,657.37	280,211 57	1,257,868.94
1907....	2,587,288.00	446 634.00	2,983 862.00
1906....	2,497 459.09	884,837.96	5,382 296.05
1905....	1,815,718.61	460,154.98	2,275,873.59
1904....	1,632 937.48	388,357.94	2 021,295.42
1903....	1,905.995.19	377,653 02	2,283 648.21
1902....	2,124,078.42	205,427 54	2,329,505.96
1901....	1,458,208.47	398,373.69	1,856 582.16
1900....	1,034 470.82	256,640.35	1,291 111.17
1899....	1,672,364.01	534,497 29	2,206,861.30
1898....	1,131 805.21	589,087.21	1 720,892.42
1897....	1,331,035.56	720,133 75	2,051 169.31

Business Failures During August.

THE record of business failures during the month of August indicates a continuance of the progress toward better conditions, according to the report of R G Dun & Co., which shows a considerable contraction in the amount involved, as compared with the same month a year ago The number of suspensions during August was 926, with total defaulted indebtedness of amounting to $11,116,631, as compared with 919 failures with liabilities of $12,442,063 in August, 1910, but a somewhat indifferent showing in comparison with the 917 in August, 1909, for $9,620,576. Compared with the 1,119 for $23,782,378, in the same month of 1908, or the 850 for $15,197,749 in 1907, the exhibit is notably in favor of the present month. Included in the total of the month are 19 failures with indebtedness of over $100,000 each, the aggregate of which is $4,639,890. Deducting these leaves 907 small failures with liabilities amounting to $6,476,741, or an average of $7,141 each, which is much below the $8,199 of the corresponding month a year ago. The failures in the jewelry and clock trade last month are given by Dun's *Review* as 19 with liabilities of $225,612, as compared with 10 in August, 1910, with liabilities of $126,709; 20 in August, 1909, with liabilities of $176,253, 21 in August, 1908, with liabilities of $324,530 and 11 in August 1907 with liabilities of $40,559.

Jewelers' Gold Bars Withdrawn and Exchanged at New York.

Week ended Sept. 9, 1911

The U. S. Assay Office reports::

Gold bars exchanged for gold coin	$604,186.16
Gold bars paid depositors	99,170 44
Total	$708,356.60

Of this the gold bars exchanged for gold coin are reported as follows:

Sept. 5	$137 500.52
" 6	139 141.57
" 7	117,844.10
" 8	88,782.08
" 9	120,917.89
Total	$604,186.16

Walter A. Stoll, Amarillo, Tex., has gone out of business.

New York Notes.

Morris Guggenheim, 200 Fifth Ave., has been succeeded by the firm of M. Guggenheim & Co.

I. J. Roe, 14 Maiden Lane, returned Sunday of last week on the *Adriatic* from a trip to Europe.

H. H. McBride, of the New York office of the United States Glass Co., is on a camping trip in Canada.

G. J Baldwin, of the American Ring Co., has started on a western trip from which he will not return until Nov. 1.

The Jewelers Board of Trade is sending out small folders explaining what is required by the Board from its attorneys.

G. Stemfe'd, Rochester, N. Y., was in town last week on a business trip, and spent some time in the Maiden Lane district.

Among the eastern visitors in New York during the past week was Walter Boss, of the Boss & Baldwin Co., Attleboro Falls, Mass.

L. P. Davis, Fort Worth, Tex., is a visitor in this city He called at the offices of THE JEWELERS' CIRCULAR-WEEKLY, last week.

Sam Mendelsohn, New England representative for Louis Manheimer, 35 Maiden Lane, New York, has just finished a successful trip.

Edward Holbrook, president of the Gorham Co., who with Mrs. Holbrook has been spending the Summer in Europe, sails for home on the *St. Louis* Sept. 23.

J. E. Hayes, manager of the Aiken-Lambert Co., 15 Maiden Lane, has returned from a vacation spent in Albany, Saratoga and other points in New York State.

Max Khenman, 1367 Broadway, leaves town this week for his last western trip of the year, visiting towns in New York State and the large towns of the middle west.

B, R Davis, of Davis & Freeman, Atlanta, Ga., has been spending a short time in this city, and was among the visitors at the offices of THE JEWELERS' CIRCULAR-WEEKLY last week.

J. V. Provenzano, of J. N. Provenzano, 112 W. 30th St., has returned from a visit to Italy, France and England, where he spent the past two months. He returned a short time ago on the *St. Louis*.

James McDermott, manager of the Reference Book of the Jewelers Board of Trade, is spending a two weeks' vacation at Lake Kenoza in Sullivan County. He started on his vacation trip last Saturday.

Mr. Darrow, of the Lowell-Darrow Co., Binghamton, N. Y., was in the Maiden Lane district last week on a business trip. Jared A. Darrow, Canandaigua, N. Y., was also a visitor in the jewelry district last week.

Pawnbrokers in this city are considerably interested in the new Sullivan pistol law and its effect upon their business. When the law went into effect recently revolvers were sold at big discounts in various pawnshops.

Glaenzer & Cie, Paris, have recently opened a new sample room at 38-40 W. 33d St., where they are showing their line of foreign art novelties. Sydney J. Marby is making this office his headquarters during his stay in this country.

Among the department store buyers in this city during the past week were: J. J. Coyne, buyer for John Wanamaker, Philadelphia, Pa.; G. Neumaier, buyer for Kohn Furchgott & Co., Jacksonville, Fla.; Mrs. E. Nook, buyer for the Scott-Greggs Co., Cleveland, O.

Judgments obtained by Tiffany & Co. for sums aggregating $1,631, were filed last week in the county clerk's office against Mrs. Adelaide K. Hoag. Mrs. Hoag arranged to pay her account last February with three promissory notes, each for $514, payable in April, June and August. The notes fell due and were not paid, so suit was brought.

Charles R. Rainess & Co., is the name of a concern incorporated last week under the laws of the State of New York. The capital is $6,000. The incorporators are David C. Myers, 256 Broadway; Sophie and Charles Rainess, 216 W. 111th St., and Charles Halpern, 247 Audubon Ave., all of New York. The concern is incorporated to do a jewelry business.

An adjourned first meeting of the creditors of Patteck & Berman, 168½ Delancy St., against whom a petition in bankruptcy was filed in April, was again adjourned last Wednesday until Oct. 6, at 2 P. M., at the offices of Referee in Bankruptcy Townsend, 45 Cedar St. According to the schedules in bankruptcy filed in May the liabilities are $5,274, with assets of $1,525.

Inspector Hughes, in charge of the detective bureau at police headquarters, received a cablegram from Bermuda last night offering $50 reward for the recovery of a black tin box containing jewelry. The cablegram stated that the tin box was probably hidden under a mattress in a stateroom on board an incoming steamer, due in port at 6 o'clock Thursday morning. The jewelry was recovered upon the arrival of the boat at New York.

Geo. Bienbaum, representing Julius Wodiska, 40 John St., accompanied by his wife, and by Herman Hamburger, representing S. Pitzele, 51 Maiden Lane, who have been spending a few days at Yellowstone Park, had an exciting experience recently. They were viewing the beauties of the park and ventured beyond the hotel limits, when a bear made his appearance, and but for the interference of some army offiers serious injury might have resulted to the tourists.

A quantity of articles that are believed to be part of those stolen from the cases of merchandise sent to the Public Stores for appraisal were found Thursday by Appraiser Bird. The articles were found in a trunk belonging to James Prin, who was arrested recently and is held on two charges of larceny, one of which alleges that he stole a valuable ring belonging to Mrs. J. P. Morgan. The articles reported to have been recovered include a quantity of imitation jewelry.

Lippman Tannenbaum, a dealer in diamonds and precious stones, 37 Maiden Lane, who filed a voluntary petition in bankruptcy March 10, 1911, with liabilities of $216,344 and nominal assets, has been granted a discharge from bankruptcy by Judge Hough. Seaman Miller, referee in bankruptcy, who heard testimony in the case, reported in favor of a discharge, and the judge confirmed the report. Mr. Tannenbaum was president of L. Tannenbaum & Co., against which a petition in bankruptcy was filed Aug. 8, 1910.

Walter J. David, N. and Henry M. Smith, three of the four partners of the firm of William Smith & Co., formerly manufacturers of gold chains, at 9 Maiden Lane, with a factory in Newark, have obtained discharges in bankruptcy. The liabilities were placed at $119,696. The concern of Wm. Smith & Co. filed a voluntary petition in bankruptcy some time ago, and the assets were sold at public auction. Langdon P. Marvin, who was the receiver in bankruptcy, was unanimously elected trustee and supervised the sale.

During August the sale of gold bars over the counters of the New York Assay Office reached a total of $2,505,007, which compares with $1,862,176 in July. Contrasted with August a year ago, however, a decrease is shown of $21,539. The August sales are the largest reported for any month thus far this year, with a single exception of May, when the total reached $2,530,508. The total sales for the past eight months are fairly up to those of recent years for the corresponding period. As a matter of fact, they already exceed the sales for the entire 12 months of 1908.

The intention of Secretary Stone and the executive officers of the Jewelers Board of Trade of creating a stronger social interest among the members seems to meet with general approval, and the proposed innovation of holding a noon-day monthly luncheon of the Board later in the Fall was endorsed last week by the Good and Welfare Committee, whose recommendations will be presented to the board of directors for action. The membership of the Board is constantly increasing, and it has up to the present time 22 applications to be acted upon at the next meeting of the board of directors. The September issue of the Board's reference books is being placed in the hands of members.

Considerable newspaper notoriety was given last week to a quantity of jewelry brought into this country through the port of New York by Miss Emilie Grigsby, ward of the late Charles T. Yerkes, when she arrived Tuesday night of last week on the *Olympia*. Discussion brought out that a value of $800,000 was placed upon the jewels by Miss Grigsby. The men who examined the gems on the pier said that in their opinion this estimate was not excessive, but some of the officials higher up were inclined to smile over the valuation of the Grigsby collection. When Miss Grigsby sailed from here she declared she was going to leave the country for good. She took the precaution, however, of registering her jewels at the custom house, and for this reason she had no trouble upon her arrival. There are about 50 pieces of jewelry in her possession, each of which is listed. The question of valuation was therefore of no concern to those

(*New York Notes continued on page* 103)

THE

LIBERTY

NATIONAL BANK

OF NEW YORK

OFFICERS

Fred'k B. Schenck, President.

Daniel G. Reid, Vice-President.

Zoheth S. Freeman, Vice-President.

Charles W. Riecks, Vice-Pres. and Cashier.

Fred'k P. McGlynn, Assistant Cashier.

Henry S. Bartow, Assistant Cashier.

Henry P. Davison, Chairman Exec. Com.

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George B. Case
Henry P. Davison
Zoheth S. Freeman
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Howard W. Maxwell
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Charles H. Warren

CAPITAL, SURPLUS AND UNDIVIDED PROFITS

$3,700,000.00

FIDELITY TRUST COMPANY

Notable Events of the Year

Elected to membership in the NEW YORK CLEARING HOUSE ASSOCIATION, making checks on this company, in payment for drafts, etc., acceptable by all banks and trust companies, members of the Clearing House, and checks certified by us acceptable by the U. S. Collector of Customs in payment of duties on imports.

Designated a Depository for the General Funds of the State of New York, in addition to those of the City of New York.

Paid 2% extra as a Christmas Dividend, in addition to the regular dividends for the year, which amounted to 6%.

Increase in Capital & Surplus from $1,500,000.00 to $2,000,000.00, enabling the company to broaden its business.

Increase in Resources to over $10,000,000.00.

President - Samuel S. Conover
Vice-President Wm. H. Barnard
Vice-President - John W. Nix
Secretary Andrew H. Mara
Asst. Sec'y - Stephen L. Viele
Trust Officer Arthur W. Mellen

FIDELITY Trust Company

Chambers St. and West Broadway, New York

1850 *The Jewelers' Bank for half a century in the same location* 1911

THE CHATHAM AND PHENIX NATIONAL BANK

Broadway and John St., N.Y. Accounts Invited

OFFICERS

LOUIS G. KAUFMAN, President
GEORGE M. HARD, Chairman of the Board
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BERT L. HASKINS, Cashier
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HENRY C. HOOLEY, Ass't Cashier

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August Belmont August Belmont & Co.
Daniel J. Carroll Pres. Alberene Stone Co.
William B. Conrad W. B. Conrad & Co.
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Desmond Dunne Pres. Desmond Dunne Co
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Adrian H. Joline New York City.
Louis G. Kaufman President.
Hamilton Kean Kean, Taylor & Co.
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William A. Law V-Pres. 1st Nat. Bank, of Philadelphia, Pa.
Frank R. Lawrence Counsellor-at-Law.
Waldo H. Marshall Pres. Am. Loco. Co.
John Ringling Ringling Bros.
Edward Shearson Shearson, Hammill Co.
Henry F. Shoemaker New York City.
Sanford H. Steele Pres. Gen. Chem Co.
Fred'k D. Underwood Pres. Erie Railroad Co.
John D. Vermeule Pres. Goodyear Rub Co.
Geo. Coffing Warner New York City.
Samuel Weil Samuel Weil & Son.
Frank S. Witherbee Pres. Witherbee, Sherman & Co.
Joseph H. Wright Pres. U. S. Finishing Co.

The Market and Fulton National Bank of New York

ORGANIZED 1852 — 81-83 FULTON STREET

CAPITAL, $1,000,000 — SURPLUS, $1,700,000

PROGRESSIVE—CONSERVATIVE—SUCCESSFUL

ALEXANDER GILBERT, - President
R. A. PARKER, - - Vice-President
T. J. STEVENS, - - - - Cashier
JOHN H. CARR, - - - Asst. Cashier
W. M. ROSENDALE, - - Asst. Cashier

Invites the Accounts of Jewelers

Will extend every facility that good banking will justify

SAFE DEPOSIT VAULTS

THE NATIONAL NASSAU BANK OF NEW YORK

Established 1852 — Nationalized 1911

Charter Member New York Clearing House

Foreign Exchange Department

Checks and Cable Transfers upon our own correspondents throughout the world

Resources

Over Fourteen Million Dollars

New York Notes.

(Continued from page 101.)

who examined the collection on the pier. The collection includes three magnificent pearl strings, one having nearly 100 individual pearls.

M. O. Nobbe, of M. O. Nobbe & Co., Galveston, Tex., was a recent visitor in this city.

P. H. Winterbury, representing Louis Manheimer & Bros., is on a western trip for his concern.

G. R. Angel, of the Depasse Mfg. Co., 18 E 23d St., started Monday for a trip in Pennsylvania.

M. Decker returned last week from a six weeks' trip west for the Plainville Stock Co., 9 Maiden Lane.

A. Silberfeld, 35 Maiden Lane, returned on the *Mauretania* recently, after a diamond-purchasing trip abroad.

Walter H. Keese, Anderson, S. C., was a visitor to this city last week, making his headquarters at the Hotel Imperial.

Hyman Glasser, of Beline & Glasser, 352 Bryant Ave., Bronx, is at present calling on the trade in the far west.

George Shafer, New York representative for C. O. Sweet & Son Co., 13 Maiden Lane, is on a short trip to Philadelphia.

William C. McWhood, representing March and Freres, 14 John St., returned Friday from an eight weeks' trip in the south.

Fred Wolfeghal, representing Garland & Fisher, has recovered from an attack of sickness which he contracted in the south.

A. E. J. Winter, representing Enos Richardson & Co., 21 Maiden Lane, is on a trip for his concern in the south and west.

Mr. Goldman, of Horwitz & Goldman, Pittsburgh, Pa., has been in the Maiden Lane district during the week on business.

Charles Vogt, of Vogt & Dose, 43 Barclay St., returned to this city last week on *La Savoie*, after a two months' trip in Europe.

N. T. Wright, New York representative for G. C. Hudson & Co., 14 John St., returned last week from a trip through New York State.

Irving Baum, 71 Nassau St., returned to this city last Thursday on the *Mauretania*, after a visit to the diamond markets of Europe.

Mr. Pretzfelder, of the Bayer & Pretzfelder Co., 5 E. 17th St., returned last week from a three weeks' trip through the middle west.

E. W. Wolf, Niagara Falls, was in this city last week and spent some time in the glass and china ware districts looking for the latest lines.

L. T. Smith, representing M. B. Bryant & Co., 7 Maiden Lane, is traveling in the west for his concern, and was in Denver, Col., last week.

W. J. Burden, Wilson, N. C., has been in this city during the past few days. He made his headquarters with Cross & Beguelin, 23 Maiden Lane.

Mr. McVeigh, formerly with the South Bend Watch Co., has accepted a position as a traveling salesman for Hayden W. Wheeler & Co., 170 Broadway.

Fred Van Camp, buyer for the T. Eaton Co., Winnipeg, Man., who has been in the metropolis for the past 10 days on a buying trip, left for home Sunday.

F. M. Hickok, investigating attorney for Jewelers Board of Trade, started Saturday on a two weeks' vacation trip, which he will spend in Massachusetts.

Theodore Petri, of Kinsel & Petri, Columbus, Ga., was an out-of-town visitor last week. He called at the offices of THE JEWELERS' CIRCULAR-WEEKLY.

George E. Feagans, Los Angeles, Cal., will arrive from abroad this week. He will make his headquarters with A. Roseman, 9 Maiden Lane.

G. W. Halton, Fort Worth, Tex., who is in the east on a business trip, was among the out-of-town visitors in the Maiden Lane district during the week.

Kennard L. Wedgewood, American representative of Josiah Wedgewood & Sons, returned to this city last week after a visit to the factory. He arrived on the *Adriatic*.

David L. Cleeland and Roy A. Cleeland, of D. L. Cleeland & Son, Butler, Pa., were in this city last week, and called at the offices of THE JEWELERS' CIRCULAR-WEEKLY on Friday.

Clarence H. Enggass, of the Adolph Enggass Jewelry Co., Detroit, Mich., visited the offices of THE JEWELERS' CIRCULAR-WEEKLY last week while in this city on a business trip.

M. Tipp, formerly at the Chicago office of Barnett Bros., 71 Nassau St., from which he traveled to the Coast, is now at the New York office of the firm, and will represent them in New York and the east.

It was announced last week that Jacofsky & Tarnowsky, manufacturers of diamond mountings, 80 Nassau St., will hereafter conduct their business at the same address under the firm name of Jacobs & Tarnow.

Among recent visitors to the Maiden Lane district were J. H. Faltersall, Exeter, N. H.; Mr. Spaar, with W. D. Churchill, Winsted, Conn.; M. A. Hagen, Fargo, N. Dak.; J. Beale, of J. J. Beale & Bro., Rockford, Ill.

David Belais, of H. & O. E. Belais, 102 Fulton St., and Mrs. Belais, returned last week on the *Mauretania*, after a six weeks' trip abroad. Among other places visited was Copenhagen, Mr. Belais combining business and pleasure.

While a large clock was being unloaded one evening last week in front of the establishment of Bawo & Dotter, Ltd., 30 Barclay St., it crashed into a plate glass window next to the entrance, breaking some samples in the window.

While Duncan W. Leys, son of James B. Leys, 65 Nassau St., was dining with his mother at Shanley's Restaurant Monday evening, he detected a man in an attempt to steal his mother's purse. After a chase along Broadway the man was caught and held for trial.

The Jewelers Security Alliance, 15 Maiden Lane, is in receipt of a telegram from W. Hudson, Tahlequah, Okla., which states that his store was broken into on Sunday night. No details as to the amount of the jewelry stolen, if any, has been received. The Alliance has also been informed that the store of C. Sieghold was recently robbed and a tray containing 36 rings taken.

G. B. Vitelli, of the firm of Borelli & Vitelli, dealers in coral at 401 Broadway, received by cable on Saturday news of the sudden death of his mother, Mrs. Guiseppina Vitelli Magliulo, at Torre del Grecco. She was in her 71st year. Mr. Vitelli only recently returned to America from a visit at his home in Italy. His mother was in excellent health when he said good-bye to her a few weeks ago, and news of her death came as a great shock to him. The offices of the firm were closed Saturday.

The constitutionality of the Sullivan dangerous weapon law was argued before Supreme Court Justice Gavegan Monday on a writ of habeas corpus obtained in behalf of Ivan Prince, a Seventh Ave. pawnbroker, who had been held in $500 bail for the grand jury by Magistrate Freschi for having five revolvers in his window. Prince had been admitted to bail, but before Justice Gavegan heard the case Prince surrendered himself at the Tombs and the bail was released. His counsel, Michael J. Sweeney, then got the writ, and after hearing argument Justice Gavegan reserved decision and released Prince in custody of his counsel pending the decisioin.

Among department store buyers in this city during the past few days were: Harry Stevens, buyer for Strawbridge & Clothier, Philadelphia; Miss Darmstadter, buyer for Snellenberg & Sons, Philadelphia; Miss K. Sullivan, buyer for T. W. Edwards & Sons, Syracuse, N. Y., and Mrs. Collins, buyer for the same concern in Rochester, N. Y.; Miss M. Reynolds, buyer for the Dunn-Taft Co., Columbus, O.; R. Rolan, buyer for Newser-Hawsiher Department Store Co., Lima, O.; G. G. Sergent, buyer for C. King & Sons, Washington, D. C.; T. C. Bunch, buyer for W. Hengerer Co., Buffalo, N. Y.; Miss Joslen, buyer for The Beacon, Cambridge, Mass.; F. W. Hallren, buyer for the Crowley-Miller Co., Detroit, Mich.; F. J. Stanley, buyer for Porteous & Mitchell Co., Norwich, Conn.

While the employes at the storerooms of Rosenberg & Daniels, on the ninth floor of the building at 213 Grand St., were putting jewelry in the safes last Wednesday night, one of them detected smoke and immediately notified police headquarters. When the firemen arrived they discovered flames coming through the eighth floor window. On the top floor they found two girls almost overcome by smoke and they were carried to the street. When the fire was put out after doing $2,000 worth of damage to the clothing stock of J. Simon & Co., the two girls, Miss A. C. Meyer and Miss S. Friedman, asked the police to allow them to return to the ninth floor, as they said all the jewelry was in the safes, which were unlocked. This they were allowed to do.

H. J. Homrich, Huntington, W. Va., is

(Continued on page 105.)



For Your Fall Trade

You cannot make the best possible selection if you have not seen our ware. Our display is the largest in the world in

Sterling Silver
Silver Plate
Silver Inlaid
Silver Deposit
Cut Glass

In quality our ware is unsurpassed while in extent and variety it exceeds the display made at the world's expositions.

When in New York the dealer is invited to make our warerooms his headquarters.

International Silver Co.

WAREROOMS:

18-22 John Street
(Subway Entrance)

9-19 Maiden Lane

NEW YORK

FACTORIES:

THE BARBOUR SILVER CO.
THE HOLMES & EDWARDS SILVER CO
MERIDEN BRITANNIA CO.
THE MERIDEN CUT GLASS CO.
1847 ROGERS BROS.
POOLE'S & BROTHER.
ROGERS, SMITH & CO.
WILCOX SILVER PLATE CO.
THE DERBY SILVER CO.
WILCOX & EVERTSEN.
THE MERIDEN SILVER PLATE CO.
THE WM. ROGERS MFG. CO.
THE ROGERS & HAMILTON CO.
SIMPSON, HALL, MILLER & CO.
THE WATROUS MFG. CO.

GENERAL OFFICE: MERIDEN, CONN.

New York Notes.

(*Continued from page* 103.)

n town on a business trip, and is making is headquarters at the Hotel Imperial.

A man was arrested in E. 32d St., Flatbush, Saturday afternoon by Patrolman George Stringham, of the Snyder Ave. tation. He is accused of peddling without a license. The policeman said the man was trying to sell fake jewelry, carried in he false bottom of a basket containing a lozen oranges. At the police station it was found the prisoner had a peddler's badge, which was taken out by his brother, who peddles in Manhattan.

The first organization of diamond setters in this city has been formed, to be known as the Diamond Setters Protective Association. The object of the organization, it was stated, is to "maintain the status of the trade," and there is no talk of making any demands at present on the employers. A meeting will be held within a week to effect permanent organization of the new body and elect officers. The temporary officers are L. Lorentz, president; William Greenfield, vice-president, and M. Scheinbery, recording and financial secretary.

Importations at the Port of New York.

Weeks ended Sept. 9, 1910, *and Sept.* 8, 1911.

	1910.	1911
China, glass and earthen ware		
China	$96 491	$60,259
Earthen ware	23,461	6,019
Glass ware	48,331	30,170
Optical glass	980	1 112
Instruments		
Musical	25,294	10,270
Optical	9,905	7,095
Philosophical	10,150	2,663
Jewelry, etc:		
Jewelry	28,943	21,857
Precious stones	1,006,286	579,635
Watches	26,728	38,328
Metals, etc.:		
Bronzes	2,150	4 584
Cutlery	43,570	35,979
Dutch metal	462	4,306
Platina	54,764	164,933
Plated ware	.....	501
Silverware	4,594	3,967
Miscellaneous:		
Alabaster ornaments	341	639
Amber	13 800	8,325
Beads	3,134	8,014
Clocks	12,911	8,939
Fans	2 684	3,801
Fancy goods	6,883	14,079
Ivory	1,525	37,849
Ivory, manufactures of	190	114
Marble, manufactures of	9,284	10,447
Statuary	1,466	4,871

Market Prices for Silver Bars.

The following are the quotations of silver bars in London and New York as reported last week:

	London.	*New York selling price, .999 Basis.*
Sept. 5	24 3-16d.	$0.54½
" 6	24 3-16d.	.54½
" 7	24 1-8d.	.54⅜
" 8	24 1-8d.	.54⅜
" 9	24 3-16d.	.54½
" 11	24 1-8d.	.54⅜

The business of Carl J. Schroeder, Manning, Ia., has been taken over by J. A. Reimer.

Connecticut.

Roy L. Locke, Rochester, N. Y., has taken a position as watchmaker and engraver with C. Howard Daley & Co., Danbury.

Morris J. Finn, a New Britain jewelry peddler was fined $10 and costs in Hartford recently for selling jewelry without a license. Finn told the Court that he did not know it was necessary to secure a license.

William E. Sessions, of the Sessions Clock Co., and founder and president of the Bristol Trust Co., announced last week that the trust company now reached the long-looked-for mark of one million on deposit in the vaults.

Luigi Lavieri, charged with the theft of a quantity of metal from the Wm. L. Gilbert Clock Co., Winsted, was arraigned in the town court before Judge Frank W. Seymour and ordered to pay a fine of $5 and costs. The man paid the fine. It is said that the missing metal was found in his boarding place.

The directors of the Bradley & Hubbard Mfg. Co., Meriden, held a special meeting recently and elected Nathaniel L. Bradley president to succeed the late Walter Hubbard. Mr. Bradley has been vice-president of the corporation. Bradley & Hubbard founded the factory in 1854 in a small building on Butler St., Meriden.

A jury was selected last week at the Superior Court in Norwich, in the case of William Wiley, who was accused of entering the pawnshop of L. Lambert, New London, and taking 58 watches, and jewelry valued at $844. Wiley denied the charge. A companion named Clark pleaded guilty. The robbery of which Wiley is accused was committed May 9 and he was later arrested in Bridgeport.

Trans-Atlantic Voyagers.

FROM EUROPE.

Irving Baum, New York, returned last week on the *Mauretania.*

J. V. Provenzaro, New York, returned recently on the *St. Louis.*

A. Silberfeld, New York, returned recently on the *Mauretania.*

I. J. Roe, New York, returned Sunday of last week on the *Adriatic.*

George E. Feagans, Los Angeles, Cal., will return this week.

H. M. Kohn, of the Stein & Ellbogen Co., Chicago, returned last week on the *Olympia.*

Henry Kirby, Providence, R. I., arrived recently on the *Lusitania,* after a month's stay abroad.

Col. Samuel M. Nicholson, of Providence, R. I., returned recently on the *George Washington.*

Wm. E. Aldred, of the B. H. Gladding Dry Goods Co., Providence, R. I., returned last week on the *Cleveland.*

Edward Holbrook, president of the Gorham Co., New York, with Mrs. Holbrook, sails for home Sept. 23 on the *St. Louis.*

B. C. Clark, Sulphur, Okla., has retired from business.

New Members Elected and Awards Paid by Jewelers' Security Alliance.

The regular monthly meeting of the executive committee of the Jewelers' Security Alliance of the United States was held on Friday, Sept. 8, the following members being present: President Sloan, Vice-President Champenois, Treasurer Karsch, Secretary Noyes, and Messrs. Alford, Brown, Stern and Wormser.

The following new members were admitted:

Andrew Alich, Cincinnati, O.; Fred J. Bahni & Co., Peoria, Ill; H. Braasch, Covington, Ky.; A. Lemp, Covington, Ind.; C. W. Brown, Norwood, O.; Charles Maurer, Champaign, Ill.; Joseph Mehmert, Cincinnati, O.; Ernest Newlin, Indianapolis, Ind.; Thos. N. Sykes, Shelbyville, Ind; J. T. Ellingbo, Portland, Ore.; E. M. Gattle & Co., Naragansett Pier, R. I; A. J. Kinsey, New York City; Charles R. Moll, Lawton, Okla.; C. E. Ray, Johnson City, Ill.; Barden & Hull, Attleboro, Mass.; J. F. Blisard & Co., Philadelphia, Pa.; E. Fleming Co., Los Angeles, Cal.; John W. Hood, Akron, O; Wm. A. Metzger, Lexington, Ky; Louis A. Meyers, Brooklyn, N. Y.; Frederick Goldman, Philadelphia, Pa.; Black & Garrabrant, Inc., Waterloo, Ia; Christianson Bros. Co., Racine, Wis.; A. F. Gantz, Stewardsville, Mo.; J. Jacoby, New York City; R. G. Putnam, Eldorado, Ill.; Star Jewelry Co., Cedar Rapids, Ia.; Ringer Bros and Frank T. Loedige, Chicago, Ill.; Edw. J. Jensen, Milwaukee, Wis; Lowe-Brunstad Co., Chippewa Falls, Wis.; E. G. Cox, Craig, Mo.; G. M. Fisher, Salisbury, Md; C. E. Frederick Co., Waterloo, Ia.; George L. Hale, Bridgeport, Ill.; R. L. Heid, Columbus, O.; Perry Tindolph, Vincennes, Ind; Eben H. Cain, Boston, Mass; R. B. English, New Castle, Pa.; Oscar Flieganmf, Irvington, N. J.; E. M. Hirt, New Castle, Pa; Herman Kupper, Milwaukee, Wis.; F. L. Parkhurst, Fitchburg, Mass; A. Rothschild, Brunswick, Ga.; Russell Bros., Fitzgerald, Ga.; A. H. Watts & Son, Zanesville, O.; Ulmer & Martin, Galion, O.; Frank D. Ausman, St. Marys, O; Berry Jewelry Co., Columbia, Miss.; W. H. Fuller, Silver Creek, N. Y.; Bennett Garrettson, Kenton, O; William Hasslein, New Haven, Conn.; B. Hollenback, Payette, Idaho; Fred Kennedy, Richmond, Ind.; Koch & Craft, Bellevue, O.; M. C. Petersen, St. Maries, Idaho; Edward Fraser, Leavenworth, Kans.; Hiles Jewelry Co., St. Joseph, Mo; Keller & Leonard, Shreveport, La.; Louis Litsch & Co., St. Louis, Mo.; T. Price, Baton Rouge, La.; Wallenstein, Mayer & Co., Cincinnati, O.; L. D. Huber & Co., Inc, St. Joseph, Mo.; Sneed Jewelry Co., Gulfport, Miss; Wilber & Oldknow, Danville, Ill.; E. A. Dreher & Son, Newark, N. J; T. H. Craig, Champaign, Ill.; Bromberg & Gregory, Battle Creek, Mich.; Louis B. Toub, Poughkeepsie, N. Y.; J. B. Brown, Little Valley, N. Y.; T. R Townswick & Co., Jasper, Minn.; G. A. Draeb Jewelry Co., Sawyer, Wis.; Riehl & Rauxet, New Orleans, La.; W. S. Oberlin, Columbia, Pa; Anderson-Mitchell Co., Spokane, Wash.; Aug. Lemmert & Co., Baltimore, Md.; B. E. Dewalt, Idaho Falls, Idaho; W. A. Hamilton, Kalamozoo, Mich.; Roling Bros. Chicago; Murphy & Mead, Winsted, Conn.; Young-Hamilton Jewelry Co., Rome, Ga; S. F. Friedlander, Seattle, Wash.; L. C. Griffin, Moscow, Idaho.

The following rewards were ordered paid:

No. 148.—To Lester Highland and John Pitts for the arrest and conviction of Guy Lovelady, who broke into the store of A. Y. Boswell, of Tulsa, Okla., in May last, for which crime he was sentenced to a term of two years in the penitentiary at McAlester and to pay the costs.

No 149.—To Officer Guy S. Wright and Abraham Marks for the arrest and conviction of John Riley, who broke into the jewelry store of J. L. Jacobson, of Omaha, Nebr., in June last, and stole a quantity of miscellaneous jewelry. He was detected by Mr. Marks, who grabbed him, and after a struggle the thief tore himself away and tried to make his escape. He was captured by Officer Wright after he had ran several blocks. For this crime the man received an indeterminate term of from one to seven years in the State penitentiary.

George Manna has taken over the business of S. T. Doty, Beecher City, Ill.

OPERA and FIELD GLASSES
TELESCOPES and PRISM BINOCULARS

in large varieties from the

CELEBRATED MANUFACTURERS

LEMAIRE,
COLMONT,
BARDOU,
BUSCH,

whose names on goods signify a guarantee for the standard of quality.

COMPARE

The Optical Efficiency — Material — Mechanism — Elegant Finish — of products from these famous manufacturers with other goods of domestic and foreign make, and judge for yourself.

For sale through Jobbers; Literature upon application

SUSSFELD, LORSCH & CO.

Importers and Manufacturers' Agents

90-94 Maiden Lane

PARIS NEW YORK BERLIN

Lancaster, Pa.

M. Joyce, Baltimore, is spending a two weeks' vacation in Lancaster.

Jacob T. Baldwin has gone to Dallas, Tex., to take a position as salesman for a relative.

Jules F. Kohler has gone to Baltimore to take a position as salesman with a well-known firm.

David Seachrist has gone to Lewis on, Pa., to take a position as jeweler with Chas. G Rhoads.

F. W. Theal, of Lancaster, has taken a position as watchmaker and engraver with Fred E. Vaissiere & Co., Rome, Ga.

Walter Forrey, a watchmaker for F. L. Williams, Atlanta, Ga., is spending his vacation at his old home in Lancaster.

C. B. Charles, a watchmaker for Clansen & Brown, Belle Vernon, Pa., is visiting his old home, Mountville, Lancaster County.

William B. Leeking, of the Hamilton watch factory, was married last week to Miss Katharine E. Winower, also of Lancaster.

P. T. Kistler has gone to New York to spend a week, and from there he will proceed to Nova Scotia, where he will spend a month hunting.

Samuel S. Keller, Des Moines, Ia., is in Lancaster spending part of his vacation. From Lancaster he will go to Washington, D. C., for a few days.

E. J. Guilford, a department foreman of the Hamilton watch factory, was elected a vice-president of the Pequea Fishing Club, of Lancaster, last week.

A W. Moyer and Milo B. Herr, manager and secretary, respectively, of the Non-Retailing Co., with their wives, went to Atlantic City last Friday to spend 10 days.

Harry Denlinger, Norfolk, Va., was in Lancaster last week visiting a sister. He formerly resided in this city, having been in Frank B. Fon Dersmith's jewelry store.

Martin F. Schichter, who has been living in Chicago the past three years, has written to Lancaster relatives announcing his marriage on Sept. 2 to Miss Catharine Coble.

After Sept. 15 the jewelry stores of this city, along with other business places, will have no more Friday half-holidays, but will close every day at 5 P. M., Saturday excepted.

Augustus Rhoads and T. Wilson Dubbs formed part of a large party which went to Port Deposit, Md., last Friday, and from there took an excursion trip down Chesapeake Bay.

While H. S. Meiskey, of the H. S. Meiskey Co., and wife were on an automobile trip to the Gettysburg battlefield last week, their machine was accidently run into by another auto and badly damaged. Nobody was hurt.

Percy L. Appel, of W. W. Appel & Son, has returned from a motoring trip to Spring Lake, N. J. This firm furnished the five silver cups offered as prizes in the tennis tournament of the Lancaster Country Club.

John B. Roth, Jr., has furnished nine silver cups as prizes for the agricultural fair at Hanover, Pa. He also furnished the gold and silver medals awarded in last week's Playground Association exhibition and contests.

Carl Brinker, of Cincinnati, who sails next week from New York for Germany, which country he left 19 years ago, spent part of last week in Lancaster with a sister. He learned the watchmaking trade with a prominent Berlin firm of jewelers.

Charles and Clarence Steinmetz, of Bangor, Pa., have entered the watchmaking department of the Bowman Technical School. Harry Bautsch, of Pine Grove, Pa., has become a student in watchmaking. He is a son of C. H. Bautsch, a jeweler of Pine Grove, who, 20 years ago, was a jeweler for W. W. Appel, Lancaster. R. L. Kincaid, Syracuse, N. Y., formerly a student in watchmaking, has returned home and will engage in business for himself, buying out a jewelry business there. H. L. Glenn, Parsons, W. Va., has entered the engraving department as a student.

Newark.

H. W. Bishop, of Bishop & Bishop, Sayre building, 338 Mulberry St., returned Friday from a trip to Philadelphia and Washington.

Mr. and Mrs. Edmund F. Allsopp and family of Clinton Ave., have returned from Manchester, Vt., where they spent most of the Summer.

Mr. and Mrs. Otto Kellnar, who spent the season at their cottage at Budd's Lake, have been entertaining Mr. and Mrs. Charles B. Chambossi.

H. Wydhum Andersen is now representing E. A. Dreher & Son, 42 Walnut St., successors to King & Dreher, in its eastern and middle west territory.

Julius Koch and family, of 41 Hedden St., are home after an auto trip through New England. They stopped for a time at Chester, Mass., in the Berkshires.

L. Witsenhausen, of the Goldsmith-Koch Co., 109 Oliver St., left yesterday for a trip which will include visits to the trade in Chicago, St. Louis and other cities of the middle west.

Achill Bippart, of Bippart, Griscom & Osborn, 4 Garden St., has been granted a patent for a combined pencil protector and paper cutter. A patent for a link mesh has also been issued to Joseph Ortner.

The factory of the Elm Mfg. Co. has been moved from 301 Mulberry St. to the Mockridge building, 48 Oliver St. R. C. Dick, manager of the company, will leave in a few days for a trip through the New England States.

H. D. Sherrill will represent Sinnock & Sherrill, 126 South St., on a trip soon to the trade in New York, Boston and other New England points. H. W. Sherrill will soon leave on a trip covering Chicago, Minneapolis, St. Louis and other points in the middle west.

An accounting of the estate of David C. Dodd, Jr., who died in Newark about four years ago, was approved last Friday by Judge Martin in the Orphan's Court. The report gave the value of the estate as $94,000. Mr. Dodd was a manufacturing jeweler in Newark.

The jewelry manufacturing concern of Browne, Jennings & Lauter is now doing business at 48 Walnut St. James Browne, of the new firm, left on Wednesday for an extensive trip, which will include points in both the east and the west. He will go to the northwest as far as Seattle.

The Climax Mesh Bag Co., 8 Johnson St., is working every night until 9 o'clock in order to fill its orders. Milton Harris will represent the company in the metropolitan district during the coming season. Edward Starm will represent the company in the middle west, and L. Kramer will cover the south.

William Sharkey started the latter part of last week on a trip which will include visits to Philadelphia, Baltimore and Washington in the interests of Charles W. Park, 91 Oliver St. William S. Fulton, the western representative of the concern, who is now making a trip along the Pacific Coast, reports good business.

E. H. Eckfeldt, of Eckfeldt & Ackley, Shiman-Miller building, Murray and Austin Sts., is on a trip in the interests of his concern, which will include visits to the trade in Philadelphia and Washington. Albert Reeves, a salesman of the same company, is covering Boston and other cities through New England.

J. C. Steeber, of Steeber & Vanderlest, 95 Oliver St., has purchased the interest of his partner in the firm, and will continue the business under the same name until next Spring. R. R. Davis will take the place of Mr. Vanderlest, as traveler for the firm, and will cover New York, Pennsylvania, Ohio and Illinois.

The concern formerly known as the Wolff-Trautz Co., Inc., will hereafter be known as the Troutz Co., Inc. John B. Wolff is no longer connected with the business, having sold all his shares in the company. The officers of the new concern are Charles C. Trautz, Sr., president, and August L. Trautz, secretary and treasurer.

During the coming season Arthur Totten will cover New York, Philadelphia, Baltimore, Washington, the State of Pennsylvania and the New England States for the Irving Mfg. Co., 45 Austin St. He is now visiting the trade in Philadelphia. Herbert Barker is the firm's representative in the middle west. Last week he was in Chicago.

The Newark Jewelers' Bowling League is already making preparations for the third annual competitive tournament. On Friday night a meeting will be held when officers will be elected and plans for the season will be completed. The league will consist of three-men teams, the same as last year, and it is expected that 21 teams will be entered in it. Louis Van Ness, individual average winner in the league last year and who bowled in the Carter,Howe & Co. team, will roll with the Shiman-Miller Mfg. Co. trio during the coming season.

The Jewelers' Baseball League of Newark finished its season with a field day and outing at Heidelberg Park, Maplewood, N. J., last Saturday afternoon and evening. There was an interesting program, including races, jumping, ball throwing and a game of baseball between the Jones & Woodland team, champions of the season of 1911, and the all-star team of the league. Prizes were awarded to the winners of the various athletic events. A fine dinner was served at the grove, and in the evening the members and there friends enjoyed dancing, bowling and pool.

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NEW YORK CHICAGO SAN FRANCISCO

Manning-Bowman Coffee Percolators Make best Coffee

Chafing Dishes Alcohol Gas Stoves Tea Ball Tea Pots
Tea and Coffee Pots Casserole Dishes



Baking Dishes
Hotel Ware
Prize Trophies
"Eclipse"
Bread
Makers, Etc.

New catalog No. 56 J. sent on application.

Pittsburgh.

I. Lewis has opened an optical parlor at 300 Carson St., South Side.

A. C. Gull, of the North Side, has enlarged the optical department of his jewelry establishment.

N. C. Neville, Conneautville, O., was in Pittsburgh last week buying holiday and other goods for his store.

The Marsh, Brown, Mather Co. reports good road business for this house. Orders are said to be coming in nicely.

Paul J. Gillespie, of Gillespie Bros., returned last week from a five weeks' vacation spent at New Rochelle, N. Y.

M. S. Neimann, McKeesport, and his family, have returned from a month's vacation spent at Mt. Clemens, Mich.

The trouble which existed between the partners of the firm of Nemser & Seigel, 329 Penn Ave., has been satisfactorily adjusted.

Miss Fannie Cerf, a daughter of Sol Cerf, returned last week from a 10 weeks' visit to Hillside, Me., where she had been with a party of 40 young women.

Sol Cerf, of Sol Cerf & Co., was in the east last week buying holiday novelties. He reports a marked improvement in the tone of business, and looks for a good Fall and Winter trade.

Harry H. Heeren, of Heeren Bros. & Co., is suffering from a severe cold, which he contracted Labor Day while playing baseball with the married men's team, of which he is a member.

All of the retail merchants of Pittsburgh began keeping open shop until 5.30 P. M. and will remain open other week days also until that hour. During the Summer many merchants closed at 1 P. M. Saturdays.

A meeting of the creditors of A. E. M. Covert will be held in this city Sept. 19, for the purpose of declaring and directing the time of payment of a dividend upon their claims. The amount held by the trustee is $57.10.

Martin Glick, of the Pittsburgh Watch & Metal Co., spent last week in Ohio buying up stocks for his Pittsburgh house. Mr. Glick's business is principally among the pawnbrokers. He buys second-hand goods in large quantities.

Samuel M. Sipe, a son of Sam F. Sipe, has gone to Tacoma, Ind., to spend his vacation. Harry Sipe, another son, last week entered Shadyside Academy, this being his second year in that institution. W. E. Parish, a traveling salesman for Mr. Sipe, starts out this week to cover Pennsylvania and New York.

An old home week celebration at Steubenville, O., last week took a large number of persons to that place to take part in the week's festivities, and as a result it is reported that the jewelers there did a very profitable week's business, thousands attending. Many persons bought souvenirs of the occasion as well as other articles.

Steele F. Roberts, president of the American National Retail Jewelers' Association, leaves Pittsburgh to-day for New York to attend the meeting of the jewelers called for the purpose of devising ways and means to protect the jeweler from thieves and crooks. Mr. Roberts probably will do a little missionary work on behalf of the jewelers' association while he is in the east.

Among the out-of-town merchants in Pittsburgh last week buying goods for the Fall and holiday seasons were: F. B. McKinley, Washington; Adam Katzenmeyer, Burgettstown; A. C. Graul, Sharpsburg; P. J. Manson, Jeannette; H. G. Phillips, Vandergrift; Thomas Orr, Ambridge; M. A. Berston, Beaver; E. F. Preise, Homestead; L. Schmidt, Braddock; D. W. Penney, Coraopolis; J. V. Rosendahl, Irwin; Asa Joseph, Donora; O. E. Duppstadt, Vandergrift; A. Teplitz, McKeesport; W. H. Eidem, Greensburg; F. H. Hayes, Washington.

Philadelphia.

Ira Landes, of Fahler & Landes, Allentown, Pa., has returned from his wedding trip.

T. H. Walter, Lewisburg, Pa., was a visitor during the week, selecting goods for the Fall trade.

Frederick H. Straub has succeeded to the jewelry business of Frank D. Grover, 2806 Germantown Ave.

Mrs. James A. James, Swedesboro, N. J., is spending several days in this city on business for her husband.

J. A. Jaspan, dealer in diamonds and precious stones, has started in business in the new Bechtel building, 8th and Sansom Sts.

The Bullion Refining Co., assayers and refiners, has opened an office at 732 Sansom St. under the management of William D. Bradley.

Charles Parker, a representative for Bates & Bacon, Attleboro, Mass., called on the trade last week and booked a number of orders.

John W. Marston, traveling representative for J. W. Talifaerio, Harrisburg, Va., was a recent visitor to this city in the interest of his firm.

Charles M. Beerhalter, a retail jeweler, 2451 N. 5th St., is receiving condolences from the trade upon the death of his son, which occurred Sept. 5.

Charles Tuckmantel, watchmaker for Earle & Co., 1030 Market St., will be operated on shortly at the Jefferson Hospital for a growth on his knee.

Joseph M. Parker and J. B. Hodgeson, jewelers of 116 S. 12th St., have joined hands on a vacation trtip which will be spent at Longport, N. J.

Clarence Lukens, a diamond merchant of this city, was quietly married last week. Mr. Lukens was at one time associated with Earle & Co. as salesman.

H. Albright has taken the floor, 711 Sansom St., recently vacated by Julius Winder and will make extensive improvements and alterations on same.

Charles Oakford, in charge of the silverware department for J. E. Caldwell & Co., spent the latter part of the week in New York on business for this house.

Robert Holt, Clifton Heights, Pa., is receiving the sympathy of the trade upon the death of his infant son, which occurred during the past week. Mr. Holt lost his wife a short time ago.

All efforts to locate the relatives of Louis D. Insley, who is supposed to have been in the retail jewelry business in Baltimore, Md., and who died in St. Joseph's Hospital, this city, Sept. 2, have been in vain. Mr. Insley was overcome by gas in a room at 800 N. 19th St., this city.

Fire started in the living quarters of the jewelry store occupied by H. F. Ward last Tuesday, causing much excitement in the neighborhood. When the firemen arrived it was soon extinguished. The loss amounted to about $25. Its origin could not be accounted for, and an investigation is being made.

The Bailey, Banks & Biddle Co. has been awarded the contract for the Bryn-Mawr Horse Show prizes. These will consist of loving cups of special design. Displayed in the window this week was the handsome shield which was designed and made for the *Philadelphia Record* as a perpetual trophy for cruising power boats, the contest to take place Sept. 22 and 23, 1911.

The following jewelers were visitors to this city during the week: J. W. Parrish, Newark, N. J.; D. H. Krause, North Wales, Pa.; George K. Ware, Atlantic City, N. J.; Henry Boltc, Atlantitc City, N. J.; Frank Kline, Spring City, Pa.; M. E. Hunter, Beverly, N. J.; A. M. Kendall, Millville, N. J.; H. B. McFarlan, East Dowingtown, Pa., and B. J. Owens, with A. F. Conery, Newark, N. J.

Herman Seybold, 17 years of age, giving his address as Wolf St., above 13th, was held in $200 for court by Magistrate Briggs on the charge of throwing a brick and injuring William R. Phelps, a jeweler, 1733 Wolf St., on Tuesday last, while he was entertaining a party of friends by a motor ride through the city. Seybold, who had forced himself in with the party, was ordered off, whereupon he perched himself on the running board and aimed the brick full force at Phelps' face. He was arrested shortly after the attack.

The residence of J. Harry Knerr, a jeweler of Camden, N. J., was entered and robbed last week. The thief or thieves, while successful in effecting an entrance, did not carry away much plunder. It is supposed that they were frightened away.

Clement Weaver, with the Bailey, Bank & Biddle Co., has just returned from a delightful motoring trip to Maine. Accompanied by Mrs. Weaver, he started on the trip three weeks ago, taking the shore route through to New London, Providence and Boston, returning by way of the Berkshires and arriving in this city on Sept. 5. Mr. Weaver declares his trip to have been both novel and enjoyable, there being no accidents to mar it and the weather conditions all that could be desired.

In a communication to the Bureau of Manufactures regarding the foreign trade of Trinidad, Consul Franklin D. Hale submits a table giving the value of the declared exports from the Port of Spain to the United States during the years 1909 and 1910. According to this table there were no exports of pearls during 1909, but 1910 shows that pearls to the value of $2,502 were exported.

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TRADE MARK

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"Made up to a Standard, not down to a Price"

THE result of years of careful and painstaking labor to provide a wax which is standard for Quality. Dennison's Wax is recognized to-day by its Quality of material, finish and adhesiveness. The same ideals which prompted the founder of the Dennison Manufacturing Company to produce the best tag are back of the Sealing Wax bearing the Dennison Imprint.

Protect yourself when purchasing Wax and Look for the Dennison Imprint.



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26 Franklin St.

NEW YORK
15 John St. and 15 W. 27th St.

PHILADELPHIA
1007 Chestnut St.

CHICAGO
62 East Randolph St.

ST. LOUIS
413 North Fourth St.

SALES OFFICES IN OTHER LEADING CITIES

Canada Notes.

E. F. Defoe, Port Arthur, Ont., is discounting business.

The assets of Laurent Hudon, Herbertville Station, Que., were sold Sept. 11.

Walter Irving, St. John, N. B., announces that he will sell off his stock by tender.

A demand of assignment has been made by the creditors of L. C. Vallieres, Black Lake, Que.

The Canadian National Exhibition opened here Aug. 28, lasting for two weeks. There was a large attendance of visitors from all parts of Canada, as well as many from the United States. Among the jewelers calling on the trade during the fortnight were: J. H. Gunther, Listowell; H. R. Knowlton, Athens; J. H. Davies, Wiarton; T. F. Rixon, Trenton; P. A. Byrne, Beaverton; J. A. Vandewater, Napanee; R. F. Dale and George T. Wehrley, Harriston; J. Buller and J. Cox, Brantford; Geo. Hynds, Acton; E. Wurster, Preston; James H. Newton, Owen Sound; E. W. Ross, North Bay; A. E. White, Dutton; F. H. Nettleton, Collingwood; W. H. Kearney, Renfrew; W. H. Robers, Stratford; E. C. Daniels, Orangeville; J. R. Bertram and Benj. Harris, Hamilton; R. Patterson, Sault Ste. Marie; W. J. Chambers, Coldwater; A. A. Jordan, Chatham; A. Matchett, Creemore; J. E. Tindale, Woodstock; W. F. McCarthy, Lindsay; W. W. Walton and J. S. Smith, St. Catharines; J. W. Gledhill, Huntsville; R. H. Uren, Ingersoll; C. McGeorge, Ayr; C. Burgener, Linwood, and E. Gaulin, Ottawa, all Ontario; J. T. Poulin, Quebec, and T. H. Smith, New Westminster, B. C.

News Gleanings.

John A. Heath, Vivian, La., has given up business.

Don B. Elliott, Hope, Ind., has moved to Versailles, O.

H. Zwilling, Pocatello, Idaho, has gone out of business.

Isaac Rauhala has gone out of business at Mohawk, Mich.

Herman Kandelin, Ely, Minn., has retired from business.

S. E. Overstreet, Sawyer, Kans., has gone out of business.

Bernard Schaerer, Manning, Ia., is reported out of business.

The estate of Jacob Nye, Hollister, Cal., has gone out of business.

Maurice Hepner, Hancock, Mich., has moved to Brooklyn, N. Y.

A. B. De Priest, Hazelton, has been succeeded by Homer C. De Priest.

J. B. Hughes, Hartford, Ala., it is reported, has gone out of business.

F. H. Bassett, Coldwater, Mich., will retire from business at an early date.

J. B. Hughes, Sacramento, Cal., has removed from that place to Oak Park.

John H. Morton, Branford, Conn., has been succeeded by C. G. Spalding & Co.

Frank G. Church, Godell, Ia., has transferred his business to Minneapolis, Minn.

Wm. A. Sorenson & Co., Minneapolis, Minn., has been succeeded by B. H. Ballard.

S. D. Turner, Arcadia, La., has now gone to Pineville to engage in business there

A. H. Gruenstein has succeeded to the business of George M. Durham at New Rockford, N. D.

V. Monson, Grafton, N. Dak., has accepted a position in the Paul Vronvold drug and jewelry store.

Miss Nennie Burkholder will open a jewelry repair shop in the Corner Pharmacy, Winnebago, Minn.

W. C. Vandervort, Marmath, N. Dak., has sold his jewelry stock to J. F. Loveridge, who will take charge at once.

H. A. Bliss, of the Wordley, Allsopp & Bliss Co., Newark, N. J., registered at the Pine Bluff Inn on his stay at Point Pleasant.

A. H. Retsloff, Wabasha, Minn., has moved his stock of jewelry to Greeley, Colo., where he will open a new jewelry store.

A. H. Munroe, jeweler and optician, Malden, Mass., has opened his new store, 89 Pleasant St. Mr. Munroe has been located 20 years in the same city.

The retiring grand jury gave a banquet at the Hotel Rennert Sept. 7. The foreman was presented by the members with a silver service. Charles C. Stieff made the presentation.

The latest dates for depositing watches at the British Horological Institute, Northampton Square, London, E. C., for the September and early October trials, are Sept. 15 and 29 respectively, not later than 3.30 P. M.

W. W. McGuire bought the interest of H. S. Bringolf in the jewelry firm of Mueller & Bringolf, and has entered actively in the business. Mr. Bringolf will locate in Iowa City, Ia., where he has secured an interest in a jewelry store.

Creditors of Aaron Meyers, who was adjudicated a bankrupt on Aug. 28, are notified that the first meeting of his creditors will be held in the Bankruptcy Court room, No. 1103 White building, Sept. 20, at 11 o'clock in the forenoon, at which time the creditors may attend, prove their claims, appoint a trustee, examine the bankrupt, and transact such other business as may properly come before the meeting. Notice is further given that immediately after the first meeting of the creditors there will be a meeting of the creditors of the above named bankrupt, at the same place, to consider a proposed sale of jewelry, notions, show cases, and all other assets belonging to Mr. Meyers, contained in the premises of 177 Main St.

Trade Gossip.

Theodore Schisgall, importer of clocks and art goods, 116 Chambers St., New York, has now opened his Chicago store, at 37 S. Wabash Ave. It is in charge of J. A. Eagan, and they are prepared to fill orders from stock.

The Woodside Sterling Co., 170 Broadway, New York, has issued a handsome catalogue containing a large number of illustrations of this concern's products. The catalogue is bound in gray and red covers and contains 71 pages in half-tone, showing in splendid style the well-known lines of this concern and quoting prices. The catalogue is 12x9 inches, and is altogether one of the finest seen this season.



J. A. Mobery is about to begin business in Bangor, Wis.

Adam Turk has begun business at Browersville, Minn.

Harry Dickson is about to open a store in North Platt, Neb.

W. F. Brewer will shortly engage in business at Terre Haute, Ind.

A new jewelry store has been opened by R. Mahler at Belle Plains, Minn.

Jos. Bouclin has just begun business at 38 Friendship St., Providence, R. I.

The Elston Jewelry Co. is now doing business in the Kamm building, San Francisco, Cal.

Le Troy Mfg. Co. is the name of a new jewelry concern which has been opened in New York.

E. Appleman, engraver, has taken bench space in room 812, Heyworth building, Chicago, Ill.

Perry M. Slaughter has opened a jewelry and watch repairing establishment at Norwalk, O.

The Whyatt Jewelry Co., Rome, Ga., is a new concern which has applied for a charter at that place.

John Amodt will start in the jewelry business in the Ling building, which he has purchased, at Detroit, Mich.

The Polishing & Plating Co. is the name of a new concern which is now in business at 196 Park Pl., Woonsocket, R. I.

A new jewelry and repair shop has been opened in the Corner Pharmacy, Winnebago, Minn., by Miss Nellie Burkholder.

Conrad Wagner has taken quarters at 11 N. Charles St., Baltimore, Md., where he will conduct a retail jewelry business.

Eugene C. DeVoe, at present employed by S. A. Asquith & Bro., Waterloo, Ia., will open a new store on Bridge St., in West Waterloo.

J. A. Jaspau, dealer in diamonds and precious stones, has commenced business in the Bechtel building, 8th and Sansom Sts., Philadelphia, Pa.

E. B. Dodge and M. Jos. Higgins recently opened a store under the name of the Victoria Enameling Co., 19 Page St., Providence, R. I.

L. E. Winslow, of Winslow, Krause & Co., watchmakers, has taken office space in room 908, Heyworth building, under the style of the Winslow Co.

Mechler & Knippel have succeeded to the business of Joseph F. Mechler at Kilbourne, Wis.

It has been announced that C. C. Marshall is now the sole proprietor of the Battle Creek Department Store, Battle Creek, Mich. Mr. Marshall has purchased the interest of his former partner, Mr. Wrenchler, and will continue the business. The business was recently moved from 129 to 139½ Main St.

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¶ Why sell the best watches and use imitation materials in repairing them?

¶ Your reputation is as much at stake in the one transaction as in the other.

¶ Why not be genuine all through?

¶ Genuine materials are standard in size and quality. They are interchangeable and when you replace a damaged part with new material from the factory the watch is of the same high quality as before.

¶ This is not the case when imitation materials are used. They are not standard and the quality is open to question. Besides, they cause you more trouble and annoyance than you save in the difference in cost.

¶ Why not increase your satisfaction and get better prices for your watch work by using the genuine materials when repairing Illinois (Springfield) Watches?

¶ Your material jobber can supply you with these whenever needed, or if you prefer you can send your orders direct to the factory where they will have prompt attention.

¶ *An illustrated net price list will be sent upon request.*

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VOL. LXIII. CHICAGO, WEDNESDAY, SEPTEMBER 13, 1911. No. 7.

Chicago Notes.

Max H. Kling visited the trade here last week.

Frank Whiting, of Whiting & Davis, is on a trip to Denver.

S. D. Rider, of the South Bend Watch Co., was here last week.

W F. Juergens has returned from a vacation at Starven Rock.

A Breitenbach, of New York, called on the trade here last week.

T. S. Barker, with the Juergens & Andersen Co., is on a western trip.

W. E. Barker, of the Hoyt Jewelry Co., St. Louis, Mo., was here last week.

Milton Sandfelder, representing the D. F. Briggs Co., is on a southern trip.

J. Reagan, of the Baldwin-Miller Co., Indianapolis, Ind., was here last week.

James W. Clark has returned from a visit to his native town, Haddam, Conn.

E. Appelmann, engraver, has taken bench space in room 812 Heyworth building.

Charles A. Garlick, with the Garland-Fisher Co., has returned from a trip to the Coast.

George A. Armstrong, with the Paye & Baker Mfg. Co., has returned from a western trip.

John S. Rimkus & Co., 4632 S. Ashland Ave., have been succeeded by Steve Koslowski.

L. J. Finch, representing the R. F. Simmons Co., Attleboro, Mass., is on a trip to the Coast.

George Southwick, veteran traveler, visited the trade here last week and then left for the Coast.

J. E. McCourt, with the Star Watch Case Co., stopped over here last week on his way west.

Chas. A. Winship returned last week from a six weeks' tour of Europe, accompanied by his wife.

Jules Mayer, with the Mauser Mfg. Co., was here last week from the Coast, and is now in the northwest.

H. S. Mooris, secretary and treasurer of the S. Cottle Co., was here last week accompanied by his wife.

Rudolph Huber, retail jeweler at 2632 W. 38th St., recently was operated on for an affliction of the right eye.

John A. Reed, retail jeweler, Humboldt, Ia., will move into a new two-story brick building as soon as it is completed.

F. Klaus, who recently sold out his jewelry store at 2346 Lawrence Ave., has opened a new store at 4761 Milwaukee Ave.

Ernest L. Serdel, Marengo, Ia., is putting up a new brick building on the site of his present store. He owns the property.

Among the diamond men here last week were Jac Judels, of Henry E. & Jos. E. Judels, and L. M. Heymann, of Reichman Bros.

Herman Anderson, son of G. Anderson, Taylorville, Ill., stopped over here last week on his way home from a vacation in the west.

Messrs. Brock, Miller and McNeff, of Brock & Feagans, Los Angeles, Cal., stopped over here last week on their way home from the east.

Hans Peterka, 3318 Pierce Ave., was slightly injured last week by being knocked down by an automobile. Both of his hands were cut, but otherwise he was uninjured.

H. M. Kohn, of the Stein & Ellbogen Co., returned from Europe last week on the *Olympic* after a diamond buying trip to London, Paris, Antwerp and Amsterdam.

L. E. Winslow, formerly of Winslow, Krause & Co., watchmakers for the trade, has taken office space in room 708, Heyworth building. The style of the firm is The Winslow Co.

J. Rohraff, in the diamond department of the A. C. Becken Co., has severed his connection with that concern. He was with the Becken Co. for 17 years, starting in 1894 as errand boy.

Wm. Mellish, retail jeweler at 1307 E. 63d St., went to Walkerville, Ont., last Saturday to attend the funeral of his sister. Mr. Mellish's mother died in the same town six weeks ago.

E. T. Harmon, son of C. W. Harmon, general manager of Jos. Fahys & Co., is now traveling out of the Chicago office of that concern as missionary, and is making his initial trip in Wisconsin.

E. C. Shaw, formerly traveling in North and South Dakota for the Alvin Manufacturing Co., is now traveling in the south for the same concern. J. Paine is covering Mr. Shaw's old territory, and Michigan in addition.

Miss Idaline Rubin, daughter of Mr. and Mrs. S. Rubin, was married last Wednesday evening at the Blackstone Hotel to Leonard F. Hammel. The bride's father is the manager of Frank's Collateral Loan Bank.

The Illinois Watch Case Co., Elgin, Ill., has been compelled to erect a new wing to the factory on account of increased business. The new addition conforms to the architecture of the main structure, and is three stories in height, with a length of 154 feet, and 40 feet in width.

Rudolph Rettig, brother of the late H. G. Retting, formerly of Rettig, Hess & Madsen, is now with the latter corporation in charge of the office and credits. Mr. Rettig was formerly credit man for the Crocker Chair Co., and is a man of experience and ability in credits and office management.

Other buyers in town last week were: Karl C. Koons, Beatrice, Nebr.; O. E. Zinn, Hastings, Minn.; F. A. Marean, Belvidere, Ill.; A. W. Anderson, Neenah, Wis.; J. R. Mercer, Kansas City, Mo.; F. H. Sanders, Ottawa, Ill.; Herman Anderson, Taylorville, Ill.; J. H. Ramsey, Aledo, Ill.; C. F. Ingalls, Waukegan, Ill., and C. T. J. Deaporte, Moline, Ill.

Edward Snell, 27 years old, was arrested by the police last week, charged with complicity in the robbery of Alberti's jewelry store last April. He was identified by Edward Alberti, Jr., as the bandit who struck him over the head with a pistol. Five men committed the robbery and three are now in jail. The other two are at large and a diligent search is being made for them.

Jacob Barsky, 24 years old, an employe of S. Wechter & Co., manufacturing jewelers in the Masonic Temple, was seriously injured last Friday, when an elevator in that building in which he was riding fell from the 18th floor to the bottom of the shaft. Barsky broke his left leg and fractured his right ankle, in addition to sustaining internal injuries, and is in a critical condition at a hospital here.

The Gorham Co. has sent out neat announcements of the formal opening of its enlarged and improved showrooms in the Silversmiths' building, 10 South Wabash Ave. The opening will take place from Sept. 15 to 30. During this period the Gorham Co. will show complete sample lines, including the new patterns and designs for the Fall season. Customers are invited to make the offices of the Gorham Co. their headquarters when in Chicago. The increased space and improved facilities af-



Introducing—
"Our Hans"

DIRECT from Holland comes *"Our Hans"* typifying *The Allen Superior Diamond Service,* bringing with him from the world's best cutters the biggest supply ever of shrewdly bought

Diamonds of Character for Holiday Season Trade

stones which will boldly speak their own quality, but will be found extremely modest in price.

"Hans" has seen much service and is wise. He knows where, when and how to pick up the best goods at the most favorable prices, in the interests of Herbert W. Allen & Co. customers. *"Hans"* profits by his experiences — gets better and better each year. He has surely surpassed himself by his shrewd buying for this season. Give him a chance to prove it to you.

"OUR HANS" is only happy when busily serving. He comes to you this month loaded down with the best diamond bargains to be had on the Continent — witness *that splendid Jaegersfontein Scoop* mentioned in our September "Diggings." If you haven't heard about it, by all means *ask* without delay.

These are *Holiday Season Offerings de Luxe at remarkably low figures for the quality — unusual profit opportunities* that you are not likely to see duplicated this season. *"Hans"* says snaps like these go like a house afire — *get busy and get yours!*

"Hans" also shrewdly suggests that Early Season Buying means Longer Holiday Profits. What are your *needs* and your *wants now?* Your Inquiries, Stock and Memo. requests are cordially invited.

Herbert W. Allen & Co.

Importers—Diamonds of Character and All Other Precious Stones, Loose and Mounted

31 North State Street **CHICAGO, U. S. A.**

HERBERT W. ALLEN & CO.

"The Seal of Superior Service

forded by the new showrooms enables the company to carry a finer and more complete line of samples and stock than heretofore.

Among the out-of-town retail jewelers here last week were: Will H. Beck and Comis L. Beck, Sioux City, Ia.; Theodore Sims, Hastings, Nebr.; R. A. Woodward, Sandwich, Ill.; Fritz Guy, Jr., St. Cloud, Minn.; W. O. Swenson, Cresco, Ia.; Philip Jacoby, Kalispell, Mont.; Harry Hawkins, Jr., Monticello, Ark.; Eugene Parker, Lansing, Mich.; F. E. Carlson, Kewanee, Ill.; C. J. Dunbar, Princeton, Ill.; A. H. Jordan, Joliet, Mont.; E. K. Miller, Clifton, Ariz., and Arthur S. Miller, Madison, Nebr.

Cleveland.

F. C. Beckwith, of the Hamilton Watch Co., called on his many friends in the trade here last week

H. W. Burdick, of the Bowler & Burdick Co., broke ground last week for his new home on Shaker Lake. He hopes to have it completed by Spring.

Frank Cox is back with the Bowler & Burdick Co. after an absence of several years. A. D. Weed, of the same firm, returned last week from his vacation.

Ralph Halloway, formerly with N. H. White, is now with the Scribner & Loehr Co. C. F. Keim, credit man for the same firm, returned Monday from New York.

C. A. Radde has opened an optical room in the New Swetland building, with office hours from 1 to 5 o'clock. The forenoon and evening is spent in his store at 7401 Woodland Ave.

Lester Murray, who succeeded his father in the firm of Shanabarger & Murray upon his father's death, disposed of his interests to Mr. Shanabarger, and has entered the employ of Lusky & Co., on E. 9th St.

The following list of retail jewelers were in Cleveland last week: W. P. Carruthers, Oberlin, O.; J. O. Adams, Milan, O.; G. F. Elgin, Kent, O.; Oscar Haserodt, of the Haserodt Bros., Elyria, O., and C. F. Hill, Akron, O.

James Tredale, who for the past several years has operated a store at 9001 Superior Ave. under the name of the Hutchins Jewelry Co., has discontinued his business. He formerly had a store near Crawford Road and Hough Ave., but gave that up when he started in his last location.

M. Ginsburg, who for some time has conducted a store at 3925 Woodland Ave., sold his stock and fixtures to Max Stein, and has leased quarters in the Republic building, into which he moved Saturday of last week. Mr. Stein has been in business on E. 4th and Ontario Sts., and is well known here. He has a host of friends in his new location, and his new venture seems assured of success.

Frank A. Heywood, traveling man for the Jewelers' Security Alliance, who sustained a compound fracture of the left leg in Philadelphia, Aug. 16, is now at his home in Baltimore, Md. Mr. Heywood will be confined to his room for several weeks and will probably have to use crutches until Christmas at least.

Denver.

T. B. King, of W. W. Hamilton & Co., has returned from a business trip through the State.

Out-of-town jewelers visiting Denver last week were, Mr. Crowder, of Payne & Crowder, Boulder, and A. Fox, Cheyenne.

J. M. Hurwitz is offering to turn assets over to creditors. This business was started by Hurwitz and William G. Howe, in July, 1909, and continued by them until May 1, 1911, when Hurwitz succeeded to the business individually.

Edward L. Kleiger, formerly of the Raymond Jewelry Co., has purchased the store and stock of the Ben Frumess Jewelry Co., 921 15th St. Ben Frumess, president of the Frumess Jewelry Co., will hereafter be associated with his brother, H. H. Frumess, 620 16th St.

Kraft Bros., proprietor of the Jennings Engraving Co., will invest $24,000 in the erection of a new plant at 1219-21 California St. A site for the new building has been purchased for $10,000, while the structure, two stories and a full basement, will cost $14,000. The building will be 50 by 100 feet and will be ready for occupancy by the first of the year.

In the window of the B. F. Hunter jewelry store at Greeley was displayed last week the most complete private collection of precious stones ever on exhibition in that city. There is said to be every known gem represented in the collection, which is valued at $50,000, and all are found in America. The owner is known as "Carbonate Ore" Johnson, and he is an expert gem collector. Mr. Johnson's collection was exhibited at the Seattle Fair, being awarded first prize and a gold medal.

In a confession made yesterday to the Chief of Police of Pueblo, Frank Zammith, alias Costa, admitted that he has spent 31 years of his life behind prison bars. He is but 39 years old and says he received his first sentence to an industrial school when he was six years old. Since that time there has been but two years that he has not been serving time for robbery. Zammith was arrested in a Pueblo jewelry store, where he was endeavoring to dispose of some gold and jewelry. It was thought by the police that he had participated in a San Francisco jewelry store robbery. Zammith's record will be investigated.

Sam Peterman, a youth of 16, employed in the store of William Kley, diamond merchant, 1608 Tremont St., killed himself by shooting last week, because he was reprimanded by his father. The body of the young suicide was found by Emil Febinger, another employe, in a rear room of the Kley establishment. Febinger, who was the only other person in the place at the time, heard a pistol report, ran to the rear room and discovered Sam on the floor. He was bleeding from a wound in the abdomen. The police ambulance was called, but when it reached the store the young man was dead. His father was prostrated by the tragedy.

Milwaukee.

Mr. Jappe, of Jappe & Johnson, Racine, Wis., was a recent Milwaukee visitor.

William Noyes, formerly with Noyes & Hoffman, has opened a new art and crafts shop on the Milwaukee east side.

Otto C. Hanisch, representing the George H. Fuller & Son Co., jewelers' findings, Chicago, called upon the Milwaukee trade last week

George Fink, of the Fink-Boszhardt Co., watchmakers and dealers in jewelers' supplies, Enterprise building, is confined to his home by illness. Mr. Fink has not been able to call upon his trade about the State for two or three weeks.

Louis W. Bunde, president of the Bunde & Upmeyer Co., and William H. Upmeyer, vice-president, have been taking their vacations on the instalment plan this Summer, spending available afternoons at their Summore homes at Pine Lake, near Milwaukee.

The regular monthly meeting of the Manufacturing Jewelers & Jobbers' Association of Milwaukee will be held at the Hotel Blatz, Monday evening, Sept. 11. Several new advertising schemes will be discussed and several other matters will be taken up.

News has reached Milwaukee that Hiram J. Smith, veteran jeweler, Racine, Wis., and president of the Racine Jewelers' Club, was the principal speaker at the annual reunion of the veterans' association of Racine and Kenosha, held at Evergreen Park, near Racine, on Labor Day. Mr. Smith is commander of the Wisconsin department of the G. A. R.

E. H. Warnke, of E. H. Warnke & Co., manufacturing jewelers, Enterprise building, was a member of the party of business men which recently made an excursion to the Plymouth fair at Plymouth, Wis., and visited other nearby cities, including Kiel and Sheboygan. The trip was under the auspices of the Merchants & Manufacturers' Association of Milwaukee.

One of the most elaborate and most attractive exhibits of the 265 displays offered at the Milwaukee Industrial Exposition, held at the Auditorium, Sept. 2 to 12, was that of the Bunde & Upmeyer Co. An extensive display of diamonds set in platinum was especially interesting, although the showing of fine jewelry and other articles, all products of the Bunde & Upmeyer manufacturing department, attracted much attention. The Bunde & Upmeyer Co. was the only manufacturing jewelry house of Milwaukee which was represented by an exhibit. The big show was held to commemorate the 50th anniversary of the Merchants & Manufacturers' Association of Milwaukee and to call attention to the growth of industries in this city during the last half-century.

The Ahrens Drug Co., Mapleton, Ia., has moved to Bedford.

In a report regarding the commerce of Costa Rica during 1910, Consul Samuel T. Lee, at San Jose, submits a table giving the value of foreign articles exported during 1909 and 1910. Mentioned in this table is mother-of-pearl, the value of which exported during 1909 was $16,022, and during 1910 $21,798.

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The Great Western Market

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The Thoma Bros. Co.

Trade-Mark

Wholesale Distributors to Retail Jewelers

128-130 Fourth Ave. East, CINCINNATI, OHIO

We are now located in our New and Larger Quarters with every Facility for Prompt and Thorough Attention to your Wants

MOVEMENTS Hampden, Illinois, Hamilton

CASES Fahys—Dueber and 14-K. Gold

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LINDENBERG, STRAUSS & CO.

IMPORTERS AND WHOLESALE DEALERS OF

WATCHES DIAMONDS JEWELRY

AND SILVERWARE

The newest and snappiest goods for the legitimate Jeweler.

PROMPT SERVICE

DON'T MISS

The most exacting judges of popular-priced jewelry have pronounced our Fall line the best they have ever seen. Every piece has been selected with unusual care.

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Leaders in Popular Priced

Gold and Gold Filled Jewelry
Diamonds, American Watches

128-130 East Fourth Ave. (Third Floor)
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We Furnish Retail Jewelers

A CATALOGUE FREE

To Send to Their Customers

Snappy :: Bright :: Interesting

Particulars on Application

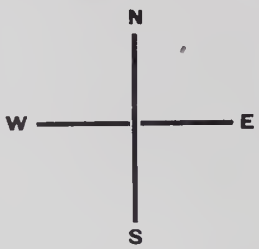
Richter & Phillips

Wholesale Jewelers

N. W. Cor. 5th and Vine Sts., CINCINNATI, O.



Retail Jewelers from all parts of the U. S. will find a greater assortment of good Jewelry here than in any other city. Try Cincinnati for all your Jewelry wants.



LINDENBERG & FOX

Wholesale Jewelers

31-39 E. 4th St., CINCINNATI, O.

SPECIAL AGENTS

Illinois Watches
Dueber-Hampden Watches
Wadsworth Cases
Fahys Cases

Diamonds—Loose and Mounted
and
A Great Line of Jewelry

Special Order and Repair Work

You will save money, get better results, and please your customers, if you "MILLERIZE" your repair and special order work.

Skilled workmen; up-to-date methods; appliances and a "New-Like" finish on every article at no increase in cost, will create new customers and hold old ones. TRY US.

The MILLER JEWELRY CO.
CINCINNATI, OHIO

OUR FALL LINE

Our Salesmen are showing all the styles now in vogue. We are also specialists in Watches and Diamonds, and send memo. diamond packages on request to legitimate jewelers only.

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THE SPECIAL
Manufacturing Jewelers
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Retail Jewelry Trade

S. E. Cor. Fifth and Elm Sts., iLion Building
CINCINNATI, O.

OUR SPECIALTIES:—Diamond Mounting, Jewelry and Case Repairing, Emblem Goods and Jewels, Medals, Badges and Class Pins, Engraving and Enameling.

JOS. NOTERMAN & CO.

DIAMONDS

Manufacturing Jewelers
Makers of Fine Jewelry
Diamonds Recut

CINCINNATI : : OHIO

READY

Our New Big 1912 Catalogue

A REVELATION
of big values and low prices in fine

Jewelry, Watches and Diamonds

DON'T FAIL TO GET ONE

Wallenstein, Mayer & Co.

SPECIAL AGENTS FOR

ELGIN, WALTHAM, ROCKFORD — Movements
Cases — BOSS, CRESCENT, CROWN

31-39 Fourth Ave., East, Cincinnati, O.

Cincinnati.

F. J. Krueger, of Gebhardt Bros., is traveling in northern Ohio and Indiana.

D. A. Sewall, Wilmington, is thinking of moving his retail business to Texas.

Abe Weiler, Greenwood, Miss., with his wife and daughter, put in a week in this city visiting friends.

Mr. and Mrs. John Bertling have returned home after a pleasant 10 days spent at Mackinac Island.

Harry Deters, of Thomas Bros. Co., will move into his newly-purchased home on Price Hill the latter part of the month.

Frank Besse, a former Cincinnatian, but now a resident of Fort Wayne, Ind., spent the week in town with his wife and daughter.

M. Eisemann, the Birmingham representative of Hahn & Oppenheimer, spent the week in town as the guest of Mr. Hahn.

William Pflueger, of Jos. Noterman & Co., is home from a southern trip, well pleased with conditions in the southern States.

Burton Fox, of Fox Bros. & Co., has reached Europe, where he will spend the ensuing two months looking over goods in the foreign markets.

Aaron Plaut, of A. & J. Plaut, is spending some time in Martinsville, Ind., taking treatment for rheumatism which has troubled him much of late.

Anthony Schemel, president of the Cincinnati Retail Jewelers' Association, has just purchased a house in Northside and will move into his new home in the near future.

Joe Loos, of Lindenberg & Fox, has returned from a fishing trip up the Kentucky river. Mr. Fox has come home after a month's vacation spent in Omena and Lake resorts.

C. K. Jacobs has been laid up in bed with an abscess on his ankle. This painful wound, however, is fast yielding to treatment and Mr. Jacobs will again be about in a day or two.

A man arrested for picking pockets at the B. & O. station Monday night registered as John May, 30, a jeweler of Pawtucket, R. I. When arrested he refused to make a statement of any kind.

Mr. and Mrs. A. G. Schwab are home agan after having spent a month in Atlantic City. Julien G. Schwab has returned from Michigan entirely freed of the indisposition he suffered during the hot weather of the Cincinnati mid-Summer.

George Simper, Vine St. jeweler, has returned with his wife after three months spent in Europe, during which time he not only toured through England and the mainland, and gave careful consideration to trade conditions as he found them in various countries.

Al Granducci, of Gutmann & Sons, has entered his powerful speed boat *Jolly Roger* in the motor boat races to be held in connection with the Fernbank Dam celebration. Eli Gutmann has arrived in this city after spending a pleasant vacation at French Lick.

The movement to form a jewelers bowling league has progressed to some extent and the league will be assured in the near future. Mr. Hummel, of Thoma Bros., and Mr. Hess, of the Oskamp, Nolting Co., are pushing the plan, and expect soon to have six or eight teams in line.

Sol Hirschfield, of the D. Jacobs Sons Co., has gone west on a six weeks' trip through Texas, Oklahoma and Kansas. J. D. Jacobs is back from two weeks traveling in Indiana, and reports very satisfactory business. J. Hirschfield will spend the coming month visiting the southern trade.

The throngs of visitors brought to the city by the combined celebrations of Old Home Week and the completion of the Fernbank Dam have had a very noticeably stimulating effect on the retail trade. Many shops are displaying handsome silver and gold articles which a brilliant banner proclaims were "Made in Cincinnati."

The trophies which are offered as prizes in the 13th annual Tri-State tennis tournament held in this city are on display in the windows of the H. Ratterman, Jr., store. Besides the cup, which must be won three times before it becomes the property of an individual, there are many small articles of jewelry such as rings, coat chains, bracelets, etc., and they form a very attractive display.

W. J. Thelen, who has been engaged in the retail business here for the past decade, has become dissatisfied with that branch of the trade and has returned to the road. He makes his initial trip for Joseph Mehmert this week, when he goes to Kentucky, and looks forward with a great deal of pleasure to meeting friends whom he has not seen in years. Otto Mehmert reports fairly active trade from Illinois, where he is traveling.

Sol and Harry Gilsey have come before the sporting public more conspicuously than ever on account of their rumored purchase of the Newark, N. J., baseball club in the eastern league. The Gilseys admit that they have an option on an eastern league team, and though unwilling to reveal which club it is, say that it is not the Newark club. They have just returned from the east, where they have been in the interests of jewelry and baseball.

Lee Kahn, of Lindenberg & Fox, has returned from a trip through Tennessee and Alabama and reports flourishing conditions. The cotton crop, he says, has been an unsurpassed success, and that means a good season for the jewelers. Mr. Lindenberg leaves Monday for Georgia, Louisiana and Mississippi; Lee Horn has just set out for Virginia and the Carolinas, and Joe Rosenbaum will leave shortly for a five weeks' stay in Missouri, Oklahoma and Colorado.

The eastern salesmen in town this week were: Herbert M. Huger, of Wm. Huger & Co.; Wallace E. Welch, of the Hoyt, Olbrig & Geiger Co.; George H. Thomas, of Scharling & Co., Hartford Sterling Co., and The Merrill Bros. Co.; J. M. Morrow, of the American Watch Case Co.; Vincent W. Henderson, of Crane & Theurer, Inc.; J. Laffy, of The Gorham Co.; A. G. Eteley, of D. Wilcox & Co.; C. A. Holbrook, of Sloan & Co., and C. W. Hickok, of Graff, Washbourne & Dunn.

Many out-of-town buyers have taken advantage of the opportunity to do their buying and at the same time witness the Fernbank Dam celebration this week. The following have visited the jobbers: Floyd Nester, Booneville, Ind.; Fred G. Heinzle and son, Tell City, Ind.; A. E. Johnson, Versailes; E. E. Mosiman, Bluffton, Ind.; D. A. Lamb, Wilmington; S. S. Wittel, Shortleaf, Ala.; Fred Raymond, Cambridge; W. F. Roth, Gallatin, Tenn.; Adolph Lehne, Mechanicsburg; C. A. Marlett, Middletown; James Smith, Lancaster, Ky.; A. H. Rolloff, Lockland; R W. Clark, Lawrenceburg, Ind.; J. W. Roop, Dayton; L. C. Diefenbaugh, Lewisburg; Aaron McConnell, Millersburg, Ky., and C. H. Creighton, Franklin.

Evansville, Ind.

Dr. Wallace Dyer, optician of this city, has gone to Denver, Col., to spend the Winter.

During the past week there has been a large number of jewelry salesmen here, calling upon the local merchants.

Robert N. Sisson, a buyer of pearls at Hazleton, Ind., was a business visitor in Evansville a few days ago.

John Hartman, of I. Gans Co., Inc., Upper First St., wholesale and retail jewelers, has returned from his vacation.

John Rohlander, who was confined to his home for several days by illness, is able to be at his place of business again.

Gus Gans, of I. Gans Co., Inc., wholesale and retail jewelers, will make a tour of the south this Winter in the interest of his firm.

John Whitman, formerly engaged in the jewelry and watch business at Petersburg, Ind., has accepted a position in one of the departments at Washington, D. C.

William Artes, of Charles F. Artes, Main St., jewelers, attended the Posey County Fair at New Harmony, Ind., a few days ago, accompanied by his wife.

Lloyd Kierer, former traveling salesman for a Cincinnati jewelry house, who is in jail here on the charge of the theft of an automobile, will be tried this month.

Homecoming week will be observed in Evansville during the last week in September, and the members of the Retail Jewelers' Club will take a leading part in the Fall festivities.

A few days ago two suspicious looking characters visited some of the local saloons and displayed a large bag full of diamonds of various sizes. Experts who examined the stones pronounced them genuine. The police were notified, but when they looked for the strangers they were unable to find them anywhere.

Miss Anna J. Hewig and Edward C. O'Neil, both of this city, were united in marriage on the evening of Sept. 5, by the Rev. Hamilton Hymes, pastor of the Grace Presbyterian Church, of this city. The bride is a sister of Chris Hewig, Main St. jeweler, and for the past several years has assisted her brother in the store.

Ruel & Frere, Quebec, Que., are successors to Joseph Ruel.

Los Angeles.

Fritz Barcan, of the California Jewelry Co., San Francisco, is here for a few days.

F. M. Holes, formerly located on Main St., has moved to Hill St., between 7th and 8th.

George A. Brock, of Brock & Feagans, is expected home from Chicago in a few days.

The sale of the I. M. Dietrich business, at Anaheim, Cal., to Alex H. Willman, is reported here.

E. Gerson, 545 S. Broadway, spent the 3d and 4th (Sunday and Labor Day) at Oxnard, Ventura County.

Ralph Himmelschein, manufacturers' agent, has moved from the Broadway Central building to 622 S. Broadway.

The Adams & Abel Co.'s store was closed all day Labor Day. The other wholesalers closed during the afternoon.

C. C. Abel, of the Adams & Abel Co., has just started on a business trip through the north, expecting to be gone six weeks.

E. F. Whittemore, watchmaker with E. Gerson, took his young son and went to Catalina Island for an outing on Labor Day.

J. V. Rounsefell, formerly at the head of the diamond department of S. Nordlinger & Sons, has taken a position with Brock & Feagans.

Will C. Allen, of S. Nordlinger & Sons, is spending a short time in San Francisco. Emil Steinkopff, of the same firm, is taking a vacation at Catalina.

J. P. Tait, head salesman with E. Gerson, is back at his place after a two weeks' vacation, spent at Scott's Camp, a resort in the near-by mountains.

C. C. McKinley, head of the stationery department of Brock & Feagans, is back at his place again after a delightful vacation spert in the mountains.

W. Studt, formerly in the clock and silverware departments of Hamburger & Sons has taken a position as city salesman with the E. W. Reynolds Co.

C. H. Clark, 325 W. 4th St., is recovering from illness which has kept him confined at home for some time. He expects to be back in the store in a few days.

Ed Turner, traveling representative of the E. W. Reynolds Co., will start in a few days for an extended business trip on the road.

D. A. Wilkins and Ira W. Smith, manufacturers' agents, with offices in the Broadway Central building, are both in San Francisco, but are expected home soon.

Labor Day was more generally observed in Los Angeles this year than heretofore. Nearly all the large retail houses closed all day. The few who opened at all closed at noon.

Joseph Lawton, of the diamond department of the Whitley Jewelry Co., is taking a vacation with his family at Follows' Camp, a popular resort in the Sierra Madres.

George W. Miller and Charles B. McNiff, of Brock & Feagan's force, are expected home from their eastern trip in a few days. They are returning by way of San Francisco.

Mrs. Gertrude McMullen, of the Southwest Turquoise Co., has been making several stops on her way home from New York. She is not expected home until about Oct. 1.

Melville M. Graham, who recently bought the Brandenburg Jewelry Co.'s business, is now fully established and doing business under his own name at 1010 Broadway Central building.

Dr. and Mrs. E. E. Gray, of the J. C. Fleming Co., are taking a vacation of a week at Catalina Island. Dr. W. S. Cherington is taking Dr. Gray's place during the latter's absence.

H. F. Wallace, of the H. F. Wallace Co., is spending some time with his family at Catalina Island. W. A. Wheeler, of the same concern, has returned from a three weeks' vacation spent at the island.

Philip Klein has vacated the store which he occupied on Spring St., and will now divide his attention between his new office in the Broadway Central bulding and his factory and salesroom in Pasadena.

A. C. Bitterman, traveling salesman for Hambright & Walsh, will start in a few days for a business trip up the coast. H. A. Perry, of the same firm, is now in Oregon, and reports business fairly good.

Meyer, Cahn & Talbot have taken the Coast agency of the Rockford Watch Co. The arrangement was made with Louis Eppenstein a few days ago. This firm already had the Coast agency of the Illinois Watchcase Co.

Clarence H. Blake, who has been for some time past with Brock & Feagans, will leave this firm and will take a position with the Feagans Jewelry Co., when its new store is opened in the Alexandria building on W. 5th St.

A. H. Couturier, formerly of 622 S. Broadway, who is now with J. T. Harris, 651 S. Broadway, has secured the services of Flavian Alvey, formerly with the Southwest Turquoise Co., to assist him in the manufacturing department.

Clarence Diebenkorn, traveling salesman for the Adams & Abel Co., attended the Shriners' meeting lately held in San Diego, and was initiated into the order. He was accompanied by H. L. Gruber, who was already a member of the order.

J. C. Taylor, of S. Nordlinger & Sons' diamond department, went to Catalina Island for an outing on Labor Day. Lawrence V. Brown and Mr. Powell, of the silver department, have returned from their vacations and are again in their places.

J. Wiesenberger, who has been negotiating with reference to the sale of his store, 453 S. Broadway, failed to reach an agreement with the would-be purchaser, and has now decided to retain the business until his lease expires, 22 months from now.

Louis Eppenstein, representing the Illinois Watch Case Co. and the Rockford Watch Co., has been spending a few days here. He was the guest of S. Meyer, of Meyer, Cahn & Talbot, and with Mr. Meyer saw the fight between Kilbane and Rivers on Labor Day.

W. E. Heald, who came here some months ago from San Angelo, Tex., and took a position with V. S. Hollingsworth, 706 W. 3d St., but who has more recently been in the real estate business on his own account, has returned and again taken his place with Mr. Hollingsworth.

David Perl, formerly with the Francis Jewelry Co., Denver, Colo., has taken a position as salesman with J. Levinson, 818 Broadway Central building. S. Schrago has also been engaged to take a position in Mr. Levinson's office. Miss Shropshire, who has been helping in the office, is now taking a vacation. Mr. Levinson himself has just returned from a successful business trip to San Diego.

The following out-of-town jewelers were in Los Angeles, recently: H. L. Rochefort, Holtville; Carl McBratney, El Centro; C. F. Weare, Brawley; Mr. Campbell, Calexico; Harry Oberlin, of Oberlin Bros., Fresno; T. L. Finch, Covina; Arthur Glenn, Lompoc; H. E. Rader, Monrovia; R. W. Cummings, Ventura; Mr. Laird, of Laird & Dines, Tempe, Ariz.; C. M. Henkel, Bisbee, Ariz.; J. H. Padgham, Santa Ana; A. Protsch, Redondo; Fred Adams, of Greenwald & Adams, Tucson, Ariz.; Guy Hale, of M. B. Hale & Son, San Bernardino.

Pacific Coast Notes.

R. J. Kerwin, Griswold, Ia., is visiting at Merced, Cal.

E. L. Tiffany, Maricopa, Cal., has added to the equipment of his store by the purchase of a large burglar-proof safe.

Joel Kloss, Corona, Cal., has been renovating his store on E. 6th St. and has made a number of needed improvements.

D. Petty, Las Vegas, Nev., was a recent visitor to California, spending several weeks at the leading resorts and trade centers.

E. I. Camm, Petaluma, Cal., who was to have moved into a new store at that place, has changed his mind and will remodel his old quarters instead.

The Turlock Jewelry Co., Turlock, Cal., is erecting several fine road signs that will be placed on prominent corners near the limits of that city. These signs will have in the center of them real clocks, and these will be cared for by a representative of the company.

The show window of the store of W. F. Wooster, Suisun, Cal., was broken by thieves one night recently and goods of considerable value taken. Some of the articles were found later on the railroad track, where they had been dropped, but the thieves have not been apprehended.

Pacific Northwest.

Fifteen jewelers of Spokane, Wash., recently applied for a reduction in taxes, and in six cases this was granted.

A fire at Bovill, Wash., recently destroyed the store and most of the stock of D. W. Shanafelt, upon which there was no insurance.

Mr. Landon's jewelry store at Woodburn, Ore., was entered by burglars recently, and stock valued at $500 taken. Entrance was gained through a skylight.

Frank Beatty, a jeweler by trade, was found dead in his room recently in Olean, N. Y. Death was due to hemorrhage of the stomach. He was at one time employed by an Olean jeweler. Mr. Beatty was 39 year of age and well known in Olean.

L. BAUMAN JEWELRY CO.

JOBBERS OF

DIAMONDS

1844 **WATCHES** 1911

JEWELRY

CENTURY BLDG. SAINT LOUIS

L. BAUMAN JEWELRY CO.

San Francisco.

Jake Lehrberger, with Lehrberger, Armer & Co., has returned from a trip through the neighboring territory.

Isaac Dornberg, Seattle, Wash., is in this city with his wife making a short stay and looking over the stocks of wholesalers.

Walter Green, of the firm of Carrau & Green, has returned from a buying trip to Europe, where he made extensive purchases of diamonds.

E. V. Saunders, treasurer of A. I. Hall & Sons, who has been away for several weeks visiting leading eastern wholesale and manufacturing centers, is home again.

Louis Thompson, representing Rothschild & Hadenfeldt, is back from an extended trip on the road, and after securing some new samples will again take up his work on the outside.

George Linton, representing the E. H. Smith Silver Co., Bridgeport, Conn., has been calling on the local trade and has left to visit the principal trade centers in southern California.

Lindow's new store at 17 Kearny St. has been completed and is now open to the public. This is one of the smallest stores on this thoroughfare, but quite a comprehensive stock is carried.

The R. & L. Myers Co. is maintaining two traveling men on the road and reports that business during the month of August was the heaviest on record for a corresponding month since the firm entered the local field.

A man who the police claim was formerly manager of the concern known as the Panama-Pacific Jewelry & Novelty Co., with headquarters at 717 Market St., and who gave the name of Leo Frank, has been arrested on the charge of impersonating an officer.

The local creditors of P. H. Shuey, Red Bluff, Cal., have accepted the offer of G. C. Wilkins for the stock, and a deal for the transfer of this has been closed. Mr. Wilkins will vacate the store he has been occupying for several years and will move shortly to the Shuey store at 728 Main St.

Julius A. Young, of Julius A. Young & Co., is still in the northwest and is sending in very satisfactory reports of business in that territory. Business locally has been very heavy of late, and G. H. Otto, one of the firm's travelers, who planned to be on the road some time ago, is still here assisting at headquarters.

A. H. Witman, Jr., and son, Fred Witman, Pomona, Cal., have been spending some time in San Francisco, but have returned to southern California, and Mrs. Witman will join them shortly. Mr. Witman is in business with his father, but expects to branch out for himself shortly; but just where he will locate has not as yet been decided.

Elston Bros., whose affairs were recently placed in the hands of creditors for settlement, are the prime movers in a new jewelry company which has just been incorporated here. This concern, which is capitalized at $20,000, will be known as the Elston Jewelry Co., and quarters will be maintained in the Kamm building. Of the capital stock, $1,000 has been subscribed by the incorporators, who are L. J. Frankenberg, M. and H. Elston.

Among the out-of-town dealers who have been here during the past week were: J. I. Brown, San Leandro; Ben Fershstand, Maricopa; P. L. Seamons, Palo Alto; H. O. Brown, Fresno; H. E. Denton, Lompoc; B. F. McMurray, Tulare; A. S. Shaddow, San Jose; R. D. Shafer, Pleasanton; W. Schumacker and wife, Modesto; R. R. Finch and wife, Covina; W. White, Vallejo; W. M. Mason, Morro; J. D. Perkins, Ione; L. A. Mead, Pacific Grove; C. A. Moore, Gridley; M. N. Metcalf, Willows; C. E. Getchell, Virginia City, and C. M. Hinkel, Bisbee, Ariz.

Louisville, Ky.

Albert Hackman, a watchmaker for Rudolph H. Baude, is to be married to Miss Eva Schlachter on Sept. 19.

George W. Plinke, a prominent Market St. jeweler, returned a few days ago from a week's trip to Chicago, where he completed extensive Fall buying.

C. M. Wiseman, a prominent local jeweler, returned a few days ago from a trip to Salt Lake City, Utah, being accompanied on his western tour by his family.

Sam Frank, manager of the jewelry department of the Stewart Dry Goods Co., of Louisville, returned a few days ago from a fortnight's business trip to New York.

Harry Storer, Central City, Ky., has arranged to have a new store erected and will rush the work through as soon as possible so as to be ready for late Fall and Christmas trade.

Lee Frank, of the Frank & Merz Mfg. Co., is planning a short trip to Cincinnati, O., to visit relatives during the latter part of this month. Mr. Frank will also visit the trade of the Buckeye metropolis, combining business with pleasure.

Victor Lorch, one of the best known jewelers in the city, was a member of a big delegation which went from Louisville to Cincinnati, O., Sept. 5, to attend the ceremonies attendant upon the opening of the Fernbank dam across the Ohio river at that city.

Horace H. Newmark, proprietor of The Gem Jewelry Shop, is extremely gratified over the progress which is being made on the addition to his store, which is now in course of construction. The improvements will afford double the present store space when completed.

The remodeled jewelry store of Samuel E. Ledman is now ready for business. An entire new front has been installed and is modeled along the lines of the new Kendrick shop at 218 South Fourth Ave. The Ledman windows are fitted with onyx bases and floored with a raised dais effect done in solid black onyx, which affords a rich and striking background for jewelry displays.

William Kendrick, of William Kendrick's Sons, is expected to return in a few days from a vacation trip which he has been enjoying at Atlantic City, N. J. George Caspari, of the same firm, is taking a short pleasure trip through the bluegrass section of Kentucky, and will return within a short time. Charles L. S. Read, manager of the Kendrick job department, is planning a vacation visit out in the State as soon as Mr. Caspari returns.

For a week or so before the big Kentucky State Fair for 1911 began in Louisville, Sept. 11, George Wolf & Co. installed as a window display an elaborate collection of the silver cups to be awarded in the various events. The Seelbach Annex jewelers secured the contract for the manufacture of the cups. There were 16 handsome silver trophies, each mounted on an ebony base, ranging in size anywhere from 10 to 20 inches, all beautifully chased.

L. Huber, of L. Huber & Son, came within the traditional ace of being the first southern jeweler to enter the fraternity of aviators. When the Louisville Lodge of Elks held its big aviation meet at Churchill Downs, in Louisville, on Labor Day, Mr. Huber had made arrangements with Aviator Willard to try a flight with him, but the day before the meet a bolt of lightning damaged the engine in the Willard aeroplane and the trip was not made.

Harrisburg, Pa.

Burton E. Commings, 14 N. 4th St., has returned from a visit with Altoona relatives.

E. L. Rinkenbach and Geo. A. Hutman have brought their families from their Summer homes at Mount Gretna.

Joseph Rinkenbach, who has been Summering at Blue Ridge Summit, will return home next week much improved in health.

The annual fair at Middletown this week attracted the usual crowd. The local jewelry stores benefited to some extent by the influx of visitors.

Among the candidates who have filed papers for the nomination for county commissioner at the coming election is Frank Sites, watchmaker for C. Ross Boas.

Frank R. Downey, manager for the Galety & Fitzgerald Co., and wife have returned from a two weeks' trip to New York, Portland, Me., Washington and Baltimore.

Philip H. Caplan, manager for the National Watch & Diamond Co., of this city, and Miss Ida Mildred Cohen, also of this city, were married Sept. 2 at the home of the bride's parents. They will reside at 1112 N. 2d St.

Michael C. Roth, Rising Sun, O., has moved to Doyon, N. Dak.

Cannon & Schmid, jewelers, on Broadway St., Fargo, N. Dak., presented a silver loving cup to the Y. M. C. A. Tennis Club.

E. A. Page, Benson, Minn., a jeweler, will take up the study of optics and will atten an optical school in St. Paul.

The jewelry store of W. I. Wilhelm, Portsmouth, O., was robbed recently and the thief escaped with about $150 worth of jewelry. Walking past the store, the thief sent a large brick crashing through the large plate glass in the north window. Reaching through the aperture made by the brick he took a tray containing about 40 gold bracelets. Merchant Policeman John Kiehlman, who was standing just across the street, was an eye witness to the theft, but was unable to capture the thief.

BUY IN KANSAS CITY

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Selection Package on Request

MEYER JEWELRY CO.
Jewelry Repairing—Special Manufacturing
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Everything for the Retail Jeweler
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Wholesalers of
Jewelry, Watches, Diamonds, Clocks, Silverware, Cut Glass, Tools, Materials, etc.
Catalog on Request

Kansas City is CLIMBING to the top as the principal JEWELRY CENTER OF THE WEST

Kansas City.

Jobbers have gone back to their regular working hours after the close of the Summer season.

Miss Marie Hegarty, with the Porter & Wiser Jewelry Co., is spending a vacation in Dallas, Texas.

P. N. Nelson, Colorado traveler for the C. B. Norton Jewelry Co., is paying the house a visit this week.

Eugene Mills, with the Porter & Wiser Jewelry Co., has returned from his vacation, spent on a Kansas farm.

W. S. Clanin and wife, Fayetteville, Ark., stopped off in Kansas City this week while on their way to Atchison, Kans.

W. G. Lytle, a jeweler of Frankfort, Kans., has been here this week attending the big shoot at Sportsman's Park.

Fred Cateron, who covers the Nebraska territory for the C. B. Norton Jewelry Co., is in this week refilling his trunks.

Dr. E. R. Kennedy, La Crosse, Kans., has been here this week buying new fixtures for a new store to which he is about to move.

Miss Katheryn Porter, of the Porter & Wiser Jewelry Co., has returned from a vacation spent in visiting New York and Canada points.

W. C. Schumann, traveler for the C. B. Norton Jewelry Co. in Oklahoma, came in this week for a refilling of his trunks and went out immediately.

Chas. White, son of E. L. White, a jeweler of Guthrie, Okla., was in Kansas City this week on his way home from a six weeks' visit to the east.

Ben Fricke, in charge of the watch repair department of the Meyer Jewelry Co., has been spending his vacation at his old home in Washington, Mo.

L. Meyer, head of the Meyer Jewelry Co., just returned from Colorado, where he went after his family, which has been spending the Summer in the mountains.

The new catalogue of the C. B. Norton Jewelry Co. is now in press, and is to be sent out to the trade the latter part of this month, going to retail jewelers only. It is practicaliy the same size as the catalogue of last year and is thoroughly up-to-date.

R. R. Smithers, of Cameron, Mo., was in Kansas City this week, and reported having sold out his store to S. J. Huey, of Excelsior Springs, Mo., who will operate it as a branch store. Mr. Smithers has purchased the business of T. L. Baskett, of Millicothe, Mo., and will conduct it under the style of the R. R. Smithers Jewelry Co.

The following retailers have been calling on the jobbers of this market during the past week: H. G. Bearns, Hope, Kans.; E. R. Kennedy, La Crosse, Kans.; W. Walter Starcke, Junction City, Kans.; L. J. McHugh, Sheridan, Mo.; T. Beddow, Huntsville, Mo.; G. A. Lefler, Iola, Kans.; L. Megede, Richmond, Mo.; Mr. Amos, of the W. W. Drug Co., Arlington, Kans.; R. Rosenberg, Butte, Mont.; C. L. Dockhorn, Oskaloosa, Kans.; Carl Ricker, Emporia, Kans.; Mr. Grady, of Grady Jewelry & Optical Co., Stillwater, Okla.; C. C. Dugan, Guyman, Okla.; J. J. Keil, Clinton, Mo.; W. H. Meyer, Lawson, Mo.; S. J. Huey, Excelsior Springs, Mo.; H. L. Ford, Pleasant Hill, Mo.; L. E. Delanty, Parkville, Mo.; J. H. Whiteside, Liberty, Mo.; Jos. Schmandt, Holden, Mo.; W. W. Schumacher, Jewell, Kans.; R. B. Stone, Excelsior Springs, Mo.

Detroit.

F. A. Kelsey, of Wright, Kay & Co., has just returned from a month's outing spent in Canada.

M. Stevenson, from Wolverine, in the northern part of the State, was in town this week replenishing his stock.

James V. Varley, president of the R. J. F. Roehm Co., left Tuesday for a 10 days' business trip to New York and Boston.

The Detroit Jewelers' Board of Trade held its regular monthly meeting Friday night. Only routine business was transacted.

A. T. Ward, Saginaw, was a Detroit visitor this week, dropping off here on his return from New York, where he had been buying.

Owing to the fact that several members of the Retail Jewelers' Club could not attend the opening meeting announced for Thursday night, the date of the meeting was postponed a fortnight.

Alva Hunn, 930 Grand River Ave., has recently erected an attractive street clock in front of his store, which is the only post clock in the city. It was made by the Brown Street Clock Co., of Monessen, Pa.

Mr. and Mrs. B. F. Harlen have removed into the new home they recently purchased at 886 St. Paul Ave. They formerly resided at 283 18th St. Mr. Harlen recently opened a new business near his new home.

The following jewelers from the State visited the local market during the past few days: C. F. Bay, Milan; H. L. Cooper, Oxford; Charles Martin, Brooklyn; W. E. Winans, Chelsea; W. T. Blashill, Oxford; Frank Hamilton, Stockbridge, and F. N. Pauli, Pontiac.

Virgil Leadbeater threw a brick through the front window of L. Black & Co.'s store, 156 Woodward Ave., last week, and attempted to get away with some costly jewelry which was on display. He was soon captured and locked up. Leadbeater's attempt was unusually bold, as the street was crowded with theatergoers at the time, and hundreds of persons heard the crash when he threw the brick.

Aboard a commodious gasolene launch, the members of the Detroit Jewelers' Board of Trade held their annual outing last Saturday. The party went down the river as far as Lake Erie, and then returned to Amherstburg, a Canadian town, where they had lunch. From there they crossed to the Livingstone cut, where at great cost the American Government is cutting a new vessel passage over Lime Kiln crossing. After inspecting these tremendous works the party returned along the American side to Detroit. The outing was voted the most delightful ever given by the club.

A. L. Lee, Hartford, Ala., has moved to Samson.

Omaha.

Will Kortland, with the A. F. Smith Co., is back from a western trip.

Albert Edholm writes from Deerwood, Minn., that he is enjoying the fishing season there.

Fred Brodegaard delivered a speech before the Danish Brotherhood at Herman last week.

The A. F. Smith Co. is sending out one of the handsomest jewelry catalogues ever gotten out in the west.

Cash Austin, formerly with Harry Dickson, of North Platte, Nebr., has severed his connection with Mr. Dickson and will open a new jewelry store of his own in North Platte some time during this month.

E. Meyer and H. Grabeman, of this city, have taken out a patent on an electric striking clock. The striking attachment is such a simple device that it can be easily attached to any electric or other kind of clock.

Only a few out-of-town jewelers were in Omaha last week: E. R. Jenkins, Hersey, Nebr.; M. S. Crossett, Hartley, Ia.; J. H. Christofferson, Wansa, Nebr.; M. C. Casey, Vivian, S. Dak.; A. H. Harms, Hooper, Nebr.; Mr. Bostrom, Spencer, Nebr.; Jno. Morris, Hancock, Ia.; C. Vail, Arlington, Nebr.; O. C. Zinn, Hastings, Nebr.; George Lerew, Hamburg, Ia.; C. A. Tucker, Lincoln, Nebr.

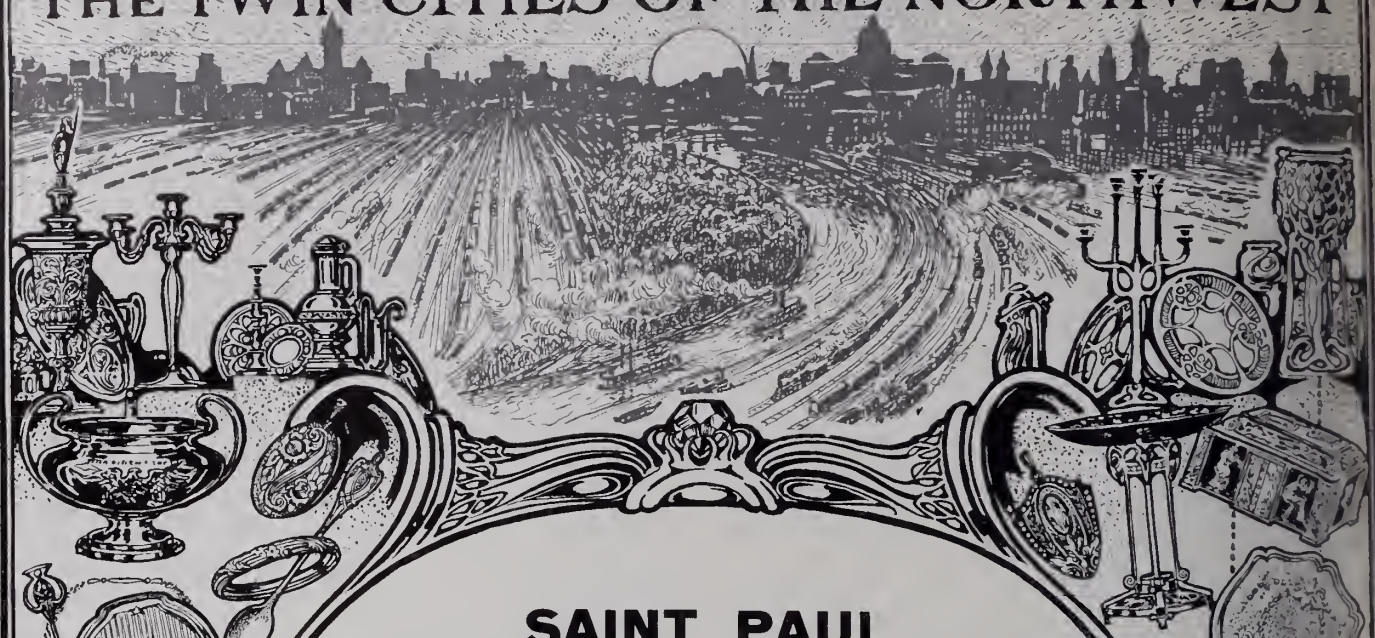
Oklahoma City.

T. L. Hanna, proprietor of a jewelry store here, proved his mettle this week when he gave chase to a negro who had stolen a watch valued at $75 from his show case. So close was the pursuit that the negro took refuge in the basement of a church, where the jeweler held him a prisoner until officers arrived. The negro was sentenced to 30 days in jail.

C. W. Mathews, wanted in Durant, Okla., and several places in Texas on charges of diamond thefts, escaped from the authorities here last week by a clever ruse, and has not been located. He had been jailed on a charge of vagrancy to hold him until officers arrived, but made his escape in some unknown manner while regular prisoners were being transferred from the cells to work on the streets. It is presumed that he boldly walked out. His escape was not discovered until the officers from Durant arrived and asked for their prisoner.

Fifty candidates for certificates to practice optometry at the second examination held here by the State board of examiners. There are now 212 persons legally qualified to fit eyeglasses. The law requiring an examination became effective Aug. 15. A normal course in optometry was conducted by the State Association of Optometrists just before the examination. Drs. S. W. and E. A. Lane, of Kansas City, were in charge of the school. The members of the State board appointed by the Governor are W. K. Grady, Stillwater; H. D. Brandt, Cherokee, and W. B. Hale, Weatherford.

THE TWIN CITIES OF THE NORTHWEST



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Tools and Material, Jewelers' Findings, Jewelry
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Exclusively
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Wholesale Jewelry
The Nugget

F. L. BOSWORTH CO.
Silverware, Cut Glass, Clocks
Fancy Novelties

J. A. LIGHT & CO.
Wholesale Jewelers

THE JOBBING CENTER FOR JEWELRY AND KINDRED LINES

Minneapolis and St. Paul.

Julius Wachter is a new watchmaker for F. H. Harm & Bro., St. Paul.

Carl Hammbergren, Auburn, Wash., has been in the Twin Cities for a visit.

The Elvy Jewelry Co. has moved from 97 E. 7th St., St. Paul, to 786 Robert St., the quarters lately vacated by F. H. Harm & Bro.

Kenneth Sischo and Albert Upham, St. Paul, have returned from a trip to eastern manufacturing cities. They made the trip by the Great Lakes.

Herbert B. Christensen has opened a business in the Commercial building, St. Paul, as jeweler, diamond setter and engraver. He was formerly with Bullard Bros. Co.

The Paegel Jewelry Mfg. Co., Minneapolis, announces a dissolution sale, and an auction has been inaugurated. The business will be continued by A. E. Paegel, who has been manager of the dissolved company.

Charles Ferguson, alias John J. McCann, was arrested at Mankato, Minn., on a charge of forging money orders to the amount of $1,385. It is alleged that he stole 150 money orders from the postoffice at Devil's Lake, N. Dak., Aug. 21, and has since been filling them out for various sums from $25 to $100, and forwarding them in payment for jewelry orders. When arrested all but 22 of the orders were found in his room at the hotel. It is claimed that Ferguson worked from St. Paul, and had a special money order stamp made. After writing in the name of the postmaster at Devils Lake the order would be stamped and forwarded to a jewelry firm, with directions to send the jewelry to him at St. Paul. He then went to Mankato and directed his mail be forwarded to that city. All the mail found bore the St. Paul postmark.

State fair week brought in a good many dealers from out of town, although the rainy weather prevailing all the week undoubtedly kept the number down. Among those in the cities were: D. Farrel and daughter, Warren, Minn.; Mr. and Mrs. Nels Nelson, Hutchinson, Minn.; Chas. A. Sherdahl, Montevideo, Minn.; R. J. White, Bryant, S. Dak.; E. H. Beadle, Fulda, Minn.; E. H. Kieknapp, Lake Benton, Minn.; Carragher Drug Co., Rudd, Ia.; Geo. Cook, Maddison, S. Dak.; Jacob Beshena, Ironwood, Mich.; H. H. Albertson, Ridgeway, Ia.; John Tholen, Cologne, Minn.; F. W. Harper, Dawson, Minn.; Wm. Grinnell, Janesville, Minn.; Mrs. J. M. Farman, International Falls, Minn.; Chas. Beguhn, Hopkins, Minn.; Ed. Kummen, Warroad, Minn.; A. L. Mealey, Delano, Minn.; A. F. Heitkamp, Young America, Minn.; Wm. Plackner, Benson, Minn.; W. R. Crandall, Mankato, Minn.; E. O. Bakko, Kenyon, Minn.; F. W. Estabrooks, Coleraine, Minn.; W. M. Hulberg and wife, Two Harbors, Minn.; J. L. Williams and wife, Zumbrota, Minn.; C. T. Stevenson, Jackson, Minn.; Mrs. F. H. Towne, Okanogan, Wash.; Mr. and Mrs. Malanen, Sisseton, S. Dak.; J. A. LaCraft, Plainview, Minn.; J. H. Nelson, Toronto, S. Dak.; F. A. Carlberg, St. Croix Falls, Wis.; W. W. McGuire, Northfield, Minn.; John L. Boline, Parkers' Prairie, Minn.; John C. Marx, Sherwood, N. Dak.; J. W. Rhodes, Detroit, Minn.; Fred Giehler, Norwood, Minn.

Indianapolis.

Harry A. Sebel recently returned from a visit to relatives in Cincinnati, O.

Mrs. Wolf Sussman has returned from a two weeks' trip to New York City.

Herman Friedman has gone to New York to buy stock for the F & M Jewelry Co.

Roy Steirwaldt, formerly of Gosport, has taken a position with the Reliable Loan Co.

Charles Mayer & Co. held their semi-annual sale of sterling silver teaspoons last week.

Mrs. G. Downing has returned from a buying trip to New York for L. S. Ayres & Co.

M. H. Douglas, with the Baldwin-Miller Co., is recovering from a severe attack of rheumatism.

After suffering for several weeks from sunstroke, J. H. Greisser is able to be at his desk again.

The Eppert Jewelry Co., in South Illinois St., has added watch repairing and optical departments.

Mr. and Mrs. John Bernloehr and children have returned from Colorado, where they spent the Summer.

David S. Gribbon, of Gray, Gribben & Gray, is home from a vacation rip to Niagara Falls and Montreal.

Perry M. Slaughter, formerly employed here, has opened a jewelry and watch repair business at Norwalk, O.

F. H. Rigdon, Marion, is spending the Summer at Walloon Lake, where he has spent his vacations for 20 years.

Asher W. Gray, of Gray, Gribben & Gray, went to Madison in an automobile to spend Sunday with his parents.

W. F. Brewer, formerly watchmaker for A. C. Joss, has gone to Terre Haute, where he will engage in business for himself.

Harper J. Ransburg, representing several cut glass and china concerns, has opened a sample room at 212 State Life building.

Donald Patton, formerly employed by George S. Kern, has taken a position with the Burton Loan & Jewelry Co., Kokomo.

William A. Lorentz has returned from Davenport, Ia., where he spent a two weeks' vacation visiting relatives and friends.

Joseph E. Reagan, manager of the Baldwin-Miller Co., has returned from Ludington, Mich., where he spent a week with his family.

E. M. Craft, of the A. P. Craft Co., is making an automobile trip to Chicago, Milwaukee and other points and will be away two weeks.

Charles Mayer, Jr., attended the wedding of Miss Nina Hatfield, of Bluffton, and H. A. Marsh, of this city, at Bluffton last Wednesday evening.

Mrs. Anna Gilliland, of the material supply department of the Baldwin-Miller Co., who has been ill several months, has gone to Denver, Col., for her health.

Fletcher M. Noe is home after a month's trip through Canada and to the Pacific Coast. He joined Mrs. Noe in California and she returned home with him.

J. W. Stevens, Springfield, Ill., has been in the city several days studying the credit system of the Indianapolis Merchants' Association, to which many jewelers belong.

L. Strashun is closing out the Indiana Loan Co., Washington St. and Kentucky Ave., at auction, and will devote his attention hereafter to the Indianapolis City Loan Co.

Lon R. Mauzy has gone to San Francisco for a few weeks and during his absence his business will be looked after by Charles Davis. Mrs. Mauzy has been in California for several months and will return with Mr. Mauzy.

Watchmakers of the South Bend Watch Co., South Bend., have formed an organization which may be the foundation for a national watchmakers' association. Officers are: M. J. Bolger, president; John Birby, vice-president; J. W. Blakely, secretary, and D. J. Sylvester, treasurer.

The Fall buyers' meet of the Indianapolis Trade Association and the Indiana State Fair brought many retail jewelers to the city last week. Among those in the city were: Thomas Anderson, Bedford; Martin Jensen, Clay City; James Ward, Worthington; F. E. Green, Kirklin; J. F. Kiser, Muncie; F. Pennington, Knigstown; J. F. Harding, Brownsburg; H. A. Roberts, Veedersburg; Ralph B. Clark, Anderson; John W. Hudson, Fortville; Miss Orr, Greenfield; T. H. Hargraves, Acton; J. L. Whisler, Marion; W. W. Ullery, New Palestine; H. H. Nutter, Martinsville; W. E. Hart, Scottsburg; A. R. Woods, Forest; J. S. Cole, Windfall; M. E. Chastain, Roachdale; C. G. Eastman, Tipton; Harry Major, Shelbyville; C. O. Rentschler, Center Point; Agee Wilson, Plainfield, and L. D. Smith, Jonesboro.

New Orleans, La.

Mrs. T. Hausmann will arrive home Friday evening, after spending the Summer at Waynesville, N. C.

Otto Rosenbauer, partner with A. G. Schultz & Co., Baltimore, Md., was in the city for a few days, stopping at the Cosmopolitan. He left Friday night for Atlanta, from whence he will journey home.

The following were in this city last week: L. E. Gretter, Riker Bros.; L. R. Richards; A. H. Schmitt, Shafer & Douglas; O. M. Artes, of the Rockford Watch Co.; D. H. Child, of Warren & Williams; Henry C. Maybaum, of Charles Adler's Sons; F. C. Allen, of Sansbury & Nellis; William F. Parks, of Parks Bros. & Rogers; Harry C. Birch; Frank P. Steitz, of William Link Co.; Morris Lissauer, of Louis Strasburger's Son & Co.; Chris H. Horton, of the Bradley & Hubbard Mfg. Co.; Louis Bernheim, of Bernheim & Beer; F. W. Brittin, of the Holmes & Edwards Silver Co.; Eastwick Wood, of Power & Allan; H. F. Skillman, of M. B. Bryant & Co.; I. W. Neuwirth, of Ciner & Seeleman; W. B. Bernstein, of the Tuthill Cut Glass Co., and Mr. Gretter, of the New England Watch Co.



Abraham Lincoln said: "Let's hear from Dixie"

The following letters are from the largest and most conservative jewelers in Dixie. The first letter below is from a concern I have closed out this year. Their stock invoiced a quarter of million dollars. Not a dollar of extra stock was put in and the stock consisted of nothing under fourteen karat gold and sterling silver. It surely must be conceded that a concern of this size would thoroughly investigate an auctioneer before making their selection. The second letter is from a firm I have just sold. The firm has been in business for fifty-three years and has always been considered the leading jewelers of southern Georgia.

BIRMINGHAM, Ala., March 18, 1911.

MR. H. J. HOOPER, 37 Maiden Lane, New York:

Dear Sir:—We want to express our appreciation of the manner in which you conducted our sale. Our attitude in the beginning, as you will recall, was one of apprehension, as we never before had a sale, and from what we knew and heard about the questionable methods of a good many auctioneers, we were somewhat opposed to this method of selling, owing to our stock being so large.

Your work, however, and the results, were a revelation to us. We were particularly well pleased with the attendance and the pleasant way that you handled the crowds, and it was a source of particular satisfaction to us, and we want to thank you sincerely for what you have accomplished, as we know no other auctioneer could do. Respectively yours, H. C. ABBOTT & BRO.

To Whom It May Concern:

BAINBRIDGE, GA., July 18, 1911.

Mr. H. J. Hooper has just closed two very successful sales for me in each of my two stores, and it is a pleasure to bear testimony to the energy and skill Mr. Hooper showed in conducting these sales. The writer has never seen any man work harder or more faithfully, and it would be impossible for any one to secure better results or leave customers more pleased. It could be termed a social event, because he made it so pleasant that the finest people of our city were in attendance. Anyone needing the service of a high-grade auctioneer will be justified in securing Mr. Hooper.

J. I. SUBERS.

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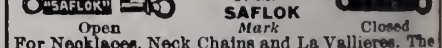
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SITUATIONS WANTED, 1c. a word each insertion; minimum charge, 25c.

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Display cards, $2.00 per inch.

In all cases, if answers are to be forwarded, 10c. extra to cover postage must be enclosed.

All answers to advertisements addressed care The Jewelers' Circular-Weekly, should be sent to the New York Office, unless the Chicago Office is specifically mentioned.

Situations Wanted.

POSITION WANTED as watchmaker, engraver and optician; write for particulars. F. D., Abbott, Reading, Mich.

WANTED, position as foreman on fine platinum work; experienced. Address "F., 4870," care Jewelers' Circular-Weekly.

WANTED, position by jeweler and stone setter; can furnish A1 references. Address "D., 5412," care Jewelers' Circular-Weekly.

BOOKKEEPER, double entry, reliable, competent; A1 references. Address "Z. A., 5523," care Jewelers' Circular-Weekly.

JEWELER, good workman for repair and order work, take home work. Address Freeman, 1517 Charlotte St., Bronx, New York City.

YOUNG MAN, nine years' experience, desires to connect with reliable house. Address "G. A. S., 5501," care Jewelers' Circular-Weekly.

HIGH CLASS WATCHMAKER wants a steady position with a reputable firm. Address "E., 5461," care Jewelers' Circular-Weekly.

MANAGER of watch department wants position; salary, $35 per week. Address Wm. Sauer, 2036 Flagler Pl., N. W., Washington, D. C.

FIRST CLASS WATCHMAKER and jewelry repairer, 14 years with good firms; best of reference. Address "Box 5218," care Jewelers' Circular-Weekly.

SALESMAN, young man, with eight years' experience, wishes position; first class references. Address "J. K." Apartment 41, 557 W. 124th St., New York.

YOUNG MAN, experienced in taking care of orders and stock, wishes position with reliable house. Address "Box 5499," care Jewelers' Circular-Weekly.

BY FIRST CLASS letter and monogram engraver, can fill in on watchwork; experienced; position must be good one. Address "C., 5474," care Jewelers' Circular-Weekly.

YOUNG LADY desires position, stock clerk; stenography and bookkeeping; experienced, excellent references. Address "Box 5344," care Jewelers' Circular-Weekly.

JEWELER wishes steady position; can do drop and press work, also getting out stock and work at the bench. Address C. Trenhoft, 507 Rockaway Ave., Brooklyn, N. Y.

SALESMAN wants factory line of watch cases, movements or 10 karat rings on commission, southern territory. Address "Jeweler, 5425," care Jewelers' Circular-Weekly.

DESIGNER on platinum mountings, desires position with reliable firm; can make attractive sketches; good colorist. Address "D., 4445," care Jewelers' Circular-Weekly.

WATCHMAKER AND ENGRAVER, six years' experience; own tools; good references; south Michigan preferred. Address N. H. Nelson, 408 S. Washington Ave., Lansing, Mich.

WANTED, position as first class watchmaker and plain engraver and good salesman; can furnish best of references. Address Charles H. Wiggins, 831 E. Clay St., Lancaster, Pa.

WANTED, position with firm that will send on road in about a year, by a young man 20 years old with five years' experience. Address "Box 5529," care Jewelers' Circular-Weekly.

HUSTLING YOUNG MAN, 20, with several years' experience, wishes position with wholesale jewelry or diamond house. Address "Box 5498," care Jewelers' Circular-Weekly.

WATCHMAKER, 20 years' experience, wants position; does factory work, times seconds with regulator in center; A1 reference. Address "O., 5507," care Jewelers' Circular-Weekly.

COMPETENT WATCHMAKER and plain engraver, age 27, own all up-to-date tools, temperate, steady worker; good references. Address "B., 5532," care Jewelers' Circular-Weekly.

YOUNG MAN, 20, three years' experience in a wholesale jewelry house, wishes position with a wholesale or retail firm; best of references. Address "D., 5329," care Jewelers' Circular-Weekly.

YOUNG MAN, 19, wishes position with diamond or jewelry house, has had four years' experience at same; can furnish best of references. Address L. Simons, 595 Third Ave., New York.

YOUNG MAN thoroughly familiar in the jewelry business, wishes position with a first class retail jeweler; furnisb best of references. "S. S., 5063," care Jewelers' Circular-Weekly.

COMPETENT WATCHMAKER wishes position with a first class establishment; salary $25 per week; best references, best tools. Address "Competent, 5464," care Jewelers' Circular-Weekly.

THOROUGHLY experienced retail and wholesale jewelry salesman would like to connect with reliable firm; best of reference furnished. Address "Box 5178," care Jewelers' Circular-Weekly.

WATCHMAKER AND ENGRAVER, first class in both branches, wishes position in city with a good firm; Pacific coast preferred; salary, $30. Address "E., 5544," care Jewelers' Circular-Weekly.

WATCHMAKER of 25 years' experience wants position in store as manager of watch department; A1 references; state salary in first letter. Address "R. E. X., 4860," care Jewelers' Circular-Weekly.

WANTED, permanent position as jobbing jeweler and engraver with good shop experience; salary, $25 weekly; can furnish best of references. Address "Permanent, 5497," care Jewelers' Circular-Weekly.

A1 MANUFACTURING JEWELER and engraver, designer on special orders; competent to take charge, have been in business for myself. Address "D., 5452," care Jewelers' Circular-Weekly.

YOUNG MAN, 22, several years' wholesale jewelry experience, wishes position as salesman for manufacturer to call on jobbing trade; hustler. Address "Aggressive, 5534," care Jewelers' Circular-Weekly.

YOUNG MAN, 21 years of age, with five years' experience in retail jewelry store; lively salesman and used to taking in job work; best references. Address "G., 5460," care Jewelers' Circular-Weekly.

HIGH GRADE WATCHMAKER, with vast experience in repairing of fine and complicated watches, desires a position with a reliable house; salary, $30 per week. Address James Logan, Wayland, Iowa.

WATCHMAKER, jeweler and optician, 24 years of age, good, fast, workman, desires position north of Mason-Dixie line; good appearance and can furnish reference. Address "Lock Box, 246," Jackson, Miss.

FIRST CLASS WATCHMAKER and jeweler, with tools and American lathe, wants position Oct 1 with reliable firm; salary, $18 per week; A1 reference. Address R. Morgan, 516 N. 10th St., Richmond, Va.

FIRST CLASS all around jewelry jobber, diamond setter and engraver, with 10 years' experience; best references; in vicinity of Washington, D. C. Address "Box 5508," care Jewelers' Circular-Weekly.

WANTED, position as watchmaker by young man of good appearance and habits, very speedy, A1 reference, own tools; salary $22; at present employed. Address "J., 5466," care Jewelers' Circular-Weekly.

SITUATION WANTED by high class workman, watchmaker, jeweler, engraver and stone setter; 30 years' experience; tools and references; south preferred. Address "F., 5457," care Jewelers' Circular-Weekly.

WATCHMAKER and A1 jeweler wants to finish watchmaker's trade, two years' experience under expert watchmaker; all tools; best of references; state wages in first letter. Address "K., 4949," care Jewelers' Circular-Weekly.

YOUNG MAN, 19 years of age, with three years' experience in retail jewelry line, would like to make change to wholesale business; best references can be furnished. Address "G., 4945," care Jewelers' Circular-Weekly.

A FIRST-CLASS diamond setter and jeweler wishes a position as foreman with a high-class house; highest references as to ability, etc.; south or west preferred. Address "F., 5366," care Jewelers' Circular-Weekly.

FIRST-CLASS all around engraver, licensed, practical optician, holding best references, desires position by Oct. 15; young lady having four years' actual experience. Address "Hula, 5351," care Jewelers' Circular-Weekly.

POSITION WANTED by first class jeweler on general repairing and new order work, stone setting and plain engraving; best reference only in New York City. Address "Box 5437," care Jewelers' Circular-Weekly.

POSITION WANTED about Oct. 1 by an experienced watchmaker, clockmaker, willing to wait on trade; $22 a week; has own tools, good habits and good reference. Address "C., 5547," care Jewelers' Circular-Weekly.

ENGRAVER, competent and reliable, desires position in Georgia or Florida; have had wide range of experience in jewelry and silverware engraving; am positively temperance. Address "E., 5330," care Jewelers' Circular-Weekly.

BY EXPERT OPTICIAN, understands the working of all optical instruments, can do edge grinding and mounting; 20 years' experience, state salary in first letter. Address "L. A. 5531," care Jewelers' Circular-Weekly.

TRAVELING SALESMAN is open for proposition; if you are progressive I can produce results by my thorough practical selling experience; can show A1 references. Address "Box 5527," care Jewelers' Circular-Weekly.

FIRST WATCHMAKER and assistant engraver, 30 years' experience; A1 references; hours eight to six; permanent position only, north of the Ohio. Address "Box 5490," care Jewelers' Circular-Weekly, *Heyworth Bldg., Chicago, Ill.*

YOUNG MAN, 20, attentive and trustworthy, experienced stenographer, typewriter with wholesale jewelry house, desires position where chance will be given to become a salesman. Address "Box 5549," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER, with 17 years' experience on American, Swiss and complicated watches, desires to change position at once or 1st of October; salary, $25 per week. Address "L. L., 5519," care Jewelers' Circular-Weekly.

SOUTHERN traveler of 20 years' experience with large trade among jewelers, desires connection with first class concern; also knows watches and diamonds; record open and clear. Address "X. X. X., 4789," care Jewelers' Circular-Weekly.

WANTED, position by a young man with 10 years' experience in the retail jewelry business; one who has had practical repair work and the very best retail trade; unquestionable reference. Address "B., 5154," care Jewelers' Circular-Weekly.

SALESMAN, with established trade in Greater New York and New Jersey in clocks, watches and jewelry, wants position with reliable concern. Address with full particulars to L. Schaefer, 1057 Hall Pl., Bronx, New York City.

WANTED, by ambitious young man of 23, careful, painstaking and rapid watchmaker, jewelry repairer, plain engraver; references from present employer; can come at once. Address Morris I. Sugarman, 1210 Market St., Wheeling W. Va.

YOUNG MAN, 22, well familiar in all branches of jewelry business, has ability and eight years' experience, also at silverware, desires position with wholesale or retail house; good reference. Address "M., 5494," care Jewelers' Circular-Weekly.

STEADY, RELIABLE WATCHMAKER, engraver and optician wants position about Oct 1; all around workman, married, age 30, 11 years' experience; sample of engraving and references. Address "A., 5473," care Jewelers' Circular-Weekly.

I HAVE 15 years' experience in a large jewelry store and which I am with at present; I act principally as salesman, would accept a position on the road, have positive confidence can make good. Address "M. L. J., 5495," care Jewelers' Circular-Weekly.

STUATIONS WANTED—Continued.

I JATION WANTED as manager in small velry store by a man who has had six years' perience and is strictly temperate; can fur- sh reference in regard to character and lity. Address "W., 5282," care Jewelers' cular-Weekly.

'NG MAN, 22, selling ability, nine years' ex- ience in jewelry business, understands it roughly, also knowledge of clocks and silver- re, desires position with reliable house; good erence. Address "Box 4725," care Jewelers' cular-Weekly.

IST CLASS WATCHMAKER, optician and in engraver, 14 years' experience five years railroad work, wants position with first class se in Georgia or west South Carolina; salary, per week. Address "B., 5472," care Jew- rs' Circular-Weekly.

ICKMAKER, first class on all kinds of work, salesman, fine appearance, executive ability, nts charge of department; give me the chance make your clock department pay; have 20 irs' experience. Address "Box 5528," care velers' Circular-Weekly.

TCHMAKER, with 19 years' experience, ten irs' in last position, best reference; am also veler, diamond mounter, optician and sales- n, a competent practical man who can be ied on for results. Address "W., 5462," care velers' Circular Weekly.

L EDUCATED, good appearing young sales- n desires position as traveling salesman for od house; 13 years with fine retail houses; ssesses ambition and determination to succeed; e references, etc. Address "Salesman, 5415," e Jewelers' Circular-Weekly.

SINESS AND OFFICE MANAGER open for gagement; understands fully all up-to-date siness and office methods, good correspondent, rough bookkeeper, familiar with credits and nking, energetic and tactful. Address "A., 26," care Jewelers' Circular-Weekly.

TCHMAKER would like position as first tchmaker or take charge of that department; years at bench, experienced on high grade iss and railroad watches; own tools, good ref- nces; salary $25 per week. Address John alstead, 57 Fort St., W., Detroit, Mich.

LESMAN wants position; have covered the w England and southern States for well own manufacturer; 21 years with the one use and change in management reason for ng no longer its representative. Address "C. B., 5043," care Jewelers' Circular-Weekly.

IRST CLASS WATCHMAKER and salesman to take charge of a repair department would cept a position from a good house; best of ference a bond if required; 15 years' expe- nce; single, speaks German and English. Ad- ess "J., 5225," care Jewelers' Circular-Weekly.

ST CLASS WATCHMAKER, salesman and od engraver desires to change; best of rea- ns; Northwest or Pacific coast; store must be st class, no cheap work wanted; can take arge of repair department; American, single, ference. Address "Jeweler," Box 1103, Butte, ont.

NG MAN, 27, now employed, wishes to make change to progressive house with a view of coming a traveling salesman; been in whole- le business 14 years as manager of stock om and office and is thoroughly acquainted ith the trade. Address "K., 5442," care Jew- ers' Circular-Weekly.

EWELER of experience, thoroughly familiar ith every department of the line, with buying d selling ability, and knowing how to estimate special orders and repairs, is now open for a sition with a reliable concern; excellent ref- ences furnished. Address "B., 5445," care welers' Circular-Weekly.

PERIENCED WATCHMAKER, engraver and tician, good salesman, etc., wants a position to ke charge of the watch repairing or the optical partment; can take full charge of store, if anted to; A1 references furnished as to hon- ty and ability. Address "O. F. E., 5238," re Jewelers' Circular-Weekly.

ST CLASS ENGRAVER, 30 years' experi- nce in Europe and this country, am 44 years d; can do high class monograms and inscrip- ons and heraldic engraving; I am also a first ass designer, can cut for enamel chasing d modeling, am well posted on emblem work, an cut small dyes for same; would like posi- on with reliable firm who pays the highest ages only. Address "I., 5465," care Jewelers' ircular-Weekly.

TRAVELING SALESMAN, 10 years' close acquaintance with best jewelry trade south and middle west, desires position with manufacturer of high class line only; large enough for sole attention; salary or commission with expense and personal drawing account. Address "Box 5477," care Jewelers' Circular-Weekly.

WANTED, by young woman, permanent position in watch department, wholesale house; experienced in all makes of watches and cases, care of travelers' stock, etc., good at figures; also experienced in jewelry; now employed with jobbing house; best references; might leave city. Address "Box 5386," care Jewelers' Circular-Weekly.

WATCHMAKER-ENGRAVER, can do jobbing and assist in optical work, 26 years old, strictly honest and reliable, use no liquor or tobacco; have lathe and full set of tools; ready for Nov. 1; at present employed; horological school graduate; three years' experience in various places and can return with former employers if I wish. Address A. Girouard, Newton, N. J.

GENERAL ENGRAVER, monograms and inscriptions, ivory cutting and all jewelry store work, desires position with high grade house; east preferred; 13 years with fine houses; capable salesman in all lines; steady and of good habits; only houses desiring good man the year around answer; furnish references. Address "Engraver, 8434," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER, 15 years' experience on railroad and complicated watches, also a fine engraver, good salesman, thoroughly competent in every respect, desires permanent position with a first class house only; have first class references, fine appearance, good habits. Address "A., 5530" care Jewelers' Circular-Weekly, *Heyworth Bldg., Chicago, Ill.*

THIS COMPANY offers an efficient service to employers, without cost, furnishing the very highest type of office employe 'Phone, 114 Cortland. Employers Service Company, 170 Broadway, New York.

POSITION WANTED by Oct. 15 by an American, age 35, 18 years at bench, first class workman on high grade and railroad watches, can make them keep time that the factory intended them to keep; very good monogram engraver, have first class tools, can keep stock and dress windows; fair salesman, am not an optician, don't touch booze or tobacco; position must be permanent with firm of honest reputation; wages, $25 to $30 per week, or will work on commission. Address "Watchmaker," care C. Holland, Box 1346, Butte, Mont.

Side Lines.

SALESMAN WANTED; fine side line for salesman calling on jewelry trade west of Chicago; give full particulars. Address "Box 5468," care Jewelers' Circular-Weekly.

SALESMAN WANTED, west, middle west, south and east, to carry a side line of plated jewelry for department store trade; commission basis; reference required. Address "Box 5222," care Jewelers' Circular-Weekly.

Help Wanted.

WANTED, finished engraver and watchmaker; reference required. Address M. A. Selbert, Frankfort, Ky.

SALESMAN WANTED to take a line of combs on commission. Address Paul Shocker Co., 19 Calender St., Providence, R. I.

WANTED, manufacturing jeweler and stone setter; good wages, steady job; state salary. Apply F. J. Bahni & Co., Peoria, Ill.

YOUNG LADY, bookkeeper for general office work in a jewelry factory. Address Cohen, Phoel & De Roos, 68 Nassau St., New York.

ASSISTANT WATCHMAKER, also good jewelry and clock repairer wanted by Oct. 1, or before. Address Chas. A. Piella, Lansing, Mich.

WANTED, engraver and jeweler; first class; permanent position; state salary in first letter. Address R. H. Stearns & Co., Pine Bluff, Ark.

WANTED, first class watchmaker and engraver; send references and sample of engraving. Address P. H. Lachicotte & Co., Columbia, S. C.

PERMANENT POSITION open for second watchmaker who can assist on hooks. Address Geo. D. Davidson, 163 Newark Ave., Jersey City, N. J.

WANTED, first class engraver to go south; permanent position and good salary to right man. Apply Rosenbaum & Adler, 65 Nassau St., New York.

WANTED, good watch repairer and engraver who can also help wait on trade; must be sober; state references and salary. Address Jos. E. Edwards, Jackson, Ga.

WANTED, at once, jeweler and engraver, must be good on general repairs; salary $16 or $18 per week. Address "H. & H., 5423," care Jewelers' Circular-Weekly.

WANTED, WATCHMAKER on medium grade American watches; state wages expected and references in first letter. Address F. C. Maag, Bridgeport, Pa.

YOUNG LADY as double entry bookkeeper for wholesale diamond house with first class references only. Address "R., 5520," care Jewelers' Circular-Weekly.

WANTED, engraver and jewelry repairer who can repair clocks and assist on watches; permanent position. Address Walter H. Mellor, Michigan City, Ind.

WANTED, experienced die sinker; steady employment for steady man; send references. Address Heeren Bros. & Co., Penn Ave. and 8th St., Pittsburgh, Pa.

SALESMAN WANTED to handle line of roll plate bracelets, lockets and collar pins; department store and retail trade only. Address "Box 549," Providence, R. I.

JEWELER, single man preferred, on job work, stone setting, with knowledge of new work. Address Hartman-Foster Jewelry Co., 309 Nantucket Bldg., Akron, O.

WANTED, a good watchmaker and jewelry repairer, optician preferred for the south. Address stating salary expected, "Box 5524," care Jewelers' Circular-Weekly.

WANTED, WATCHMAKER, capable of doing all kinds of watchwork; German preferred, having own tools. Address C. B. Meyer, 105 New Main St., Yonkers, N. Y.

WANTED, at once, a first class watchmaker and stone setter, or engraver; must be first class and have good references; state salary. Address "Box 285," Ft. Smith, Ark.

IN VIRGINIA, a jeweler, good on all repairs and plain engraving; state reference, salary and full particulars in first letter. Address Buckingham & Flippin, Lynchburg, Va.

WANTED, YOUNG MAN, good engraver and salesman and fair jeweler and watchmaker; good chance to improve. Address D. B. Stall, 1006 Calhoun St., Fort Wayne, Ind.

AT ONCE, watchmaker or watchmaker and engraver; give full particulars, references and state wages expected in first letter. Address L. E. Higley, North Adams, Mass.

WANTED, engraver and general workman; send sample; state salary wanted in first letter; permanent position to right party. Address "N., 5387," care Jewelers' Circular-Weekly.

WANTED, traveling salesman for general jewelry line, to sell $50,000 and upward; salary, $3,500 and commission; now or Jan. 1. Address "A., 5471," care Jewelers' Circular-Weekly.

PERMANENT POSITION open for competent engraver and second watchmaker with chance to finish on watch work. Address Geo. D. Davidson, 163 Newark Ave., Jersey City, N. J.

FIRST CLASS WATCHMAKER; must be able to wait on customers, speak English and German and work three evenings a week. Address M. M. French, 725 Broadway, Brooklyn, N. Y.

WANTED, good watchmaker and engraver; permanent position; state salary; want man with good appearance. Address G. W. Meyer Jewelry Co., 822 Market St., Chattanooga, Tenn.

WATCHMAKER, jeweler and engraver, first-class, at once; permanent position; send engraving sample and references in replying. Address A. Seidensticker, 237 High St., Hamilton, Ohio.

WANTED, watchmaker-engraver, also wait on trade; single man preferred; position permanent; send sample of engraving, references and state salary. Address Ben Guider, Vicksburg, Miss.

(*Special Notices continued on page* 126.)

Special Notices.

(*Continued from page 125.*)

HELP WANTED—Continued.

WATCHMAKER and energetic salesman for retail store in North Carolina; only first class salesman need apply; salary $100 per month. Address "Box 5458," care Jewelers' Circular-Weekly.

WANTED, commission men for line of popular price cloisonne enamel and mesh bags; small thoroughly covered territories preferred. Address "A., 5447," care Jewelers' Circular-Weekly.

WANTED, good all-around watchmaker and jeweler, able to wait on trade, near New York City; hours, 8 to 6; permanent; give all particulars. Address "B., 5407," care Jewelers' Circular-Weekly.

WANTED, as soon as possible, a good engraver, jewelry and clock repairer; $25 per week; steady position for right man. Address J. & C. N. Thomas, 22 Broughton St., West, Savannah, Ga.

WANTED, a competent watchmaker and engraver; short hours, good pay, permanent position; send specimens of engraving and reference. Address "G., 5269," care Jewelers' Circular-Weekly.

AT ONCE, want a good jeweler who can do any and all kinds of jewelry repair work; send reference with first letter; a good job for the right man. Address Meyer & Schamber Jewelry Co., Meridian, Miss.

WANTED, first class watchmaker, or watchmaker and engraver, must be competent on railroad watches, also salesman; permanent position; state salary. Address A. D. Norton Co., Gloversville, N. Y.

WANTED, at once, first class letter and monogram engraver, good, fast workman; send samples, references and state salary expected; permanent position. Address W. F. Kirkpatrick & Co., St. Joseph, Mo.

THE MAUSER MFG. CO., Mount Vernon, N. Y., silversmiths, want an energetic salesman for New York State, Pennsylvania and part of Ohio to sell sterling hollowware, flat ware, novelties and deposit wares.

AT ONCE, first class watchmaker; one who can also do engraving; must have thorough knowledge of watch repairing and fast; state wages wanted and full particulars in first letter. R. J. Atwell, Middletown, Conn.

COMPETENT WATCHMAKER, experienced in railroad work, with complete set of tools; references required; state age, experience and whether married or single. Address "N., 5506," care Jewelers' Circular-Weekly.

WANTED, ENGRAVER, jeweler and clock repairer; only first class man with references need apply; position permanent; samples of engraving, stating salary wanted, in first letter. Address H. D. Fisher, Oswego, N. Y.

WANTED, WATCHMAKER, jeweler and engraver, one understanding optics preferred; must be well recommended; state salary in first letter; permanent position; married man preferred. Address V., J. Pekor, Columbus, Ga.

WANTED, watch and clock man; permanent position for first class workman of good habits; state age, nationality, experience, references and wages in first letter. Address John D. Greene & Co., 46 Genesee St., Utica, N. Y.

WANTED, at once, a first class engraver and a good jeweler; prefer one who can assist in watch work; send samples of engraving and references, also state salary expected. Address The Little-Long Co., Charlotte, N. C.

WANTED, second watchmaker with knowledge of clock and jewelry repairing in New York State; single man preferred; state experience, salary expected and reference. Address "C., 5449," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER on medium and high grade American and foreign watches, who can turn staffs and set jewels; $25 per week; permanent position; fine climate; give references and age. Address "D., 5111," care Jewelers' Circular-Weekly.

PERMANENT POSITION for good jewelry engraver and man who can do plain watch work; want young single man; send sample of engraving in first letter; salary, $20 per week. Address J. J. Palmer's Sons, 2704 Washington Ave., Newport News, Va.

WANTED, a first-class manufacturing jeweler and repairer; must furnish best of references as to honesty and ability; permanent position with large store in city in the South for the right man. Address Arthur A. Everts Co., Main and Murphy Sts., Dallas, Tex.

$30 PER WEEK for a first class jeweler and engraver; steady position in a well equipped shop. Address "Georgia, 5515," care Jewelers' Circular-Weekly.

DIAMOND IMPORTERS want salesman with established trade for middle west; we want a good man and will pay well. "Hustlers, 4951," care Jewelers' Circular-Weekly.

YOUNG LADY, thoroughly experienced, to take full charge of stock room, filling orders, etc., in wholesale jewelry house; neat, capable, good penman, first class references; good salary; only those fully qualified need apply. Address "P., 5514," care Jewelers' Circular-Weekly.

A FIRST CLASS ENGRAVER and watch repairer, also good salesman, with reference, must be good in script, old English and monogram work; send samples of engraving, state salary wanted in first letter; a permanent position to the right party. Address Bauer Bros., Zanesville, O.

WANTED, at once, first class watchmaker, jeweler and plain engraver; permanent position to right man; good place to work where you will be treated right; send references and state salary in first letter; booze fighter and botcher not wanted. Address T. E. Epting, 1000 Gervais St., Columbia, S. C.

FINE OPPORTUNITY is offered by large jobber in middle west for representative; trade has been established; can be home every week or two; finest selling line on road, all kinds of watches; Iowa, Nebraska; prefer one who has made territory. Address "B., 5448," care Jewelers' Circular-Weekly.

WANTED, ENGRAVER, one who can do ornamental engraving, chasing, die and enamel cutting; only men with good recommendation need apply; steady position and good wages guaranteed to the right man; state wages and time you would be willing to start in your first letter. Address Carl Entenmann Jewelry Co., 217½ S. Spring St., Los Angeles, Cal.

DIAMOND IMPORTERS want experienced salesman for Philadelphia, Baltimore, Washington and east from January 1st; strictly confidential. Address "A., 5444," care Jewelers' Circular-Weekly.

WANTED, first class engraver for central Ohio; must be good in script, old English and all kinds of monogram work; submit samples of different styles of engraving in letter; must be capable of assisting in watch work and be a good salesman; hustlers only need apply. Address, stating age, single or married, references and salary desired, "B. B., 5535," care Jewelers' Circular-Weekly.

ABRAHAM & STRAUS, Fulton St., Brooklyn, N. Y.,—watchmaker—require in our repair workroom a thoroughly competent watchmaker; only those possessed of first class credentials as to ability and character need apply in person or by mail to Superintendent.

FIRST CLASS ENGRAVER, one who can repair jewelry and clocks, also assist on watches, must be good salesman with good appearance; splendid salary if you can fill the position; permanent; send samples of engraving with application. Address H. J. Homrich, Huntington, W. Va.

WANTED, in near future, strictly first class watchmaker with one of the best firms in middle northwest; must be rapid workman, not over forty, of good appearance and habits, and a good salesman; would prefer one with executive ability, capable of managing store; would be willing to sell an interest on favorable terms if he made good; could also use a first class optician and engraver on same conditions as above mentioned; photo, references, state wages expected in first letter. Address F., care Reed-Bennett Co., Minneapolis, Minn.

Business Opportunities.

FOR SALE, old established jewelry store in Concord, N. H. Address 55 No. Main St., Concord, N. H.

JEWELRY SHOP, $250; two safes, up-to-date shop, good trade. Address "A., 5440," care Jewelers' Circular-Weekly.

PARTNER WITH CAPITAL and experience metal and class pin manufacturer. Address "5483," care Jewelers' Circular-Weekly

AN ESTABLISHED New York manufacturer fine platinum jewelry wants partner with capital. Address "Box 5537," care Jewelers' Circular-Weekly.

CASH PAID for surplus stocks of watches, diamonds and jewelry; money sent by return mail; best of references. Address Emil Noel, 141 -46th Pl., Chicago, Ill.

FOR SALE, elegant jewelry store in Wisconsin city; doing $12,000; can be increased; clean stock; can be bought right. Address "C., 5417," care Jewelers' Circular-Weekly.

FIRST CLASS DESIGNER and jeweler would like to make the acquaintance of a good salesman to start a manufacturing plant. Address "L., 5439," care Jewelers' Circular-Weekly.

DO YOU WISH TO RETIRE? We pay the most cash for entire or surplus stocks of jewelry; communications confidential. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

FOR SALE, one of the best paying jewelry stores in central Michigan; nice clean stock, new desirable stuff; invoice about $6,000. For particulars address "Box 5422," care Jewelers' Circular-Weekly.

FINE LOCATION; stock for sale on account of death; only jeweler in town, 1,500 inhabitants; anyone having $500 to $1,000 can make arrangements. Address The A. F. Smith Co., Omaha, Nebr.

FOR SALE, long established jewelry and optical store on lower Fulton St., Brooklyn, N. Y.; reasonable rent; all or part of stock, $700 to $7,000. Address "Box 5467," care Jewelers' Circular-Weekly.

A $20,000 stock, fine condition, up-to-date fixtures, the best location and business in the best town in the west; big returns on investment, part cash and approved paper. Address "C., 5177," care Jewelers' Circular-Weekly.

FOR SALE, well established jewelry store in best location of New York; repairs alone, $ per month; investigation invited; good chance for man with $2,500. Address "Box 5345," care Jewelers' Circular-Weekly.

FOR SALE, in Connecticut manufacturing town of 25,000; jewelry stock and fixtures; safe, lined safe, regulator, wall and counter cases; inventory about $2,000; will sell for $1,[illegible] Address "S., 5518," care Jewelers' Circular-Weekly.

ON ACCOUNT of the recent death of Mr. J. B. Humphrey of Boston, the diamond cutting and jobbing business conducted by him for years will be sold at a sacrifice to responsible purchasers. Address G. E. Smith, 55 Willis Road, Brookline, Mass.

FOR SALE; here is your chance if you are looking for a good paying jewelry, watchmaking and optical business; good run of repair work; only jewelry store in the town; price for stock and fixtures, $13,000. Address "C. G., 55[illegible] care Jewelers' Circular-Weekly.

ARE YOU GOING OUT OF BUSINESS? We pay highest cash value for entire stock, or parts of jewelry, diamonds and fixtures; communicate with us, it will be to your advantage; ratings and references of the highest order. Van Pelt & Co., 11 Lispenard St., New York, established 1889.

HIGH CASH PRICES paid for diamonds and watches; immediate returns made; bank references. Address Iralson, Masonic Temple, Chicago, Ill.

FOR SALE, well established jewelry business; store in live manufacturing town of 25,000 within 50 miles of Chicago; makes a profit and increasing fast, keeps two men busy; owner has other interests and must sell; about $6,000 needed. Address "Box 5183," care Jewelers' Circular-Weekly.

BUSINESS OPPORTUNITIES—Cont'd.

AN UNUSUAL OPPORTUNITY for a good practical workman with good business qualifications and small capital in small town, several thousand inhabitants, near New York City; no other jewelry store in town; good store, cheap rent, healthful surroundings. Address R. M. Boyd, 51 So. Fullerton Ave., Montclair, N. J

PAY CASH for your surplus stock of diamonds, watches and jewelry; business confidential; National Bank references. H. Schwartz, 903 Heyworth Bldg., Chicago, Ill.

PAY 20% MORE for your surplus stock of watches, diamonds and jewelry than any other cash buyer; national bank references. Emil Noel, 541 E. 46th Place, Chicago, Ill.

OWING TO RETIREMENT of partner an opportunity for a man with $10,000 to $15,000 to actively engage in well established manufacturing jewelry business in Southern California; this is a paying business and will stand fullest investigation; man with office experience preferred. Address "Box 5409," care Jewelers' Circular-Weekly.

BARGAIN; am selling out at a big sacrifice, a recently acquired stock of a large retailer consisting of diamond and gold jewelry on which you can save 30 to 40 per cent.; all or part. Address Max Kleinman, 1367 Broadway, New York.

DIAMONDS at great bargains, $45 per carat and up; mounted rings and other diamond jewelry bought from private people sold at half the regular price; sent on memo. bill to rated dealers; sold for cash only. Dan I. Murray, 3 Malden Lane, New York.

For Sale.

WILL SELL at a large sacrifice a number of good jewelry trunks. Address "J. C., 5484," care Jewelers' Circular-Weekly

FOR SALE, Wm. Smith & Co.'s entire stock of dies, cutters and tools; will sell part or all. Address "U., 5482," care Jewelers' Circular-Weekly.

NO. 2 WHITCOMB LATHE; tail stock and chucks; new, only used six months; write for list and price. Address "Whitcomb," care J. H. Young, Fort Wayne, Ind.

FOR SALE, engine turning lathe, latest model, with oval ring, eccentric and straightline attachments. Address Geo. Kummer, 103 Pennsylvania Ave., Newark, N. J.

EXTRA LARGE Seth Thomas street clock for sale cheap; perfect condition; settling up estate. Address Mrs. G. Brann, Hotel Ashton, 93d St. and Madison Ave., New York. Tel. Lenox 1380.

FOR SALE; now is your time to get a fine assortment of gold filled and enamel stick and scarf pins, regular value, $350, for $90 cash; are 1275 pins in the lot. Address "A. W., 5500," care Jewelers' Circular-Weekly.

FOR SALE CHEAP, two floor cases, 4½ x 12 x 4½ feet high, not including bases, sliding doors; write for description and price. The Gorham Co., Silversmiths Bldg., Chicago, Ill.

To Let.

PART OF FINE OFFICE, suitable for manufacturers' representative; low rent. Room 504, 71-73 Nassau St., New York.

LOFT TO LET; 1,650 square feet; suitable for manufacturing jeweler; drop press post and cellar for washing barrels on premises; live steam and all improvements. Enquire Engineer, 24 Boudinot St., Newark, N. J.

FLOOR TO SUBLET at Maiden Lane, corner William St.; very cheap. Inquire at Mayer & Miller, 12 and 16 John St., New York.

TO LET, part of fine office, excellent light, including use of huge safe; fit for diamond merchant, stone setter or engraver. Address Room 38, 68 Nassau St., New York

FOR RENT, a fine office for diamond setter, all conveniences, by engraver who has a first class established trade. Address "Established, 5481," care Jewelers' Circular-Weekly.

Miscellaneous.

JEWELRY DESIGNER residing in Europe desires to submit designs to New York jewelers. Apply, stating requirements, to "Box 5517," care Jewelers' Circular-Weekly.

ALL KINDS of job lots of jewelry bought for cash. Address Klein & Bendheim, Room 708, 49 Maiden Lane, New York.

PORTRAIT MINIATURES copied from any photo on watches, dials, brooches or lockets. Goldstein Engraving Co., 45 Maiden Lane, New York.

NOTICE TO JEWELERS; jeweler who received an order from Arthur S. Veit to remount one pearl and four diamond scarf pin into a ring will kindly communicate with R. C. Veit, Room 200, 26 Broadway, New York.

Lost.

STOLEN, WALTHAM OPEN FACE, 12 size, 21 jewel, bridge movement, No. 9,503,772, Crescent case; if offered for sale or repair notify "R. H., 3149," care Jewelers' Circular-Weekly.

LOST, 12 size, open face, Vacheron & Constantin movement, No. 349,781, in 18K. sun ray case, National Watch Case Co., No. 78,101; liberal reward. "C. V., 3385," care Jewelers' Circular-Weekly.

LOST, Saturday, August 26; offering reward; notify me if brought in for sale at your store; 1. One solitaire diamond, about ⅞ karat, cut in the old "high" or "deep" style, top facet small, stone deep through, mounting hoop double, like half sun or rounding keystone arch; 2. One solitaire diamond about ½ karat, Tiffany mounting; 3. One opal and pearl group, four opals inclosed by 16 or more pearls; 4. One single opal, ½ or ¾ karat, stone deep color, round, Tiffany mounting; 5. One single garnet, ½ karat, broad, flat stone; can be identified by Powers' jeweler; will pay $50 for return of all, or for separate recoveries as follows: For No. 1, in original mounting, $25, or $20 for stone alone; for Nos. 2 and 3, $10 each in mounting; for the last two, $2.50 each; please notify me, address below, or send ring to Powers' department store for identification. Miss M. M. Seward, 1317 Second Ave., S., Minneapolis, Minn. Northwest 'phone, Nicollet 1857

WE BUY FOR CASH

up to any amount, Jewelers' Surplus or Entire Stocks, Manufacturers' Job Lots, consisting of Loose Diamonds, Old Mine Stones, Diamond Mounted and Gold Jewelry, etc.

All Communications Strictly Confidential

H. A. GROEN & BRO.

52 Nassau St., New York

VERY VALUABLE

LEASE AND FIXTURES FOR SALE

GEORGE E. FEAGANS

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Gems and Precious Stones

Their Characteristics, Localities of Production, Tests and Some Current Literature

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Highly colored moving picture slides with your own advertisement upon

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for Rockford dealers

New cuts for newspapers now ready

THE INCOMPARABLE ROCKFORD WATCH



True Time for a Lifetime

SOLD BY

I. M. A. HUSTLER, Jeweler and Optician

The Rockford Line

gives you a selection of over fifty grades, movements separate, or complete watches

Write for latest pocket price list

Rockford Watch Company, *Manufacturers of High Grade Watches* **Rockford, Ill.**

AUCTION



I beg to state that I have just closed a very satisfactory sale for one of the oldest and best jewelry concerns in the South.

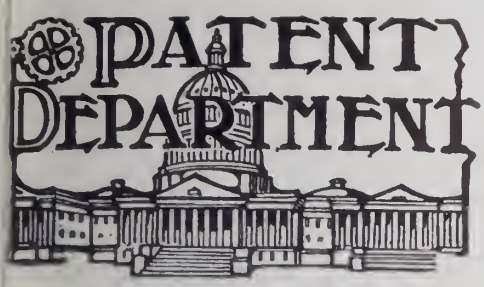
I am open for Fall bookings. If you wish the services of the best Jewelry Auctioneer I am at your service.

I can retain your present reputation and guarantee you cost or better for your stock or you pay me nothing for my services.

Write or wire.

A. E. GATES, Jewelry Auctioneer

Telephone 313 Cortland **1 Maiden Lane, New York, N. Y.**



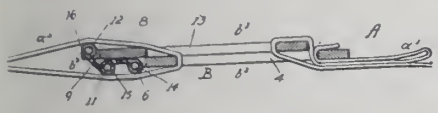
[IN WHICH IS CONTAINED A LIST OF THE LATEST PATENTS GRANTED BY THE UNITED STATES AND GREAT BRITAIN. THE UNITED STATES PATENTS THAT HAVE EXPIRED AND THE REGISTERED TRADE-MARKS.]

UNITED STATES PATENTS.

ISSUE OF SEPT. 5. 1911

1,002,489. BUCKLE DEVICE RALPH BELCHER, Los Angeles, Cal. Filed April 9, 1910. Serial 554,552.

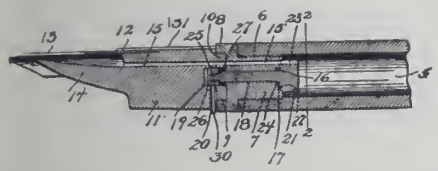
An improved buckle device, comprising two members adapted to coact in flat contact in gripping a flexible connection device and connected



by a plurality of pintles, knuckle hearing members disposed hetween and connected with the pintles, and knuckles connected with the members and connected with tbe pintles.

1,002,497. FOUNTAIN-PEN. JAMES W. CARLIN, Sandusky, O. Filed Sept. 6, 1910 Serial 580,683.

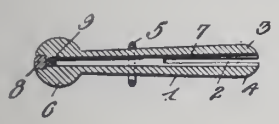
In a fountain-pen, the combination with a reservoir, a feeder connected with the reservoir, a pen nib connected with the feeder and means for feeding ink to the nib of rotary means for varying the flow of ink to the feeder and for at



times stopping the flow of ink, and a cap for the pen, means on said cap for engagement witb the ink varying means when said means are in position to cut off the supply of ink and means on the cap for engagement with the pen nib, hotb of said cap means heing so arranged that tbe cap may be placed on the pen only when said varying means are closed.

1,002,542. HAT-PIN GUARD CHARLES D. REEVES, Schenectady, N. Y. Filed Jan. 27, 1911. Serial 605,006.

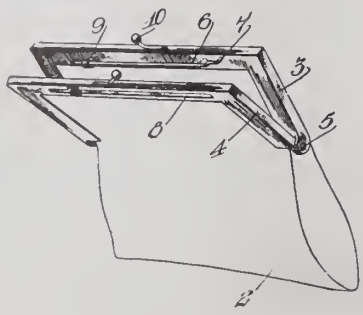
A hat-pin protector, comprising a sleeve member having one end thereof split to form spring jaws, said member being tapered greater toward its split end. a ring member encircling said sleeve



and movable to close said jaws, a head at tbe opposite end of said sleeve having a slot tberein in alignment with the opening of the sleeve, and a removable closure for the slot at the outer end of said head, said closure having a cushioning means on the inner face thereof

1,002,554. PURSE. WALTER E. BECK, San Francisco, Cal., assignor of one-half to Redmond McDougall, Westley, Cal. Filed April 11, 1911. Serial 620,452

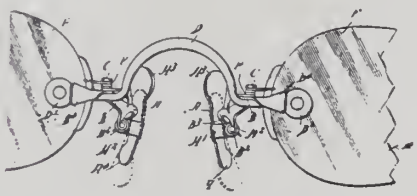
A safety purse comprising a receptacle, frames by which the receptacle may be closed, pivots upon wbich the frames may move, one of said frames having a longitudinal slot, and means connected to tbe other frame wbereby the purse may be attached to a fabric, said means including a spring pin connected to the inner face of one of the pivoted frames and projecting longitudinally along the same, and adapted to bodily pass through



the slot of the other frame, and a receiver for the free end of the pin, said receiver heing secured to the inner face of tbe frame wbich carries the pin, and being exposable through the slot of tbe otber frame.

1,002,627. EYEGLASSES. LOUIS B. BECKER, New York. Filed Jan. 12, 1911. Serial 602,145.

An eyeglass mounting having a bridge, brackets held on the said bridge and provided with studs,



and spring arms extending over the ends of the studs, and nose clips having eyes for removably engaging the said studs and held against displacement hy the said spring arms.

Designs.

41,737. WATCH-CHAIN. ALBERT S. FILSON,



Los Angeles, Cal Filed July 13, 1911. Serial 638,385. Term of patent 3½ years.

41,738. HANDLE FOR SPOONS, FORKS OR SIMILAR ARTICLES. GROSVENOR N. ALLEN, Oneida, N. Y., assignor to the Oneida Com-



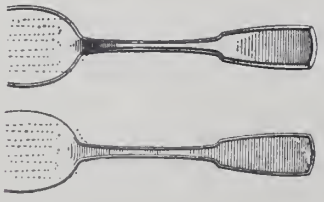
munity, Ltd., Oneida, N. Y. Filed April 17, 1911. Serial 621,707. Term of patent 14 years.

41,739. HANDLE FOR SPOONS. FORKS OR SIMILAR ARTICLES. GEORGE E. NERNEY,



Attlehoro, Mass. Filed May 22, 1911. Serial 628,860. Term of patent 7 years.

41,740. SPOON, FORK OR SIMILAR ARTI-



CLE. GILBERT L. CROWELL, JR., Arlington, N. J., assignor to Dominick & Haff, New York. Filed June 10, 1911. Serial 632,524. Term of patent 7 years.

UNITED STATES TRADE-MARKS.

[The following trade-marks have been adjudged entitled to publication and registration under the Act of Feb 20, 1905, and are publisbed in compliance with Section 6 of this act.]

TRADE-MARKS REGISTERED SEPT. 5, 1911.

Ser. **49,388.** (CLASS 23. CUTLERY, MACHINERY AND TOOLS AND PARTS



THEREOF.) WM. A. ROGERS, LTD., New York. Filed April 29, 1910.

Particular description of goods.—Steel carving knives.

Claims use since December, 1904.

Ser. **52,331.** (CLASS 27. HOROLOGICAL INSTRUMENTS.) STAR WATCH CASE CO., Ludington, Mich. Filed Oct. 19, 1910.



Particular description of goods.—Watch cases.

Claims use since 1902.

Ser. **56,573.** (CLASS 28. JEWELRY AND PRECIOUS-METAL WARE.) JULIAN C.



DANIELS, Attleboro, Mass. Filed May 24, 1911.

Particular description of goods.—Lockets.

Claims use since Feb. 1, 1910.

Ser. **56,947.** (CLASS 27. HOROLOGICAL INSTRUMENTS.) WALTHAM WATCH CO., Waltham, Mass. Filed June 10, 1911.

The picture being fanciful.



Particular description of goods.—Watch movements, watches and parts thereof.

Claims use since May 1, 1911.

UNITED STATES PATENTS THAT HAVE EXPIRED.

[Reported for THE JEWELERS' CIRCULAR-WEEKLY by W. H. Swenarton (ex-Examiner U. S. Patent Office), Counsel in Patent and Trade-Mark Causes, New York.]

Patents expired Aug. 28, 1911.

525,064. CHIMING CLOCK. S. WILLCOCK, Toronto. Canada

525,265. MAINSPRING BARREL FOR WATCHES A.N. GAUTHIER, New Orleans, La.



Hamilton Watch Company

Where absolute precision of time is required, the HAMILTON WATCH is preferred.

Hamilton Watch Co.

Lancaster, Pa.

BRITISH PATENTS.

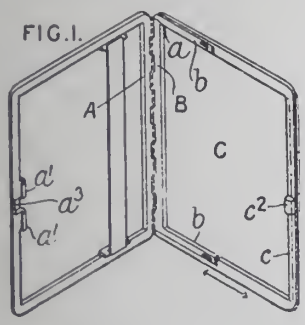
(ABRIDGMENTS OF SPECIFICATIONS, 1910, FROM *The Illustrated Official Journal.*)

ISSUE OF AUG. 23, 1911.

10,613. CIGAR, ETC., CASES. W. F. WRIGHT, London. April 29 (Classes 18 and 44.)

One-half C of a cigar, cigarette or like case slides to an extent limited by a pin-and-slot arrangement upon the chancelled arms *b* of a frame B, which is connected by a spring hinge *a* to the other half A of the case, so that the under-

FIG. 1.



cut rim *c* of the half C can be disengaged from overhanging lips a^1 on the half A to open the case. When the two halves are pressed together, a rounded nose c^2 on the rim *c* enters a recess a^3 between the lips a^1 and causes the rim *c* to be engaged by the lips a^1 to fasten the case

10,916. BRACELETS. A. J. BOULT, London.—(Soc. A. Demond et Cie, Paris.) May 5. (Class 43.)

In an expanding bracelet built up from a series of links each comprising a central link 4, Fig. 4, working between two recessed lateral links 6 joined by pins 9 bearing sleeves 10 which pass through a slot 5 in the central link, a goffered

FIG. 2.

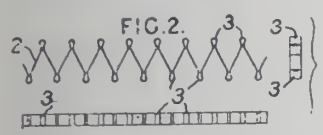
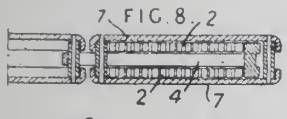


FIG. 8.



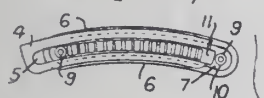
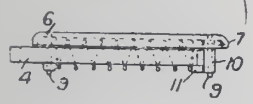


FIG. 4.



spring 2 is arranged to fit in recesses 7 in the links 6, and to bear at one end against the sleeve 10 and at the other end against projections 11 on the central link. The spring is bent from a narrow metal strip, forming at the folds cylindrical parts 3, Fig 2, connected by straight portions 2. As shown in Fig. 8. there are two goffered springs 2 arranged laterally of the central link 4, one in each of the recesses of the links 7.

Appliations for British patents, Aug. 10-11.

18,116. LADIES' HAT-PINS WITH INTERCHANGEABLE HEADS. J. J. A. MANDOUL.

18,168. HAT-PIN POINT PROTECTOR. E. WOOLFORD and C. H. WOOLFORD.

The business of Leroy Moxon, Franklin, Nebr., has been taken over by Louis E. Hunt.

William Wright Smith, who has been connected with C. L. Webb in the jewelry business in Dublin, Ga., has severed his connection with Mr. Webb and is now located on Jackson St.

Employer's Liability.

(*From the N. Y. Sun.*)

THE principles of law relating to employer's liability as recently extended by legislation in this State are elucidated in a decision by the Appellate Term of the Supreme Court in the suit of Philip Chernick vs. Independent American Ice Cream Co., in which the court points out that a recent section of the labor law has changed the previous rule of law in cases where a servant continued in his master's employ after knowledge of danger from defect in machinery or ways.

The court points out that the new law does not merely require the question of whether the employe under the circumstances has assumed the risk, to be left to the jury as a matter of fact, but has enacted through implication that mere continuation with knowledge and appreciation of the danger does not compel the inference as a matter of fact that the servant has assumed the risk. Something must be shown more affirmatively than that the plaintiff remained in the employment with knowledge of the defect. The court ruled that the finding of a jury to the effect that the servant has not assumed the risk, although he has continued in the employment with knowledge and appreciation of the danger, may not be set aside by the court as against the evidence merely because these two elements were present.

The plaintiff sued for injuries caused by the breaking of a tailboard on defendant's wagon while plaintiff was employed thereon in defendant's business. Defendant had repaired the defect temporarily, had a heavy man jump on the tailboard, and when it did not break said to the plaintiff, "See, that is all right." The plaintiff reluctantly continued to use the wagon throughout the greater part of the day, but finally brought it back and said that the defendant would have to put on a new tailboard, as the other was dangerous. Defendant replied that business was dull and he didn't want to go to the expense at the time, and as soon as business picked up he would get a new one. Later in the day the accident occurred.

The trial judge set aside a verdict of the jury in favor of the defendant as against the weight of evidence, basing his decision flatly on these words in his opinion:

"The case in this aspect falls within the principle that where a servant continues in the service of the employer with knowledge of existing conditions, and whatever dangers there may be involved therein, or where they are just as open and just as obvious to the servant as to the master, the servant assumes the risk of such service."

The Appellate Term says that there can be no doubt that under the old law mere continuance by a servant in his master's employ after knowledge of danger from a defect of machinery or ways would have been held inevitably to imply assumption of risk of injury by himself as a matter of law. The court says that the law has been changed, not merely by requiring that the question of whether the employe has assumed the risk to be left to the jury as matter of fact, but by enacting through implication that mere continuance in the employment does not compel the inference as matter of fact that the servant has assumed the risk. Consequently the finding of a jury that the servant has not assumed the risk because he has continued in the employ with knowledge and appreciation of the danger may not be set aside by the court as against the evidence merely on the ground that these two elements were present:

The court said:

"In the first place it seems to me that it would nullify the effect of this piece of positive legislation (admitted remedial) to hold that as the question of 'whether the employe understood and assumed the risk of such injury shall be one of the fact.' It must therefore be submitted to the jury, and yet to maintain that because the statute further provides that 'a verdict rendered contrary to the evidence may in a proper case be set aside,' the court may set aside a verdict for the plaintiff merely because there were present the two elements, knowledge of risk and continuance in employment, which had just been submitted to the jury for the very purpose of determining whether or not under such circumstances the employe had assumed the risk.

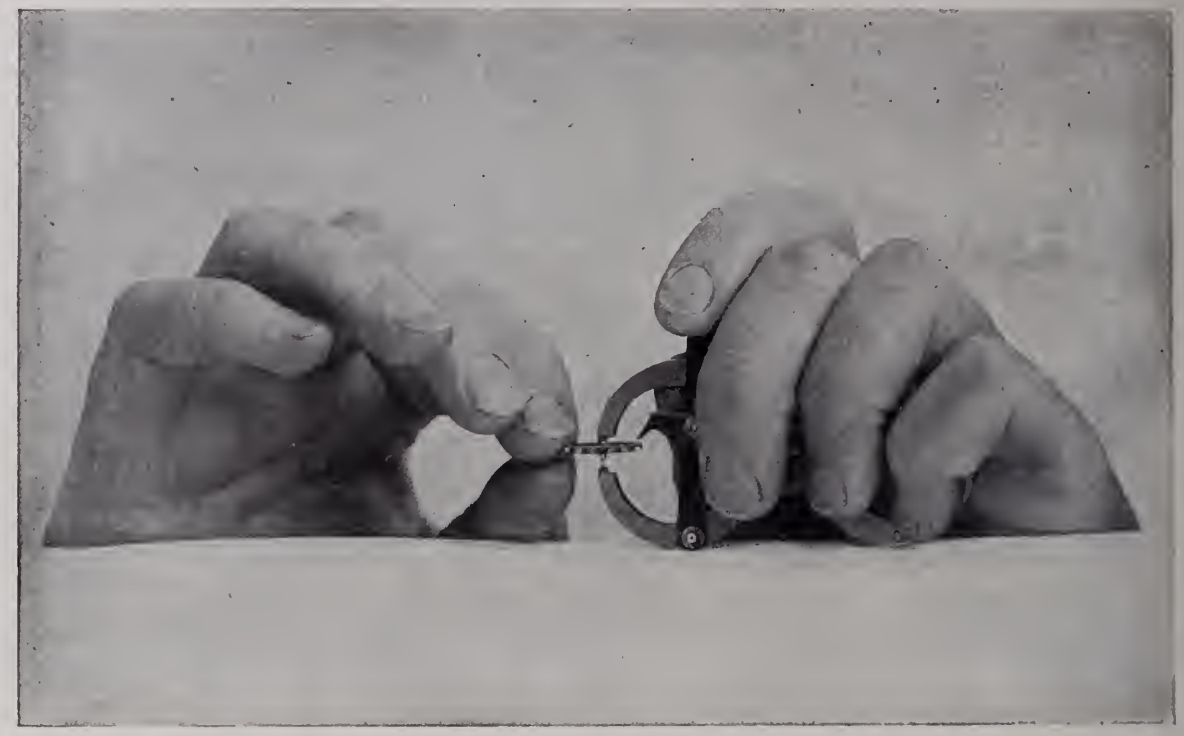
Such an interpretation of the statute amounts to saying that when these two elements are present the question of whether the employe by reason thereof assumed the risk shall be left to the jury to be determined as a matter of fact, although the court had already determined that the servant has thereby assumed the risk, and that if the jury should find that he has not, the verdict should be set aside on that ground alone, as 'against the evidence.' In other words, the question of fact is left to the jury, although the court has already prejudged the determination to be necessarily against the plaintiff."

The court says that there is another decisive section in the statute which confirms this view, namely, the last clause, which provides that an employe shall not be entitled to compensation in any case where he knew of the defect which caused the injury and failed to give notice thereof. If, nevertheless, under this provision, a verdict involving a jury's determination that an employe has not assumed the risk by continuing in the employment with knowledge of the danger may be set aside because continuance in the employment with knowledge necessarily implies assumption of risk as a matter of law, then the last quoted section would be worse than meaningless.

The court remarks:

"The law would then say, in substance, to the employe: 'If you continue in your master's employment with knowledge of a defect and do not notify him thereof you cannot recover, but since if you continue in his employ with knowledge of the risk you cannot recover anyhow; even if you do notify him you cannot recover either!'

(*Continued on page* 135.)



HERE'S just one of the many interesting and instructive illustrations contained in the

Service Bureau Bulletin

on Balance Truing

THE publication of the Bulletin—while announced in the August issue of the trade papers—has been unavoidably delayed until this month, by the difficulties encountered in obtaining satisfactory photographic reproductions of a balance truer's hands.

The Bulletin Will Reach Every One of Our Service Bureau Correspondents This Month

Jewelers and watchmakers who have not registered their names with the Service Bureau can obtain copies of the Bulletin by forwarding coupons now. Better send the coupon at once to get Bulletin Number One. Then you will have the complete series as they are published.

ELGIN NATIONAL WATCH CO.
ELGIN, ILLINOIS

....1911

ELGIN NATIONAL WATCH CO.
Elgin, Ill.

Dear Sir:
Please register my name as entitled to the privileges of consultation with your Service Bureau. It is understood that no charge is to be made for this service.

Name.....

Address.....

City.....
If employed give name of firm

.....

.....

9—J. C.

THE HOROLOGICAL REVIEW

A Chronometric Escapement for Clocks.

Made in the Workshop of a Prussian Watchmaker.

I RECENTLY came across an interesting escapement, says H. Prahl, in *Deutsche Uhrmacher Zeitung*, in making a repair to small, half-seconds pendulum clock. The clock in question originated in the workshop of the well-known clock-maker-master, V. Ziehl, of Königsberg, Prussia, who is

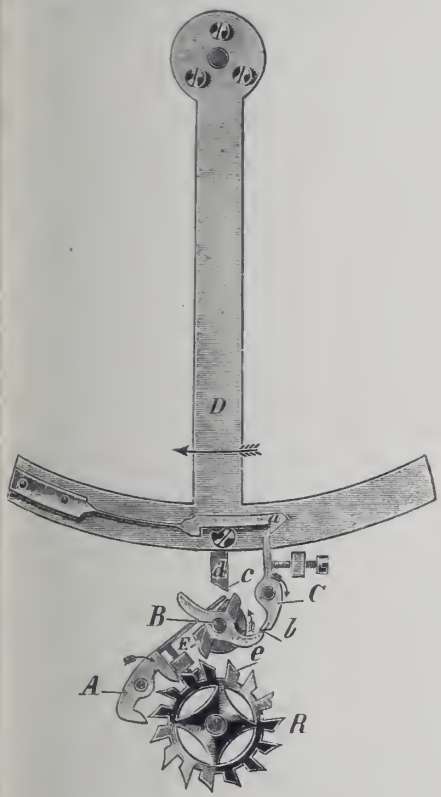


Fig. 1.

70 years old, but still active. Mr. Ziehl, Sr., had this clock made by one of his apprentices in 1872 and included in it an escapement of his own construction, which transformed it into a very interesting showpiece.

It is a chronometer escapement, with constant motion. Fig. 1 shows it in one and a half times enlargement. The pivoted detent A, the star B and the click lever C are impelled in the direction of the arrows by spiral springs. The impulse lever D is located on a pivot with pins and firmly connected with the pendulum fork. While the scape wheel is operated by a train as usual, the pendulum receives its impulse through the tension of the spiral spring of the star, which, after each action, is returned to the locking portion by the scape wheel.

The operation of the escapement is as follows: In Fig. 1 the impulse lever D moves in the direction of the arrow; its click spring *a* has already taken a position at the nose of the click *c* and the next moment releases it at *b*. This sets the star B free, and in consequence, its set spiral spring with its upper lever at *c* imparts to the impulse pin d and consequently to the pendulum an impulse, until the roller E has raised the pivoted detent A so far that the scape wheel R is released and with the tooth *e* falls on to the lower lever of the star, returning the latter to its original position. On the return swing of the pendulum the click spring *a* slides disengaged over the click lever *C* and with the following swing this action is repeated.

Fig. 2 shows the securing of the pivoted detent so that its untimely release is prevented. The lever *A* is firmly attached to the arbor of the detent, also the roller *B* to the arbor of the star; furthermore the stop-piece *C* is screwed to the plate. If the escapement should be in the locking position (Fig. 1) the pivoted detent cannot be released, because the lever *A* (Fig. 2) would rest on the lower pin of the roller B. Only after the star, and with it, the roller, has assumed an angle of about 45 degrees in the direction of the arrow and the lower pin has reached the position indicated by the dotted lines at *a* the lever A and with it the pivoted detent, will be to such a degree set free, that they can be released, in this case about 1½ degrees. The upper pin at the same time has arrived close to the stop-piece C, and thereby prevents the star swinging through.

After the clock had performed its duty faultlessly for upward of 30 years, it unfortunately got into the hands of a botch, and as a result, the escapement was in a wretched condition. By the side of levers that still shone with the original high polish were some that hardly showed traces of the former fine finish. For this reason various parts had to be renewed. I also improved the escapement by fitting the pivoted detent, which formerly had been brought into the locking position by the opposite pallet, with a spiral spring.

The same escapement might be adapted to clocks with a balance and would then, according to modern practice present an appearance something like that shown in Fig. 3. It is, so to say, a double-chronometer escapement: while the one tightens, the other imparts to the regulating mechanism of the clock, its impulse. If this escapement is properly constructed the impulse jewel *a* of the balance must only enter five degrees into the effective circle of the star and only then receives, from the

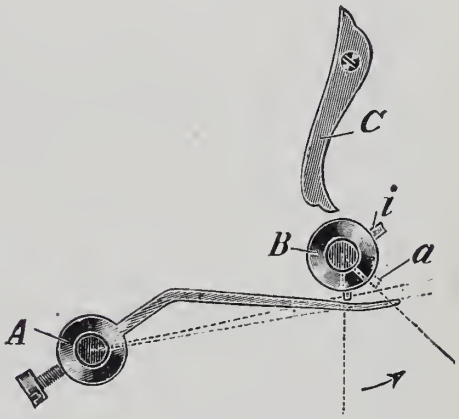


Fig. 2.

lever *b* of the star an impulse for an angle of 40 degrees.

A is the detent, with the locking jewel *r*, on which the scape wheel teeth come into locking; *d* is the impulse jewel, on which the scape wheel teeth act to bring the triple lever *b c d* into its locking position, in which the lever *c* rests on the locking jewel *r* and the spiral spring, that is placed on the axis of this lever has its greatest tension. In the sketch, the releasing finger *e* is on the point of lifting the locking jewel *r'* from the lever *c*. As soon as this is free, the lever *b*, under the tension of the spiral spring mentioned, snaps on to the impulse jewel *a* and thereby imparts an impulse to the balance.

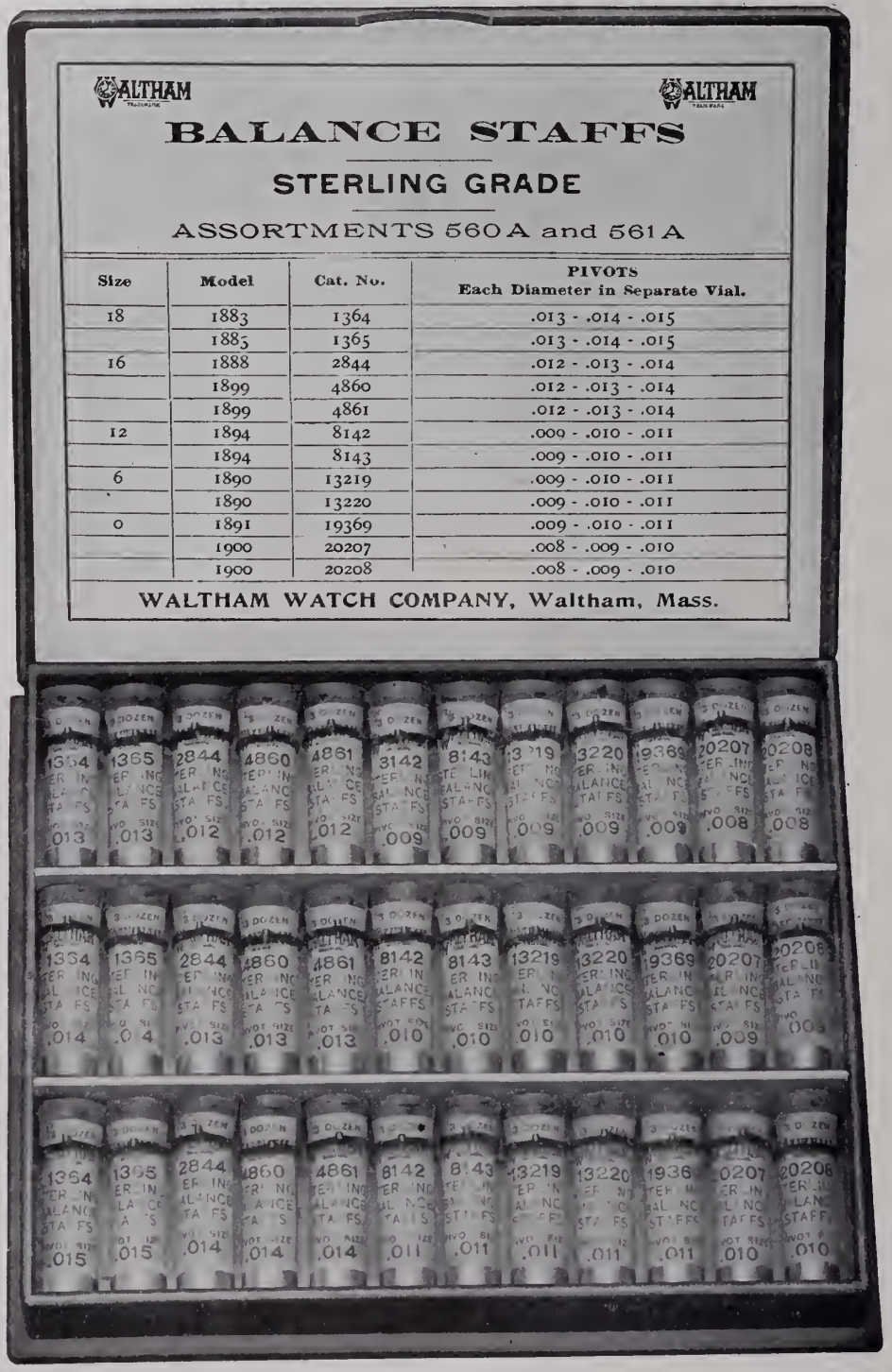
This being ended, the finger *a'* releases the detent and the locking jewel *r*, so that the scape wheel is set in motion and a wheel tooth dropping on to the triple lever *b c d* carries it back into locking.

This escapement may not have any prac-

WALTHAM MATERIAL ASSORTMENTS

TRADE MARK.

SAVE THE JEWELER MONEY.



They cost us more, because of the extra labor in selecting and packing. But **they cost the jeweler less** than the regular material at regular list prices.

WALTHAM assortments cover lines commonly needed in repair work. The material is selected with care, and is of the highest quality in its respective grade. No pains are spared in the preparation of our assortments. The needs of the practical man are our first consideration.

SPECIAL ASSORTMENTS.

Balance Staffs.

560A	2	Gross,	3	Sizes	Pivots	for	each	of	12	Catalogue	Numbers,	Sterling-Royal	Grade	. . . $20.00
561A	1	"	3	"	"	"	"	"	12	"	"	"	"	. . . 10.50
562A	1	"	3	"	"	"	"	"	12	"	"	Riverside	"	. . . 30.00

WALTHAM WATCH COMPANY, - - WALTHAM, MASS.

tical valuc, owing to its being so very complicated. In reality, too, the operating power is by no means constant, as the spiral spring of the star, the tension of which represents the constant power, has also to overcome the resistence of the release. According, as the mainspring of the train is more or less wound, the releasing resistance will be different and the distribution of power will also vary.

This may, it is true, be changed, where the conditions are so selected that the release can only occur after the lever *b* of the

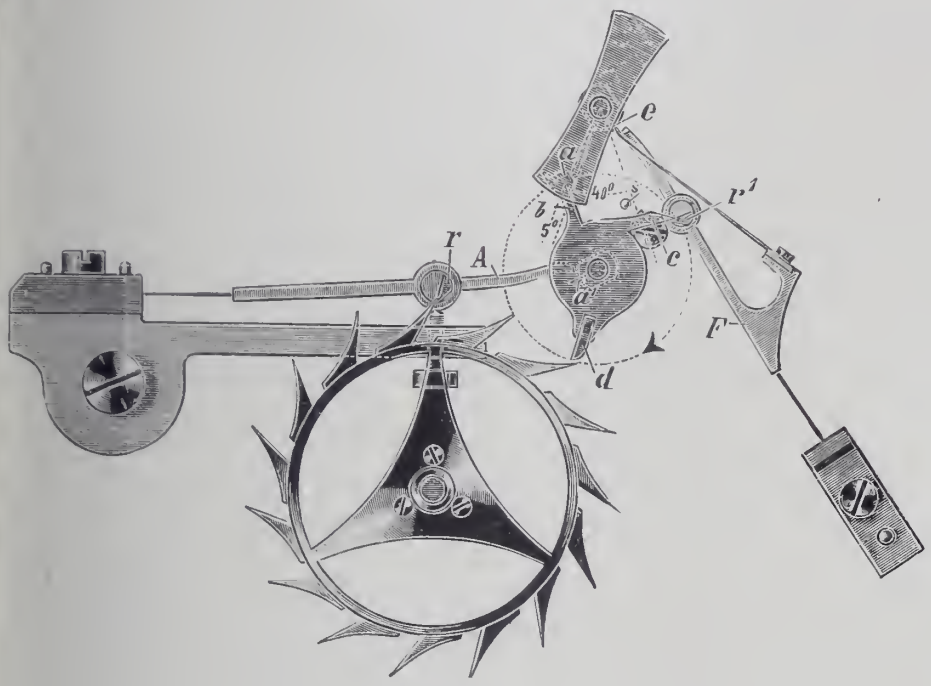


FIG. 3.

star (Fig. 3) has already left the impulse jewel *a*, which, however, would result in a considerable loss of power. Such an invention, however, discloses profound thought and the working out of such an escapement constitutes an interesting, instructive study.

Astronomical Clocks.

TO the average person an astronomical clock is a complicated affair, giving the date, day of the week, phases of the moon and other miscellaneous information. The facts are far otherwise. There is no clock so simple as that of the astronomer. Even the convenient plan of having the hour and minute hands mounted at the same center is abandoned, because it makes a more intricate form of wheel work necessary, says the Louisville *Courier-Journal*. The observatory clock has a separate dial for each hand, the centers of the second hand, minute hand and hour hand being in a straight line and equally distant from each other.

To secure accuracy further precautions are taken. Only men who have attained world-wide fame in mechanical construction are employed. The chronometer must be mounted, not on a wall that vibrates, but upon a strong pier of masonry having a solid foundation; also it is best placed underground in a cellar to secure for it a temperature as nearly uniform as possible, for clocks do not run quite the same in hot weather as they do in cold.

By adjusting a metal that has the singular property of contracting under heat it is possible to overcome the variation in a measure, but the astronomer prefers to provide for his clock a temperature practically the same the year round. The going of a fine clock is further affected, strange as it may seem, by barometric pressure. The running is different when the barometer is high from what it is when low; hence the best clocks are now inclosed in air-tight cases to protect them from outside barometric changes.

Employer's Liability.

(*Continued from page* 131.)

Or to reduce it to the real aburdity it would say, 'If under the circumstances in which you cannot recover you do not notify your master of the defect you cannot recover.'"

The court concludes that in this case there is not only an absence of other circumstances leading to the conclusion that the jury should have found that the plaintiff assumed the risk as a matter of fact, but on the contrary it is shown that there was an element present, namely, that master's assurance that the appliance was "all right" after he had repaired it, by which it has been held that possible inference that the servant had assumed the risk may be regarded as expressly negatived.

L. M. Barns, North Adams, is making extensive alterations to the front of his store.

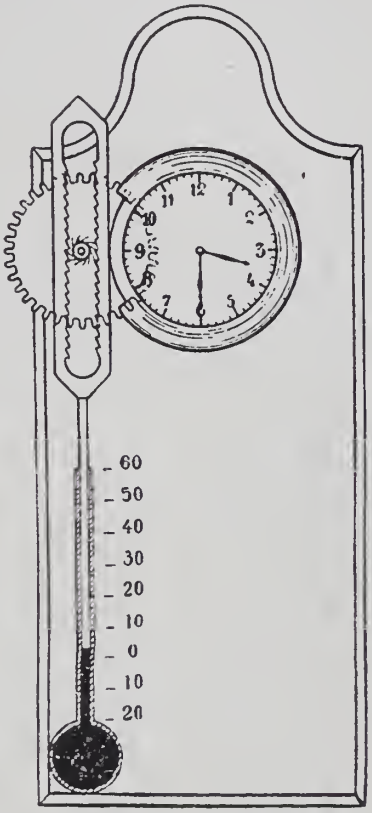
The jewelry store of R. Steele & Sons, Anniston, Ala., was damaged to the extent of about $1,000 by fire recently. The loss is covered by insurance.

A Clock Driven by Mercury.

AN enterprising clockmaker, in a little place in Switzerland, has just taken out a patent on a clock, with "motive power that utilizes the changes in temperature." The illustration gives a sufficiently clear idea of the plan.

The following is the principle on which this marvelous invention is based:

The clock contains a tubular receptacle, holding a certain quantity of mercury, and a rod moves in this tube, to a greater or less extent in one direction or the other according as the mercury, under the influ-



CLOCK DRIVEN BY MERCURY.

ence of the temperature, expands or contracts. The movements of the rod are transmitted and utilized as the motive power of a mechanism by the intermediation of a double saw-tooth part, acting on a series of small springs attached to the arbor of a wheel in engagement with the train of the clockwork.

The form of the teeth of the part, like that of the little springs, is devised so that any longitudinal change of position of the rod causes the rotation of the wheel, always in the same direction. It is said, adds the *Revue Int. de l'Horlogerie*, that the estimable man who has secured this patent imagines that he has a fortune within his reach.

Mr. Colton, watchmaker for Grey & Lee, North Adams, Mass., has resumed his duties after a week's vacation.

W. E. Surratt, for many years connected with Spivy-Moore-Jewelry Co., Bessemer, Ala., has sold his interest in the firm. The business, however, will be continued under the same name.

KEYSTONE
Solid Gold Watch Cases

WHEN Keystone Solid Gold Watch Cases give him so much that is *positive* in prestige and reputation—every jeweler must decide for himself whether he can afford to sell goods that have not earned this distinctive place in the public regard.

Feature Keystone Solid Gold Watch Cases. Tell your customers about the Keystone Standards of *reliable values*. The consumer is back of you. You will find a widespread public interest in an aggressive window display of these goods.



TRADE-MARK IN BACK
Reg. U. S. Pat. Off.



GUARANTEE IN CAP



LOOK FOR THIS TAG

The Keystone Watch Case Co.

Established 1853

PHILADELPHIA

NEW YORK CHICAGO SAN FRANCISCO

Varnishing Brass in the Watch Repairing Shop.

ANYONE reading the trade press with attention, says Edm. Eyermann in the *Allgemeines Journal der Uhrmacherkunst*, will have noticed that the question "How to varnish?" is one that frequently comes up and is answered more or less fully as the limits of the "Answers to Correspondents" column allow. The subject, however,

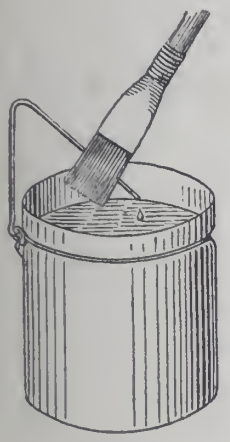


Fig. 1.

can never be so exhaustively treated in the column in question as to explain satisfactorily all the delicate points upon which a successful result often depends.

Varnishing is so easy and simple that in factories it is usually performed by female operatives. Anyone, however, who imagines that it is so easy that he only needs to take a brush in his hand, dip it in the varnish, heat the object and spread the varnish over it is seriously mistaken; my colleagues will have discovered that for themselves when making their first attempts. And in perusing the questions in the "An-

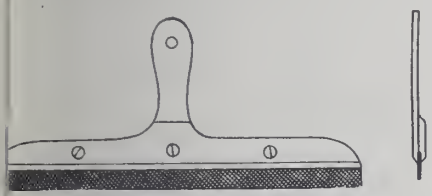


Fig. 2.

swers to Correspondents" column, we can always, if we read between the lines, see that the trouble has been not that the inquiring correspondent is unacquainted with the process of varnishing, but that in spite of much care and trouble the result has not been satisfactory. And so it is; in this operation, occurring as it does only at rare intervals, the beginner is apt to make, not a few but a whole series of mistakes. The things which the clockmaker has to varnish consist, as a rule, of large plates, apparatus, portions of watches and other electro-technical products.

I therefore advise a beginner to make his first attempts, not on the object required to be varnished, but on another piece of brass; if the operation is not successful, the varnish should be washed off in the direction of the stroke and a fresh attempt made observing carefully where the defect lies; this preparatory practice may with advantage be extended to shaped pieces, such as rectangular blocks, etc. When once the various little delicate points which have to be considered in varnishing have been learned, the operator will finally succeed in producing entirely satisfactory work. I will now discuss a number of details which have to be attended to, but which are liable to escape the notice of a beginner.

1. The Varnish. It is advisable not to prepare the varnish oneself, but to procure it from a mechanician or direct from the factory, especially as it is very cheap. It can be obtained in all colors; yellow is sold

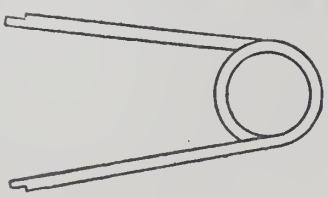


Fig. 3.

as pale, blonde, yellow, or dark yellow. When required for use, pour some of the varnish into a vessel, taking only as much as it is estimated will be required; when the varnishing is finished, pour the remaining quantity away and not back into the bottle, which would be mistaken economy. The bottle must be kept well corked.

2. The Vessel. This should be adapted to the quantity of the varnish and the size of the brush, and preferably square in shape, in order that the brush may be wiped off by pressing flat against the edge. If a square vessel cannot be obtained, a round one may be used, e. g., an ointment pot, such as can be procured from any drug store. In the latter case tie a piece of brass wire 1.5 to 2 millimeters in diameter tight round the edge, then bend it upwards and then downwards a little. A brush with varnish may always be pressed flat against this wire, and the squeezed out varnish will drip back into the vessel. (See Fig. 1.)

3. The Brush. Brushes for varnishing flat surfaces should not be round, but wide-shaped; they should be made of otter hair and proportioned to the size of the article. The working end must be straight and even, and must on no account lose hairs; should it do so, dip the brush into the varnish, squeeze it out well, keeping it flat, smooth it out by passing it between two fingers, leave it to dry and then cut it absolutely even with a sharp knife, a pair of scissors, or, better still, with a razor, but not cutting it more than is absolutely necessary; for this purpose place the brush on a well polished wooden surface. If very broad flat articles, such as clock plates, are to be varnished, it is advisable to fix a thin strip of felt free from fibers in a clamp provided with a short handle in the middle, as in Fig. 2. The felt may project to a length of five to 10 millimeters, according to its thickness, and the end must form a perfectly straight line.

This condition can best be secured by passing a razor along a ruler; if this precaution is not taken, faulty spots are liable to occur during the process. After the cutting it is necessary to moisten the cut ends with alcohol by means of a brush till no traces of fibers are visible. The felt when in use must be uniformly and evenly pressed free from superfluous varnish; for this purpose a long shallow zinc vessel is required. This can be procured from any tinsmith at a moderate cost, but in case of need, a glass or porcelain toothbrush tray will answer the purpose. In order not to waste any more of the varnish than necessary, the tray may be raised a little on one side. The brush must be well rinsed out in alcohol after use, and the hairs kept straight and close. The felt strip must likewise be well washed and kept even. Felt becomes hard after drying, and requires to be softened with alcohol before further use; the brush, on the other hand, becomes soft of itself when brought into contact with the varnish.

4. The Work. The articles must be carefully polished and wiped or brushed in the direction of the stroke with a linen cloth or a clean brush, for a number of particles of dust remain after polishing with the emery board and get mixed with the varnish and the hairs of the brush, giving a very bad appearance to the surface. It is important that the surface of the work be scrupulously clean before varnishing, and it must not be imagined that defects will be concealed by the varnish.

The article may be polished or pickled or finished in any way. If it has a hole, it must be firmly fixed to a strong wire to admit of its being conveniently varnished on every side; the end, however, must not project on the other side; if the hole has a thread, the wire must be provided with a thread, so that the article may be held rigid; if there are several holes these parts can be firmly held in a strong elastic clamp; the latter, however, must be provided with eccentric pins in order that the part may rest on its shoulders and not slip down (see Fig. 3). On no account must the pins of the holder project over the surface to be varnished. If large and heavy articles, such as clock plates, etc., have to be varnished, threaded pins of round brass, but with a sloping shoulder, are likewise used, and are fastened in the hand-vise to facilitate the handling; it is also advisable to have a second one in readiness to be screwed in when the first side is varnished, otherwise it would be difficult to screw the pin on to the other side without touching the plates.

(To be continued.)

Joseph Martin, a negro jeweler of Jacksonville, Fla., was arrested recently on the complaint of two citizens of that place and charged with disposing of watches left with him to be repaired. When he was taken before the magistrate he said that if they would let him free for about a half hour he would produce the watches. He was allowed this time, but an officers was detailed to follow him. It is said the colored man went directly to a pawn shop, where he redeemed the watches and returned to court. However, the judge decided the jeweler had been taking other people's property and held him for trial.

STILL SUPREME

Patek, Philippe & Co. Watches

GENEVA, SWITZERLAND

ANNUAL TRIUMPH AGAIN REPEATED

Nearest to Perfection as yet Reached by Portable Timepieces

Latest Achievements

Records of 1910-1911

GENEVA OBSERVATORY TIMING CONTEST

Ending February 21st, 1911

The Very First of the First Prizes between Makers for the Best Average Running

2 First Prizes out of 5 — 10 Second Prizes out of 18 — 15 Third Prizes out of 23

26 Honorable Mentions out of 60

KEW OBSERVATORY TRIAL OF WATCHES AND CHRONOMETERS

The Second Prize, falling short but .4 of a point of the first

Awarded Hors Concours (Beyond Competition): Milan, 1906; St. Louis, 1904; Paris, 1900; Geneva, 1896; Chicago, 1893; Antwerp, 1885; Zurich, 1883. Gold Medal: Nuremburg, 1905; London, 1885; Calcutta, 1883; Groningen, 1880; Melbourne, 1880; Paris, 1878; Philadelphia, 1876; Valparaiso, 1875; Paris, 1867; Paris, 1855; London, 1851; Paris, 1844. Silver Medal: New York, 1853. Diploma of Honor; Amsterdam, 1888. Highest Award: Vienna, 1875.

ALFRED G. STEIN — 68 Nassau Street, NEW YORK

IF IT'S A

ROY

TRADE MARK REGISTERED

IT'S STANDARD







ROY WATCH CASE CO.

21-23 Maiden Lane, New York

704 Market St., San Francisco

HALL CLOCKS



ELLIOTT'S CELEBRATED TUBULAR CHIME CLOCKS

Harris & Harrington,

12 BARCLAY ST., NEW YORK

Sole Agents to the Trade for J. J. ELLIOTT & CO LONDON

JULES JÜRGENSEN

Watches and Chronometers

PARIS—"THE GRAND PRIX"—1900

SOLE AGENTS

RUDOLPH & SNEDEKER

65 Nassau St., New York

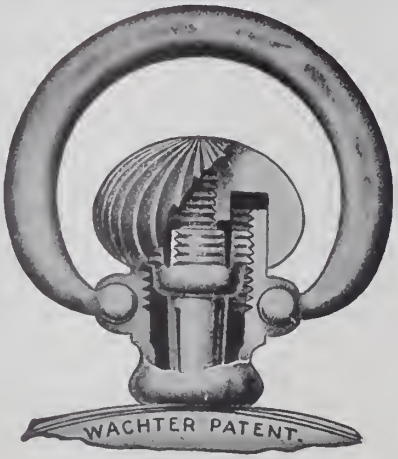
PRACTICAL COURSE IN ADJUSTING

Published Price, $2.50. Special Reduced Price, $1.50, Postpaid

THE JEWELERS' CIRCULAR PUBLISHING COMPANY, 11 John Street, New York

SAFETY WATCH BOW





PATENTED: NO. 795665, JULY 25, 1905
NO. 38576, MAY 21, 1907
NO. 916809, MAR. 30, 1909



Buy Watches with the Wachter Safety Watch Bow

The Wachter Mfg. Co.

Should your Jobber not have them in stock, then write to us

Hartford, Connecticut

THE LADY RACINE



10 Line

Lady Racine watches have been on the American market for the past forty years and sold to the best trade throughout the country, and we have yet to hear of one jeweler who will say the Lady Racine is not a good watch and the best chatelaine watch made.

They come in both cylinders and levers. Do not be prejudiced against the cylinders, as they are entirely factory-made, very reliable, and guaranteed to give satisfaction.

Lady Racine Watches are made to run, keep time and last a lifetime. They come in 10 and 11 line Hunting and open face, with gun metal, silver, gold filled and solid gold cases of all styles. Finished material on hand.

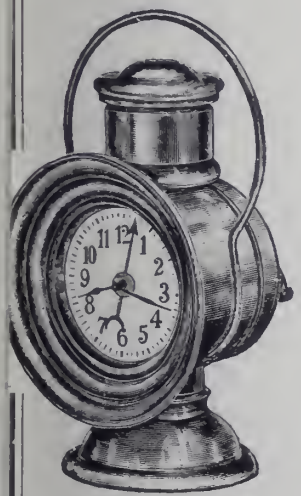


11 Line

JULES RACINE & CO., Exclusive Importers

NEW YORK, 37 Maiden Lane CHICAGO, No. 31 No. State Street

Our New Catalogue - Just Out



AUTOSON

Shows 300 Styles of Quick-Selling Imported Clocks, also Marble and Bronze Statuary and Pedestals

All With Profit-to-you-factor

Having this catalogue will assist you in two ways — It will help you in Buying and assist you in Selling

Write for it, and do it now!

THEODORE SCHISGALL

116 Chambers St., NEW YORK CHICAGO OFFICE, 37 So. Wabash Ave.
HENRY PAULSON & CO., Western Agents



6112

The New

"New England" Wrist Watch

A Unique Combination

CONVENIENT—USEFUL—PRACTICAL

The

LEVER "CAVOUR"

in a Special Case

Sterling Silver

or

Gun Metal

with side loops for holding

The New Strap

(as shown in illustration)

Soft, pliable leather

Seal or Pigskin



Fits the Wrist Perfectly

Takes Very Little Room

Slips Under the Cuff

Invaluable for

Outing—Traveling—Automobiling—Golf—Aviation

Indispensable for Soldiers and Sailors

PRICES

To Dealers $10.00

Subject to Jewelers' Circular Key

To Consumers 7.50

Order from

The New England Watch Co.

Waterbury, Conn.

or

The Leading Jobbers

Pacific Coast Agents, B. W. FREER CO., San Francisco

The "New England"

"HALE"

12 Size 16 Size

Genuine Jeweled Lever

at a

Low Price

To Dealers, $2.90 to $6.00

Subject to Jewelers' Circular Key.

To Consumers, $2.50 to $5.00

The "New England"

"ALDEN"

16 Size

Double Roller Lever

7 Jewels

A High Grade Watch

at a

Moderate Price

To Dealers, $6.00 to $14.50

Subject to Jewelers' Circular Key.

To Consumers, $5.00 to $11.00



STORE KEEPING DEPARTMENT

That this department shall prove mutually beneficial to our readers, it is desirable that the members of the trade geneally communicate with THE JEWELERS' CIRCULAR-WEEKLY regarding any advantageous device or plan which they are utilizing in connection with their business.

More Talks by the Old Storekeeper.*

Written expressly for The Jewelers' Circular-Weekly by Frank Farrington.

FIRST TALK.

THOSE MAIL ORDER HOUSES.

IT is scarcely possible for the last word to be said on storekeeping and no matter how much any man may know about merchandising and store management and advertising, practically every other man in the business has discovered some things the first man missed.

The readers of these new Talks may not agree with all the ideas that they set forth, but even so, they will probably have the effect of setting them to thinking in a way that will prove independently profitable. Ideas that produce ideas are worth noticing.

After the events narrated in the last chapter of the original book of "Talks," it was some weeks before Tobias Jenkins dropped in to stay for any length of time, and John Barlow began to wonder whether he had not in some way offended his old friend and predecessor. This, however, proved not to be the case as the old ways were soon resumed again with the results to be told in the chapters of this new set of "More Talks by the Old Storekeeper." The air was beginning to feel like Fall and occasional dead leaves blew along the sidewalks one smoky afternon as Tobias Jenkins came out of Charley Morrison's drug store and stood looking up at the yellow face of the sun.

"Dry, dry, dry. We can't stand much more of this weather or the farmers will have to buy water in bottles for the stock," said he to himself. "It's going to be pretty tough on the merchants who have to carry the farmers on their books. Guess I'll go in and see how John's getting along. He ought to be getting ready for the Fall trade now."

Walking slowly past the windows of Barlow's store he entered the door and strolled back between the counters toward the office of the proprietor who had a roll-top desk and a safe railed off for his private use. Tobias hesitated at the ribbon case as he saw a brand-new girl, a very pretty and stylish-looking girl, arranging the goods there.

She was a stranger to him, and he realized that Barlow must have been importing help from some larger place. The old man appreciated a good-looking girl and he knew to a fraction of a cent the value of such attractiveness in a store—if properly used. The girl looked up and said, "Good afternoon." But Tobias simply said, "I'm just a passenger," and went on back to the office.

"Well, Mr. Jenkins, I thought you had deserted me," said John. "Sit down," and he shoved an arm-chair toward the visitor.

"I've been staying away on purpose, John," said the newcomer. "I thought maybe it would be better if I didn't keep coming around and handing out advice all the while. Free advice is like free advertising, worth just about half what it costs."

"Not in your case, Mr. Jenkins. Your advice is worth a lot of money to me, or at least it would be if I would take a little more pains to follow it. I can see now where I have lost a good deal of business by thinking that I knew more about it than you do. What do you think of the outlook for rain? This drouth is getting to be a pretty serious thing with the farmers and they aren't buying a thing they don't have to have."

"I think that it looks just as much like rain now as it has any time in the last six weeks, and no more so. It's going to be up to you to work harder than ever this Fall for what trade there is so as to make up for what there isn't. You'll have to get more of the other fellow's business to come here that is now going to other towns around and to Chicago mail order business."

"That's right," interrupted Barlow. "Those cussed mail order houses are what are raising the dickens. Every farmer around here has one of their eight-day catalogues and reads it through every night."

"Well, now, don't go up in the air about it, John. I'm no great friend of the mail order fellows that I know of. I don't buy my goods of them and I don't believe anybody can make any money doing it in the long run, but I can't see but that these fellows are doing business in a perfectly legitimate way. Of course, you don't like their competition and I don't blame you, but it's fair, isn't it? They're getting trade because they most everlastingly go after it. They're hustlers after business. They don't spend any time or energy sitting around kicking because the country merchant is getting some of the trade *they* want. No sir, they work overtime trying to figure out ways of making people send money to them instead of spending it at home."

"They do everybody they sell goods to," put in Barlow indignantly. "Why, look here, I know a man who just bought a suit of clothes from a Chicago house and when they came, the coat and pants didn't even match."

"Wouldn't they make it right?"

"Yes, of course, they said they'd make it right, but what good would that do? The fellow wanted the clothes to wear."

"Oh well, I don't see that that's a very good argument in proof of the dishonesty of the mail order house, though it's an argument in favor of buying where you can see what you're getting. When you come to think of it, the advantages are all in favor of the merchant who is right on the spot and if he loses trade to a merchant a thousand miles away, he really hasn't anyone to blame but himself."

Barlow seemed rather put out because of the older man's unsympathetic attitude, but he refrained from the sarcastic remark that was on the end of his tongue, and said:

"I don't believe, Mr. Jenkins, that when you ran this store the mail order houses were making the bid for trade that they are making now and perhaps you didn't go up against it in the way we have to nowadays."

"No, I didn't. You're right, but this mail order competition doesn't involve any brand-new principles that I know of. Here's your store right here in Hampton with the goods in it and all the charges on them paid. A farmer comes in and wants a pair of overalls and a box of collars and a clothes line; maybe a lot more things. You can show him the goods. You can turn them right over to him if he likes them. There is no freight for him to pay,

*Copyright, 1911, by Frank Farrington.

Storekeeping Department.

no waiting for the stuff to come and no chance of its turning out to be different from what he ordered or from what he thought it was going to be.

You can probably even sell the goods within a few cents of what he would pay in Chicago for a grade no better and very likely not quite as good. The advantage for the farmer is all in buying from you. You know a hundred reasons for that besides what I've mentioned. Why does Mr. Farmer send to Chicago at all?"

"Because he's a natural born darned fool and a cent looks bigger to him than a month of waiting and a thousand chances of the goods being wrong."

"Not on your life!" ejaculated Tobias. "The farmer is no more a natural born fool than you are. He is willing to pay a fair price for what he buys. He is a business man nowadays and doesn't even look at affairs the way he used to do years ago. I've done business with farmers ever since I've done business with anybody and I know what I'm talking about. They're the best customers I had when I ran the store. They're the backbone of the country to-day. They're the people who had money in the last panic when nobody else had a cent. They send to the mail order houses because the mail order houses keep asking them to send and showing them what they have to sell and how much it is to cost.

The mail order house tells a good story. It describes its goods in the best way that printer's ink will do it; with pictures and word descriptions that make you want the goods. I know for I get the catalogues as regularly as they come out. I send for them because I want to see what's doing. You ought to do the same. Every merchant ought to do all in his power to keep posted on what his competitors are doing and these competitors, according to your own story, are about your hottest and most lively ones."

"Well, I don't see where all that helps me any. I can't stop those houses from sending out their catalogues and keeping the farmers all stirred up, can I?"

"Why, John, you're not so blind as all that, are you? Can't you see any better way of getting under your competitor's belt? When Larry Benjamin, over there, gets out some extra-hot advertising matter and springs a lot of bargains in your line on the public, you don't try to figure how you can get him to stop his advertising, do you? Not by a jugful. You get busy on your own advertising and try to go him one better. Well, that's the only way to meet those other competitors. If it pays them, as far away as they are, to advertise to your customers, it sure ought to pay you right here on the spot to do it."

"You don't need to follow along in the tracks of the mail order advertisers. You needn't pay any special attention to them unless you want to, but you ought to be firing out advertising to the farmers all the time. I say the farmers especially because they are the class who buy the most goods from the mail order people. They seem to respond to the advertising better—and they would respond to your advertising better, too."

"I've been advertising to the farmers all the time since I've been in business and it hasn't made me rich."

"It's paid you, hasn't it?"

"Well, Ive been doing a good business and getting more of it all the time, so I suppose that or something else must have helped matters along."

"Of course. Your advertising all helps and your business is growing all the time, but you might as well let it grow some faster. You aren't like old Josey Johnson, are you? Won't advertise because he's making a living out of the grocery store without advertising. It's all right to be satisfied with things as they are, but a little ambition is necessary if a man is going to get in sight of the top."

"I can't get out a big catalogue like those mail order houses. I haven't the line and it wouldn't pay."

"No, of course not. It wouldn't pay you to get out a catalogue of goods you haven't got, and it wouldn't pay you to get in a big stock of goods just so you could catalogue them. But what's to hinder you from putting into your customer's hands two or three, or four times a year a catalogue of the goods you do have? I'd include, too, full instructions how to order them by mail if anyone wants to do it that way. It would pay you to do more of that kind of advertising."

"It would pay the printer better than it would pay me," said Barlow, with a smile I don't believe any retail store can buck this mail order proposition and make money at it."

"He can if he will try, and I'll just bet you twenty-five dollars that if you let me tell you what to do, you can make your business grow by following my advice. Here's a little dodge a fellow in Illinois worked the other day. He called a spade a spade, and while I don't as a rule believe in saying anything about your competitor of any kind, still this was so clever that in a catalogue-ridden town it might be pretty successful, especially as the point was so well made. I'll just read you the contents of the advertisement the merchant sent out to his mailing list:

"Our old friend, Montgomery Ward, of Chicago, sent us a nice big book yesterday, but as it was left at our back door, we had not the opportunity to personally thank him, and we now take this method of doing so. It seems as though Montgomery keeps a store down there, and this book tells how cheap he sells things. This book is also full of pictures of how a fellow would look dressed up in some of Montgomery's bargains. For example, we notice that he says he will sell an oil-tanned Galloway coat for $21.75. Now, we believe he is honest in this, because we sell the same kind for $20. Not much difference in the price, but Montgomery is queer in some ways; he wants the money first; he says if you will send him $1.65 he will send you a "pure wool" undershirt for it; that would be just like Montgomery—he would do it, you bet—the same shirt would cost $1.50 here—pure, long wool, the "Staley make," at that. And then he says he sells work shirts for 36 cents; Montgomery is a little high here, too—we sell them for 35 cents. He thinks it's better, though, to buy the 43-cent kind; of course, what he really means is, it's better for Montgomery—but he's so timid in saying so. Fleece-lined underwear, the kind we sell for 29 cents, Montgomery thinks are bargains at 50 cents. Montgomery is all right and we thank him for the book. More new suits Saturday."

"I wouldn't advertise Montgomery Ward like that," said Barlow. "I don't believe in that kind of advertising."

"I didn't say I did, did I?" said Tobias You didn't take up my bet and I'm not going to give you any real advice—yes, I am, too. I'll tell you this much: if I were you I'd do as Charley Morrison told the man to do who hired out to cut his wood and then spent all his time standing around telling how many cords he'd cut in a day some other time and what a wonder he used to be. Charley got tired of all talk and no chop and told him to get busy and chop more wood with the axe and less with his mouth. I don't mean that you don't chop any wood, but about this mail order competition, I'd either get after that business in the right way or I'd stop kicking about the other fellows getting it."

Barlow took the advice in good spirit and admitted the force of it.

After discussing the matter for a while longer Tobias arose to go, saying as he got up:

"By the way, John, how long have you been in the peach business?"

Barlow looked blank for an instant until he saw the other man's glance travel toward the girl at the ribbon case. Then he turned red and sort of stammered:

"Why—er—that is—she is a saleslady I hired when I was in New York the other day. Her name is Dolly Dingle. They told me that she could sell more goods than any other clerk in the store where she'd been working. She wanted to get out of the city on account of her mother's health, and I engaged her. Don't you think she'll make good?"

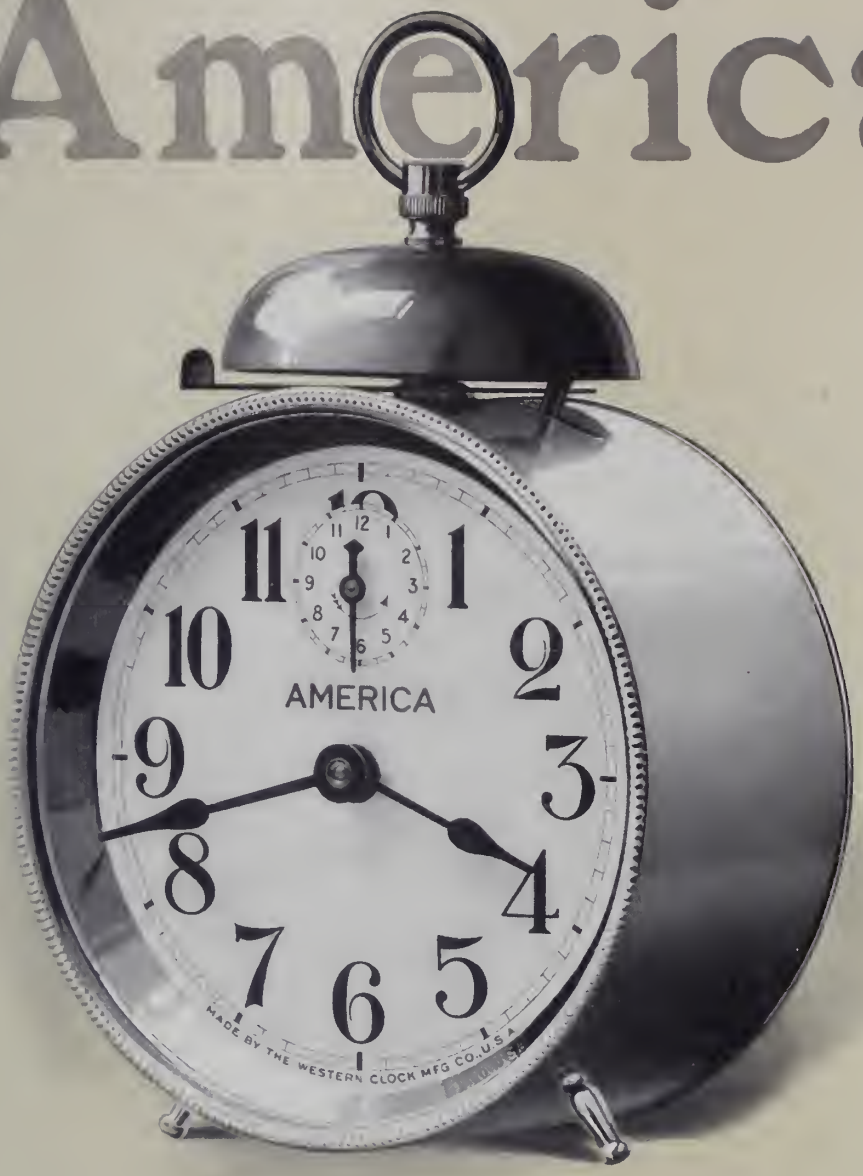
Tobias said nothing for a moment as he walked out of the office, and just at the corner of the railing he turned and remarked in a dry tone:

"Yes, John, I'm inclined to think she will make good, probably it won't take her long either."

(To be continued.)

Geo. Wolf & Sons, Louisville, Ky., have received the contract to furnish the prize cups for the American Saddle Horse Breeders' Association, and also the Kentucky State Fair. Fifteen cups are required. Their show windows are at present decorated for the Elks' convention.

America



New 1911 Model

THE America Alarm is 25 years young. When it first came out 'twas joyfully whispered it never would get old. It never has—it's livelier today than it ever was

There must be reasons—perhaps it's the good looks—perhaps it's the good works—perhaps it's the label and perhaps it's the price.

Perhaps it's all of this and then probably more. But whatever sells them, it does sell and stay sold. The 1911 model is the best ever—it's dressy, it's tasty, it's neat. The price is the lowest that's been quoted for years.

Americas come in cheerful boxes that stack particularly well into window display pyramids and circles. They are packed 12 in a carton and an order for four of these cartons or 48 clocks entitles you to the free printing of your ad on the clock dials. There's a display rack that comes for the asking, free with case lot orders.

Dealers' names printed free in case lots of 48.

Six inches high. Alarm shut-off. Packed 12 in a box with advertising matter.

In broken lots, 50c net. In case lots of 48, 49c net

WESTERN CLOCK COMPANY, LA SALLE, ILLINOIS.

Ironclad



"It Rings to Beat the Band."

IT'S a snap to sell an Ironclad; it has so many selling points, tangible, visible selling points—striking, convincing talking points.

If it sells not at sight, it'll sell on hearing. Bring one on the counter—point out how sturdily it stands, how mightily it's shielded, how huskily it's built.—Make them weigh it, make them set the alarm off, make them stop it.

Make them wind the alarm tight and see how long it rings, how true it rings, how loud it rings, then say *"one-fifty, please,"* and bring down another.—Tell them to get it cleaned every other year.

Dealers' names printed free on dials in lots of 24.

Height 5 inches. Dial 2¾ inches. Weight 2½ lbs. Rings 35 seconds, can be shut off at will.

In broken lots, 85c net. In dozen lots, 82c net. In case lots of 24, 80c net

WESTERN CLOCK COMPANY, LA SALLE, ILLINOIS.

Big Ben



Not Licensed for Sale for Less than $2.50

THERE are just three reasons for Big Ben's overwhelming success—himself, his advertising, his policy.

When you buy Big Ben you are buying the most carefully adjusted alarm it's possible to make—you are buying a demand that insures you immediate and generous returns—you are buying an ironclad price protection that guarantees the retail jeweler the most liberal clock profit he's ever been offered.

Quality, demand, profit—there is no article in any line of goods that combines these elements of success to a greater degree and there is none that deserves it more.

Dealers' names printed free on dials in lots of 24.

Height 7 inches, dial 4½ inches. Intermittent and long alarm. Nickel or brass finish.

In broken lots, $1.50 net. In case lots of 24, $1.45 net

WESTERN CLOCK COMPANY, LA SALLE, ILLINOIS.

Bull's Eye



Rings the bell every time

HERE'S a splendid little alarm clock that's made for jewelers only. It's called the Bull's Eye because it hits the mark—and it hits it in every way, looks, design and clockmanship.

It's snug, massive, shipshape.—It has a clear, pleasing *long alarm* call and a large, open, distinct face.—The movement is the easiest to get at of any alarm made.—It can be taken out frontwards or backwards, either way you want, without removing either hands or dial. It's suspended in a cast iron ring to which all the case parts, legs, bell post, shut-off, are screwed, not staked.

It's sold to jewelers only, it's not to be retailed for less than $1.25 and it comes in a beautiful box that will score a bull's eye in any window display.

Dealers' names printed free on dials in lots of 24

Dial 4½ in., hgt. 7 in., wgt. 20 oz., rings 45 seconds.

In broken lots, 68c net. In case lots of 24, 65c net.

WESTERN CLOCK COMPANY, LA SALLE, ILLINOIS.

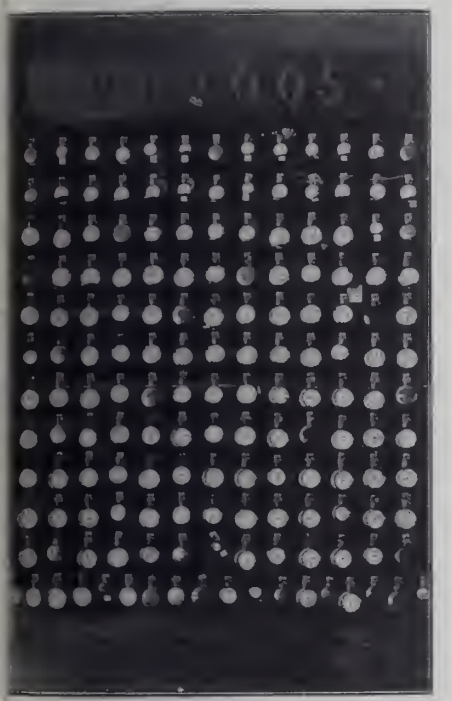
Storekeeping Department.

The Man Who Keeps Out of Ruts.

HE'S the fellow who does not consider business a matter of routine. Even is clerks are encourage l to think out sell- ng plans and to help broaden the trade. He carr.er no idle li es. Instead, he an- cipates new demands with new goods; he akes demands with superior products, and e constan ly pushes quality staples. Any ne that doesn't respond to this treatment dropped like a hot potato. He sees that customers are served prompt- and properly in a store having all modern acili es for trade. And if a customer oesn't return he tries to find out why —*The Business Philosopher.*

The Way of the Enterprising.

V. C. LOOS, Arthur, O., is sending out handsomely printed postcards showing photograph of his watch rack, containing 8 watches. The card bears no adver-



SHOWN ON AN OHIO JEWELER'S POSTCARD.

ising text. A good catch phrase or some uggestion concerning the repair depart- nent would improve the advertising value f the card.

* * *

On the back of a business card sent out J. F. Carr, Portsmouth, O., is the fol- owing text:

CALF SWALLOWS A WATCH.

Last Fall a farmer living north of town, while orking in a field, hung his vest on a fence and as since been unable to locate it But it has eveloped that a brindle calf wandered up and te the vest. The calf, now full grown, was sold a butcher in this city who found the farmer's atch lodged in the neck of its stomach in such position that the action of breathing kept it ully wound up. The case was very tight and ad protected the works perfectly. A short time efore losing the watch it had been repaired and ut in first class order by J. F. Carr, the Chilli- othe St. jeweler. It was found upon examination hat the watch had lost only two minutes and 5 seconds.

A Collection Letter That "Pulls" Without Offending.

A LARGE stationery house in the west sends out a neatly printed letter to delinquent accounts, which brings in the money without offending the customer. It reads as follows:

> Small bills, however trifling when consid- ered singly, in the aggregate form a sum so large that the withholding has ruined an otherwise prosperous business. Happy is he who will cheerfully perform the duty of the moment, whatever it may be.

The above fact has appeared on our statements for many years; occasion- ally, however, some of our friends overlook that plain duty, the doing of which would make things so pleasant for us all.

Have you ever calculated how many thousands of dollars of accounts a sin- gle dollar bill will pay, if "sent on its way rejoicing?"

We find you are overdue to us for an account of $——, and if you will kindly read over the motto above and will then send us your check, we prom- ise to "push it along" that it may do as much good to the other fellow.

Now, one good strong pull; pull to- gether.

A customer who had received this letter expressed his appreciation of it in the fol- lowing note:

"We must congratulate you on your let- ter. It is certainly worthy of prompt at- tention from all, and we further wish that the motto you present could be sunk deep in the minds of all business men."

Andrew Cross, Hollidaysburg, Pa., has a Tobias watch that has been in the Cross family for over 116 years and is still keep- ing good time. It is operated by a chain instead of a spring, and was purchased in Scotland.

A Representative Retail Jewelry Store of Reno, Nev.

ILLUSTRATED herewith is the estab- lishment of R. Herz & Bro., Reno, Nev. The store is 90 feet long and 24 feet wide. The watch repairing and engraving department is located on the right as one enters the store and the offices on the left. A first class optical department is also con- ducted in charge of a registered optome- trist. The fixtures are of mahogany. The floor cases are plate glass and the wall cases have very attractive mirror recesses. The store has a metal ceiling and the floors are covered with tiled linoleum. The estab- lishment is brilliantly lighted by several electric chandeliers.

The concern carries a stock of $75,000, one-third of which is invested in diamonds, and manufactures and mounts most of its diamond jewelry.



THE STORE OF R. HERZ & BRO., RENO, NEV.

A specialty is made of fine Nevada tur- quoises and gold nugget jewelry. The business was established in 1885, in Reno, which has a population of 10,000.

The business is conducted on a dignified plan and has been developed by the cour- teous treatment of customers, judicious ad- vertising and enterprising store keeping methods.

The stationery used by the concern is in keeping with its dignified policy, being a very light shade of blue printed in a darker shade of blue and embossed.

Clifford P. Poage, Cincinnati, O., a trav- eling jewelry salesman, lost his sample case containing $500 worth of jewelry recently in front of the interurban station in Lo- gansport, Md., but later, af er several hours had elapsed, it was found by a patrol- man. On alighting from a car Poage dropped his case on the sidewalk and walked off and left it. About four hours afterward he noticed his loss and notified the police. Shortly afterward a patrolman found it lying on the sidewalk in front of the interurban station, in the exact spot where Poage had left it.



THE 8-DAY AUTOMATIC

6-inch Seamless Nickel-Plated Brass Case with 4-inch Bell-Metal Gong on Back. Has "Alarm" and "Silent" Switch.

WHY NOT HAVE

8-DAY ALARM NICKELS?

ACCURATE TIMEKEEPERS
SURE ALARMS

The Only Attention Required Is To Wind Once a Week.

Fitted with automatic push switch to stop alarm ringing. The switch releases automatically so that clock rings next morning at time set.

We are the

Sole Manufacturers

Of 8-Day Alarm Nickels

Write For Illustrations and Prices of Our Line

THE NEW HAVEN CLOCK CO.
NEW HAVEN CONN.



HOFMAN QUALITY



"BEAUTY IS ONLY SKIN DEEP"

Don't trust to your eyes alone when buying store fixtures.

HOFMAN FIXTURES

are the product of the finest organization of its kind in this country—of men who combine the highest skill with an inherent love of their work; and the materials used in the construction are the best that have yet been found to satisfactorily meet the various particular requirements.

Other fixtures may look as good for less money; but Hofman Quality assures usefulness and good service long after the other fixtures have passed into disuse. Remember, there's real economy in buying the best, and there's only one best kind of store fixtures—HOFMAN FIXTURES.

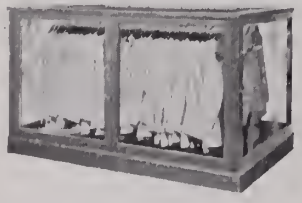
Write for our catalogue to-day.

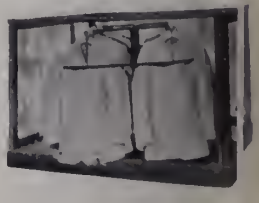
HOFMAN QUALITY

HOFMAN QUALITY

JOHN HOFMAN CO., 144 Leighton Street ROCHESTER, N. Y.

NEW YORK OFFICE, 806-807, 1 West 34th Street





HOFMAN QUALITY



The Fall Advertising Campaign.

Written Expressly for The Jewelers' Circular-Weekly by Blake Ozias.

THE wideawake jeweler who is going to conduct a Fall advertising campaign made his plans weeks, perhaps months ago, and is now actually started with his triweekly or daily advertisements in his chosen newspapers.

But it is better to begin late than not to begin at all, and I hope that the observations and suggestions which I shall make will be of some assistance to the late starters, and perhaps even prove of value to those who are already at work, in that they may contribute a new idea that will fit in with plans already made.

I use the word encouragement advisedly for there is need for faith and perseverance for especially the newcomer in advertising. No advertising success is made in a week, very rarely in a month, very often not in six months, but always success comes if the faith is strong enough and the perseverance long enough. Provided, of course, that the advertising is done with an observance of the dictates of good judgment, and backed up by proper merchandise and proper store service.

And this last mentioned condition brings me back to my first statement that the proper time to plan a fall advertising campaign was early in the Spring or Summer. Then the plans should have been carefully worked out in order that purchases could be made to fit the advertising plans. A great many merchants make the grave mistake of employing advertising to dispose of goods bought without any idea of the possible necessities of the advertising. That is to say, the stocks are purchased somewhat indiscriminately and the advertising is made use of to move them—and is often expected to move stocks that have proven undesirable or at best rather slow sellers. Of course all purchases are presumably made with careful consideration as to their suitability to the store's class of trade and the general demands of the community, but particular attention should be paid to the purchase of stock to be advertised.

I do not mean that the advertising should be ever of "specials" or of the cheaper grades of merchandise, but rather that, in order to make the advertising most effective it is necessary to have your plans made in advance of your buying and place your orders with the requirements of the advertising plans constantly in mind. For instance, if you are going to make a special effort to sell table ware of all sorts just before Thanksgiving you will doubtless buy a much more suitable stock of wares for this purpose if you know just how much you are going to advertise it and when and how.

But this kind of talk is of no use as far as the Fall campaign is concerned. It will do no harm, however, for you to keep these suggestions in mind for your Spring campaign, and for your late purchases of Christmas goods.

Then for the Fall campaign for the man who has made no special plans in conjunction with his buying earlier in the season—for the man whose Fall goods are arriving daily and who wants to start things moving by advertising.

Spend the bulk of your money in the newspapers. Do not waste any of it in programs (except possibly a good theater program).

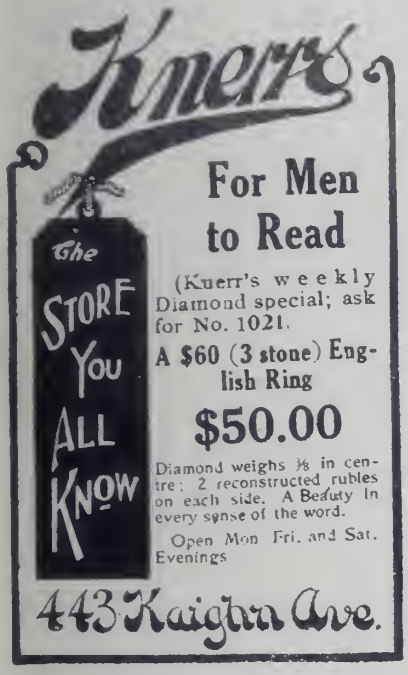
Do not try to use too many papers.

Divide your appropriation so that you will have an advertisement at least three or four times a week in at least one newspaper. I should advise the use of five inches daily in preference to 10 inches three times a week. Make your newspapers give you a good position. They will do it if you are a regular daily advertiser, and specify in your contract that your advertisement have the same position every day.

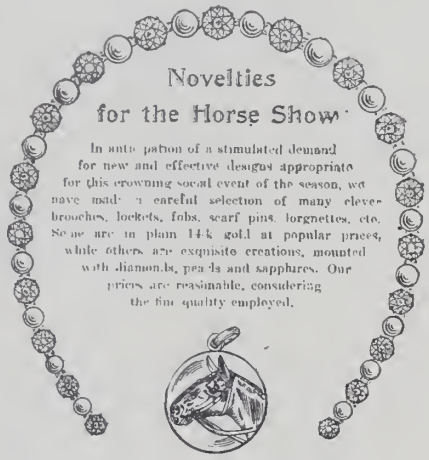
Don't fill your space too full. White space makes your advertisement more attractive to the eye, invites the reader and leaves a better impression.

Be sure to change your copy every issue. If you want to advertise the same merchandise twice, word your advertisement a little differently. Do not try to copy Tiffany. Do not try to copy anybody. Be yourself. Don't exaggerate. Be sincere. If you are really sincere your advertisement will inspire confidence. It cannot help it. And by the same token it will certainly fail if you are not sincere.

The man with the oil well stock and the man with the sure cure may be clever [illegible] make lies read like the truth, but



SPECIFIC ADVERTISING BY A JEWELER OF CAMDEN, N. J.



APPROPRIATE ADVERTISING FOR THE HORSE SHOW SEASON.



CLEVER ENGAGEMENT RING ADVERTISING.

Dennison QUALITY



Dennison QUALITY

Dennison's Display
TRADE MARK

At the Richmond Convention

THE three complete window displays shown in Illustration were exhibited at the Richmond Convention, and elicited much favorable comment. These window fittings are now on display at our 27th Street Store, and we cordially invite all Jewelers visiting New York City to call and inspect them.

We are in a position to execute promptly orders for

Window Banks or Jewelry Display Fixtures

in any combination or colors.

Dennison Manufacturing Co.

THE TAG MAKERS

BOSTON	NEW YORK	PHILADELPHIA	CHICAGO	ST. LOUIS
26 Franklin St.	15 John St. 15 W. 27th St.	1007 Chestnut St.	62 E. Randolph St.	413 N. Fourth St.

Retail Advertising Department.

ou are not, besides you are in the jewelry usiness and cannot afford to do it even you have the cleverness. Don't try to ıy old stock is new

Don't try to say out-of-date things are the latest." Be honest and you will sell ıem at just as good a price and gain the onfidence not only of the actual purhasers of these goods but of all who read our advertisements. An advertisement ke this will do you no harm:

A Few

Belt Buckles

at Reduced Prices

WE have about a dozen belt buckles that are of last season's stock and which we have marked at a reduction of approximately 25 per cent.

These buckles are not in the very latest pattern, but the difference is so slight that none but Fashion's most ardent devotees would know them to be such, much less object to them.

The price reduction affords the opportunity to choose a beautiful belt buckle and save from a dollar to five dollars.

GOLDSMITH'S

Jewelers :: :: 200 Johnson Street

That advertisement will be read by the oman who does not care whether her elt buckle is in the latest style or not nd she will take advantage of the saving ffered. It will also be read by the woman ho does care, and while she will not buy ne of those buckles she will immediately onclude that you would not try to sell her last season's buckle for one of later deign. So you get rid of your dozen buckles nd win many new friends in addition.

Talk in a sincere way occasionally about he policies of your store but do not cry our virtues from the housetops. Let the mpression of your correct principles be ained rather by inference than from any irect statement. An advertisement of this ind will have this effect

When You Go

into a jewelry store you like to feel about this way:

That what you buy will be genuine, no matter how small your purchase.

That the price will not be exorbitant, no matter how large

It is the desire of this store that all new customers shall unconsciously carry away this impression. Our old customers know it from experience

GOLDSMITH'S

JEWELERS

200 Johnson Street

Advertisements of this character could robably be used with profit for about very third or fourth insertion.

Get your advertising copy ready as far in advance of publication as possible. Do not wait until the last minute. There is nothing more important claiming your attention unless it be a customer waiting to make a purchase. Try, if possible, to get your advertising ready for a week or two in advance. Be sure to have at least one display window conform to your advertising.

Put the advertised articles in the window, and near them place a neatly mounted clipping of your advertisement for the day. If you are using a uniform space it will be worth while to provide an attractive frame in which to display the advertisement in the window.

In conclusion I urge you to take your advertising seriously. Take pride in it.



REDUCED FROM 7¾ INCHES, DOUBLE COLUMN.

Give it plenty of your time. You cannot be better employed than in attending carefully to your advertising. Make your plans —and carry them out.

Newspaper Information.

ADVERTISERS should reckon the length of a line in the regular newspaper column as 13 ems pica, or 2⅛ inches. This width—13 ems wide column—is adopted, with very few exceptions, by all newspapers. The number of columns in newspapers varies from five to nine. The seven-column paper is the most popular. According to the number of columns used by a paper, the size, in inches, of the pages is as follows: Five-column, 11x18; six-column, 13½x20; seven-column, 15½x22; eight-column, 18x24, and nine-column—which is very seldom used—20x26. The above figures indicate the space occupied by composition.

W. S. Warner, Austin, Pa., has moved to Cuba, N. Y.



Catch phrases, descriptions and arguments which retail jewelers have used in their newspaper advertisements.

WATCH Curtis. A watch movement may be finely made and yet fail to keep accurate time in all positions. High-grade watches are therefore run in all ordinary positions at the factory for months and variations from standard time carefully corrected. This is called position adjustment. They're likewise run for long periods in ovens at high temperature and in refrigerators at low temperature, and variations under such conditions also corrected This is called temperature adjustment. It is obvious that an adjusted movement must be a more accurate timekeeper than an unadjusted one, and that it is worth and must sell for a higher price. Here are two, both 17-jewel, but every difference in favor of the high-grade one except the price: 16 size, 17-jewel watch, unadjusted, in 20-year gold-filled case, a reliable watch for the ordinary man, $17.75; 16 size, 17-jewel watch, fully adjusted to five positions, temperature and isochronism, in 20-year gold-filled case, the watch for the man who wants a good one, for $29. See 'em in the window. O. M. Curtis, Denton, Tex.

Buy a Lukens Diamond. They are superlative stones. In color, clearness, cutting and polish we aim for perfection where diamonds are the subject. It's quality you want first in gems; after you have found that, you are ready to talk prices. Lukens diamonds are selected by an expert, from the finest stones imported. When you are ready to talk prices—our one-price system will mean quite a saving for you. W. J. Lukens Co., "One-Price Jeweler," Wheeling, W. Va.

Jewelry for the State "Fair." Dainty settings. Rich silverware. Our new and complete stock of Fall and Winter novelties has arrived, and we are now ready to show what we have selected to delight the eyes of the knowing people of Nashville and surrounding country. Our settings of precious and semi-precious stones are of the very latest designs. Before we bought, we made certain that we got exclusive patterns only. We will be glad to show you anything you wish to see. If we can't show you something you want we will be disappointed. Jensen, Herzer & Jeck, Nashville, Tenn.

Cut glass is always acceptable. It makes a long-remembered gift. In our special offer in cut glass for this week you will find the newest designs exquisitely cut, and the quality of both shape and design puts our cut glass in a class of its own. Prices are reasonable. Make your selection early. L. & V. Tweel, Huntington, W. Va

Your next move will be to procure a good Stock for FALL TRADE

and it will be a move in the right direction if you decide you have played the game long enough—without

PAIRPOINT CREATIONS

Let us show you the way to the King Row by the use of some of our Productions



This cut shows a new line of Brass Vases and Flower Holders with Crystal or green glass linings.

"Attractive and Popular"

THE PAIRPOINT CORPORATION

Photograph Books showing any of these lines complete loaned to the trade on application for inspection } Cut Glass, Silver Plate, Electric Portables, Prize Cups, Brass Goods and Sheffield Reproductions

FACTORIES:
NEW BEDFORD, MASS.
Dept. D

BRANCHES:
NEW YORK - - - 38 Murray Street
MONTREAL Coristine Building, St. Nicholas St.
SAN FRANCISCO - - 717 Market Street

THE CONNOISSEUR

Devoted to Art Pottery, China, Marbles, Bronzes, Cut and Decorative Glass Ware, Bric-à-Brac, Lamps, Art Metal Wares, Fancy Goods and Kindred Lines.

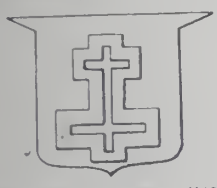
THE CONNOISSEUR'S HANDBOOK.

Definitions of Some Technical Terms in Gold and Silver Smithing and Ceramics Alphabetically Arranged for Easy Reference.

By Clement W. Coumbe.

(Continued from issue of Aug. 30.)

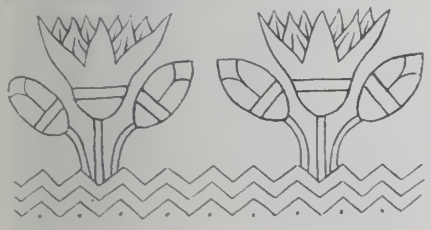
LORRAINE VOIDED, Cross of. "Is like the



CROSS OF LORRAINE, VOIDED.

cross patriarchal."—Berry.

LOTUS. In art the *lotus* is a favorite motif of decoration. It was used by the



EGYPTIAN BLUE MEMPHEA DECORATION.

Egyptians as symbolizing water, and was then accompanied by a series of waved lines, as in the accompanying cut.

"LOUIS TREIZE ENAMELS" are small plaques having plain enamel background on which is painted flowers, also in fusible colors. They originated early in the XVII century (the reign of Louis XIII.) whence the name.

LOWESTOFT (pseudo or *sino-Lowestoft*). Mrs. Willoughby Hodgson (1903) says: "How Oriental porcelain came to be called *Lowestoft* will, I fear, forever remain a mystery; but that the great majority bearing that name is Oriental there is no doubt, and it is strange that even families who possess services of armorial china, and who have records which show that it was made to order in China, now speak of it as '*Lowestoft*.' At present we have not any evidence that Oriental porcelain was ever imported direct to *Lowestoft* from China, and, stranger still, there are in America well-known pieces of Oriental china with authentic documents, showing them to have been imported direct from Canton, which were called '*Lowestoft*' china, and in at least one instance, namely, that of the bowl in the rooms of the East India Co. at Salem, which is called the '*Lowestoft*' bowl, the words 'Canton, 1786' are found upon it, and a painting of the ship which brought it to America from that place." William Chaffers, in his "Gallery" (1872) goes into considerable detail to force circumstantial evidence that these Chinese pieces (including *armorial* china), made to order for European and American families, and therefore decorated in European patterns and with the heraldic blazoning of the owners for whom they were intended, were produced in *Lowestoft*. Of the traditional *Lowestoft* there are so-called hard and soft porcelain pieces. Blacker says: "The so-called *Lowestoft* hard paste is generally Chinese, which has been enameled in England, and the insufficient heat applied in the English kilns did not melt the glaze on the Chinese porcelain. It was only able to make the enamel colors adhere to the surface, and you will find them dry and rough above the glaze with frequent marks showing where the colors once had been." The Oriental pieces are now often termed *sino-Lowestoft*.

True Lowestoft. The site of the factory at *Lowestoft* has been unearthed, and finds (1902-4) and "wasters" (spoiled pieces and fragments) as well as many moulds were found. These prove that all stages of porcelain making were carried out on the premises, thereby contradicting the former statements that the goods were brought here to be decorated or were baked here and decorated elsewhere, etc. Authentic records show that in 1756 Hewlin Luson, of Gunton Hall, near *Lowestoft*, discovered china clay of some sort and built "a temporary kiln and furnace," etc., at Gunton and engaged practical workmen from London. The London manufacturers, fearing competition, bribed the workmen, and they spoiled the ware in every experimental bake, and discouraged the effort. Next year, however, Walker, Brown, Aldred and Richman started a kiln at *Lowestoft* (at Bell Lane). The same tampering with the workmen ruined the output, but, after discovering the cause of their numerous disappointments, the proprietors took the necessary precautions against such tricks and Gillingwater, in his contemporary "History of Lowestoft," says they "have now established the factory upon such a permanent basis as promises great success" and they "employ a considerable number of workmen, and supply with ware many of the principal towns in the adjacent counties, and keep a warehouse in London." Excavations proved that the following ware was made here, "fluted cups, basins, cream jugs, sauceboats, teapots (one with a raised floral design dated 1761) * * * cabbage jugs of Worcester pattern, openwork baskets," etc. These "wasters" also prove definitely that many pieces bore the forged marks of the works that made the original pieces. The decoration consists of copies of Worcester, Caughley, Bow, Plymouth, Bristol, Liverpool, Dresden, etc.; they show no originality. Spelman says: "Lowestoft paste has a creamy look, which in many cases is disguised by a colour in the glaze, so as to resemble Oriental china, but if this glaze is slightly chipped the true colour of the paste at once appears." "The glaze," he tells us, "varies much, but most often is a pale bluish colour, and is to be seen lying thickly at the inside edge of an inside rim, or at the junction of a handle. * * * It is often of a bluish green, but not so green as the glaze often seen on Worcester china. It often is quite colourless, especially on pieces decorated in colours, and on finely executed pieces."

Besides the articles mentioned above, *Lowestoft* appears to have made a specialty of "birth plates" (plates with a name



LOWESTOFT BIRTHPLATES FOUND ON FACTORY SITE. No. 3 REVERSE OF No. 1.

and birth date written across the piece, and souvenirs with the words "A Trifle from *Lowestoft*" on them. Some barrel-shaped mugs appear with this name.

All the articles so far discovered on



COMPLETE LINE OF

Bohemian and Domestic Glass

French and English China

Gold Band and Monogrammed

Special Order Work and Matching of Old Pieces

Orders Filled in 10 Days

Send for Illustrated Booklet and Samples

WARRIN and SON

EST. 1860

DECORATORS OF CHINA AND GLASS
CRESTS & MONOGRAMS A SPECIALTY

49 Wooster Street, New York

"Look for the Lenox Trade Mark when buying fine China"

LENOX

LENOX CHINA



The Virginian Decoration (Copyrighted)

LENOX, INCORPORATED

TRENTON, N. J. Walter S. Lenox, Pres.

C. O. BAKER, Pres. C. W. BAKER, Vice-Pres.

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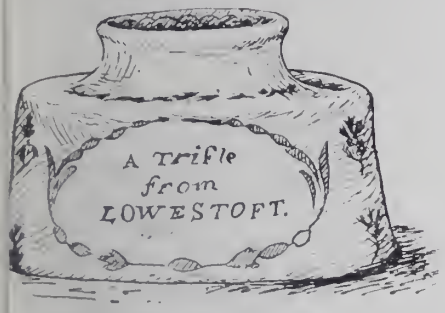
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he works are of *soft-paste*. Church says, 'the paste is not so soft as that of Bow or Chelsea. It is slightly yellowish by transmitted light * * * The painting is

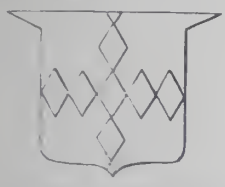


OWESTOFT INK POT. CORNFLOWER DECORATION.

eeble in drawing, but otherwise reminds one somewhat of the style of St. Cloud porcelain, except where imitation of Chinese design has been attempted." The factory flourished between 1760 and 1800, but was closed in 1802.

LOZENGE (her.) (German *Raute*). The form that in modern times has been termed "diamond-shape." It is the same as the *fusil* only expanded horizontally. Or the *fusil* might be termed a perpendicularly extended *lozenge*.

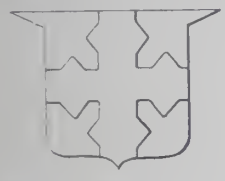
LOZENGÉE CROSS, or *cross lozengy*.



CROSS LOZENGÉE

lozenged, etc., "is a cross composed of *lozenges*."—Berry.

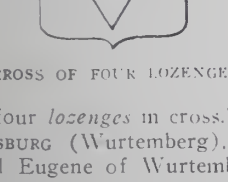
LOZENGÉE NOWYED. Cross, "or cross *nowy*



CROSS LOZENGÉE, NOWYED.

lozengy."—Berry.

LOZENGES. Cross of Four, "or better



CROSS OF FOUR LOZENGES.

lazoned four *lozenges* in cross."—Berry.

LUDWIGSBURG (Wurtemberg), 1758-1824. Duke Carl Eugene of Wurtemberg established at his personal expense a porcelain factory in 1758 here, with Major Riger as superintendent and Joseph Ringler (formerly of the Vienna and the Neudeck-Bavaria factories) as director. The latter retired in 1802. The process must have been costly as there was no practical clay in the State, and both fuel and water were scarce. The body was first made from clay drawn from Passau, but it lacked the whiteness of Meissen and Berlin; the period, however, was propitious, as both the latter factories were suffering from the hindrances of war. The art merit of the *Ludwigsburg* productions equalled anything brought forth from contemporary fabriques. Beautiful groups and figures of shepherdesses, hunters, dancers, Chinese figures, after Meissen style were gen-



LUDWIGSBURG COFFEEPOT (VICTORIA AND ALBERT MUS.). HEIGHT, 8½ INCHES. DOUBLE-C MARK, DUCALLY CROWNED, ON THE BOTTOM.

eral. But rich table ware also was made on which the accompanying coffeepot affords some idea of the scenic decoration used. Johann Christian Wilhelm Beyer, the modeler, was engaged in 1759. His forte was classical figures. He worked eight years here. The love of Duke Carl for highly artistic, costly pieces is shown in the early period under his supervision. As example, a Neptune in chariot drawn by sea-horses, with attendant dolphins, mermaids, etc., set in rocks. The piece measured six feet high by 17 feet long. Flowers, bouquets, etc., were a specialty as presents for the court. Duke Carl died in 1793, and Friedrich, his successor, carried on the factory, but was not able to uphold the same high standard of art. Denis-Vincent David, from Paris, and Georges Walcher, the painter, from Sèvres, were now employed. The former produced a whiter body by introducing clay from Limoges. Upon the King's death (Wurtemberg had become a kingdom) in 1816, decay set in. The factory was let on lease and was closed in 1824.

The King of Wurtemberg possesses a large collection of pieces from this factory, among them a number of vases surrounded with garlands, having birds, insects, butterflies, etc., applied. Stuttgart also has a fine collection of groups among her antiquities.

Marks: Early pieces have the letter L for the Wurtemberg arms—three stag's horns. Later (say from 1806 to 1818) two interlaced C's were used, sometimes ducally crowned. From 1793 Duke Carl's initial was followed with an F, and, upon Friedrich becoming king, the ducal gave way to a royal crown in 1806. Niderviller also used two C's interlaced and ducally crowned, but the crowns differ. "From 1759 to 1770 T.R. under a crown appears, as well as in cursive text without the crown."—Jännicke.

Ludwigsburg faience. "A faience fabrique was established here before the porcelain factory, and it continued into the third decade of last (XIX.) century. It appears the pieces had the same marks as the porcelain shows. Jacquemart mentions one piece of faience dated 1726, having medallion decorated with an imperial eagle on a violet ground and the interlaced C's."—Jännicke.

LUNÉVILLE. Lorraine (France). Jacques Chambrette established a faience factory here in 1731 (Garnier says 1730) which later acquired fame under the name of "Royal Manufactory of Stanislas," and later as the "Royal French Manufactory." Upon his death, in 1758, his son Gabriel and his son-in-law Charles Loyal succeeded him. In 1778, through heavy losses, they had to sell the works to Sebastien Keller and Guerin, whose descendants still run the establishment. *Lunéville* ware followed the Strasburg and Marseilles styles. They are easily distinguished, says Frantz: "In Marseilles work the flowers are usually accompanied by long and very green stalks; in that of *Lunéville* and Strasburg, on the contrary, they are generally massed into a light compact bunch composed of one or two large flowers, roses, peonies or pinks. But there is also an essential difference between *Lunéville* and Strasburg; in the products of the former the petals are always much more fully blown. From *Lunéville*, together with a very large quantity of table services, came charming semi-circular jardinieres, conceived in the spirit of Watteau and Boucher, openwork haskets copied from Saxony, and lions and dogs, sometimes of life size." Cyfflé, in 1769, produced here some of his beautiful groups in both fine earthenware and in hard biscuit porcelain ("terre de Lorraine"). Cyfflé's work here dates from 1769 to 1780, when the moulds went to Niderviller. Hence the difficulty in differentiating them. Wylde says "those of *Lunéville* are usually more smooth and soft to the touch." Auscher declares there is no proof that *Lunéville* ever produced true porcelain. The pieces are, he says, "only a species of fine white earthenware, as the paste can be easily rubbed away with a steel tool."

(To be continued.)

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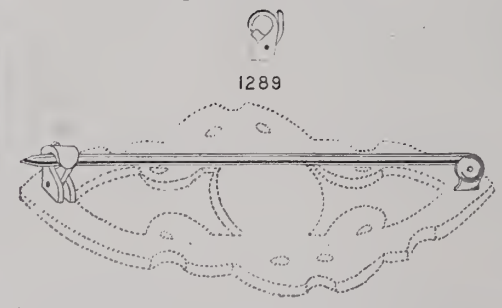
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WORKSHOP NOTES AND QUERIES

Answers are also solicited from our readers to the questions published on this page.]
No attention paid to communications unless accompanied by full name and address of the writer.

QUESTION No. 2961.—**Number of Teeth in Dial Wheel.**—*Kindly inform me whether the number of teeth in dial wheels are correct in a 24-hour chain, one-weight German corner clock. I have repaired the clock thoroughly, but it still runs about two hours fast in 24 hours. From appearances I conclude some previous mechanic tried to alter to an eight-day clock. The escape wheel has 30 teeth, beats 60 to the minute; next wheel has 60 teeth, main wheel, or one on which the chain runs, 84 teeth, the shaft of which extends through front plate, on which is mounted a minute wheel with 8 leaves for pinion and 48 teeth in the wheel, cannon pinion has 16 leaves; hour wheel 52 teeth. Can you suggest probable cause of the trouble?* P. A.

ANSWER:—The question as to the correctness of the motion or dial works is readily proven by the rule which applies to watches, viz. Multiply the teeth in hour and minute wheel together; next multiply together the leaves of the cannon and minute wheel pinion, and again multiply their product by 12, when the products of each multiplication should be equal, as follows: the wheels $52 \times 48 = 2,496$. Next calculating the pinions, $16 \times 13 \times 12 = 2496$. The respective products being equal, their accuracy is proven.

Regarding the train, the number of leaves in the pinions has not been given. As understood, the action of the weight is on the main wheel. This wheel gears into the pinion of the middle wheel, and middle wheel gears into the pinion of the escape wheel. The main wheel, to which is attached the dial works, turns once in 60 minutes; the escape wheel makes one turn in one minute. To determine the number of teeth in the main wheel and middle wheel it must be understood that each wheel and pinion geared together turn in the reverse ratio to the number of teeth. Granting that the main wheel has 84 teeth and gearing into a pinion of 12, this pinion will turn seven times to every turn of the wheel, it is quite evident that wheel and pinion move simultaneously, tooth for tooth, each turn of the wheel allowing the pinion to turn through 84 teeth, or to make seven complete turns ($84 \div 12 = 7$). As the main wheel turns once in 60 minutes, the pinion of the middle wheel, and with it the middle wheel, will turn once in 8 4-7 minutes ($60 \div 7 = 8\ 4\text{-}7$).

The middle wheel has 60 teeth, and, allowing the pinion on the escape wheel seven leaves, therefore the middle wheel turns once to 8 4-7 turns of the escape wheel pinion ($60 \div 7 = 8\ 4\text{-}7$). As the middle wheel takes 8 4-7 minutes for one revolution, the escape wheel and its pinion will take one minute to turn once, viz.: $8\ 4\text{-}7 \div 8\ 4\text{-}7 = 1$.

To restate it, the middle wheel having 60 teeth and the pinion of the escape wheel seven, the proportion is 8 4-7 to 1. Thus the pinion makes 8 4-7 turns to each one of the middle wheel. The middle wheel, carrying the middle wheel pinion, makes seven turns to one of the great wheel. Then the pinion of the escape wheel makes 8 4-7 turns to one of the middle wheel, or 60 turns to one of the great wheel ($7 \times 8\ 4\text{-}7 = 60$); that is, the great wheel turns over in 60 minutes, the middle wheel once in 8 4-7 minutes, and the escape wheel once in one minute. On the supposition that the numbers of teeth and leaves are correct for a seconds pendulum, viz.: main wheel 84 teeth, middle wheel 60 teeth (carrying a pinion of 12), escape wheel 30 teeth (carrying a pinion of seven), then we have for value of train, connecting barrel axis and escapement axis:

$$\frac{84 \times 60}{12 \times 7} = \frac{5040}{84} = 60.$$

That is, the escapement arbor will make 60 revolutions while the barrel arbor makes one. Hence the barrel arbor will revolve once in 60 minutes, or one hour.

We would advise a recount of the train wheel teeth and pinion leaves, and calculations along the lines indicated. The number of vibrations of a seconds pendulum per hour is 3,600, per minute 60, and its length about 39 inches. The method usually adopted to find length of a pendulum to make any required number of vibrations per minute is to multiply the length of the pendulum vibrating seconds by the square of 60, the number of seconds in a minute. Then divide by the square of the vibrations desired, viz.:

$$\frac{39.1 \times 60^2}{\text{vibrations required}^2}$$

An example will help. Find length of pendulum beating 120 vibrations per minute, as follows: Multiplying 39.1 by the square of 60, gives 140,760.0. Next divide by the square of the vibrations ($120 \times 120 = 14,400$). Dividing 140,760.0 by 14,400, gives 9.77 inches, which is the length of the pendulum required.

Should a pendulum beat too fast or too slow, the following rule can be used to bring it to time: Multiply twice the length of the pendulum by the number of seconds gained or lost, and divide the product by 86,400, number of seconds in a day. The answer will be the number of inches pendulum should be altered. For instance, a pendulum beating seconds gains 180 seconds daily. Then $39.1 \times 2 \times 180 = 14,076 \div 86,400 = .163$ inches nearly, which is alteration required.

If a pendulum 10 inches long gains or loses five minutes daily (300 seconds), find alteration. It is worked out as follows:

$$\frac{10 \times 2 \times 300}{86,400}$$

The rules as given are quoted as guides. Mechanical defects, etc., materially affect the practical results.

While the length of the pendulum has not been given in the query, yet, as a possible factor in the cause of error, we have included information which may be useful. We would also advise that every wheel and pinion be closely inspected, as one short one may cause a slip, thereby making the clock go faster. A close examination of all depthings is also advisable.

QUESTION No. 2962.—**Gold Solder.**—*Can gold be soldered with a lower karat gold? I want a gold solder that has no brass or copper in it.* B. A. L.

ANSWER:—Gold can be soldered with a lower karat gold. We may use 18 karat to solder 22 karat, 14 karat to solder 18 karat, 10 karat to solder 14 karat, six karat to solder 10 karat, and four karat to solder eight karat. Most of the gold solders contain some brass or copper, but as the querist wants some without this, then he must use more silver in place of the brass or copper. Gold solders without the use of copper do not flow very easy, and are more difficult to use. The gold solders purchased from the dealers are very easy flowing and all contain brass or copper. It would be quite difficult to produce a solder for 8-kt. gold without the use of brass or copper, and the writer knows of no such formula. The usual solder for 8-kt. consists of fine gold, four parts; fine silver, 9½ parts; fine copper wire, seven parts; brass wire, 3½ parts. Add the brass last. For 12-kt. solder: Fine gold, eight parts; fine silver, 9⅓ parts; fine copper wire, 6⅔ parts. Add one pennyweight of zinc just before pouring. For 14-kt. solder: Fine gold, 10 pennyweights; fine silver, eight pennyweights four grains; fine copper wire, five pennyweights 20 grains. Add 16 grains zinc just before pouring.

QUESTION No. 2963.—**Verde Antique.**—*A formula for verde antique on copper was given us recently. Will you please tell us how much salammoniac to use with a gallon of water?* E. H. L.

ANSWER:—From two to three pounds of powdered salammoniac to the gallon of water would produce the green antique on copper.

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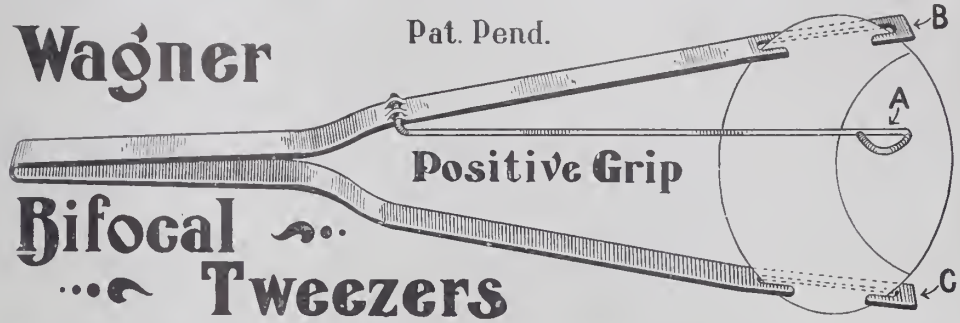
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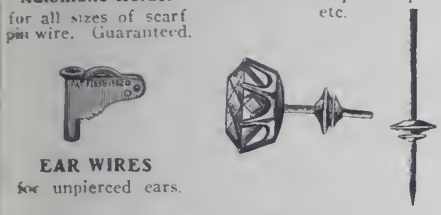
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WE DO OUR OWN SWEEP SMELTING, enabling us to pay **FULL MARKET PRICE** for contents of **PLATINUM, GOLD, SILVER** and **IRIDIUM IN JEWELERS' SWEEPINGS.**

The services of our corps of Expert Metallurgical Chemists are always at the disposal of the trade.

Forward us any stock you wish the value determined

Workshop Notes

for Jewelers and Watchmakers

Cloth :: Postpaid, $2.50

Published by
The Jewelers' Circular Pub. Co
11 John St., New York



If not leak MOORES

THE ORIGINAL NON-LEAKABLE FOUNTAIN PEN

Enlighten your customers



When the prospective purchaser knows the facts about the Moore Fountain Pen, he is convinced beyond a doubt of its superiority.

The dealer who takes pains to explain these facts is almost sure to make a sale. Moore pens have had an enormous sale among people who have been prejudiced against fountain pens in general because of their tendency to leak. The screw cap on a Moore positively overcomes this difficulty. That alone is a strong selling argument.

Shaking in order to start the ink flow is an unknown occurrence with the user of a Moore. The pen point is always moist and writes perfectly with the first stroke.

To fill it is but the work of a minute. No troublesome joints to unscrew. These and many other qualities combine to make the Moore a valuable and profitable asset to your business.

ADAMS, CUSHING & FOSTER, 168 Devonshire Street, Boston, Mass.

Selling Agents for AMERICAN FOUNTAIN PEN CO.



TYLER & GREGORY

AUCTIONEERS

Room 1102, 37 South Wabash Ave., CHICAGO

It costs no more to obtain Tyler and Gregory, two high-class auctioneers, than the services of any one auctioneer will cost you.

We maintain no business relations with any other auctioneers or auction houses. We never disappoint you by sending a substitute at the last minute to fill our engagements. This is an absolute rule with us and we adhere strictly to it.

To those who inquire regarding our methods, we say, we have no stereotyped ones. We adjust our plans and methods to the conditions in your store and community.

We use up-to-date selling methods, original ideas in advertising, sell the goods you want sold, and, above all other considerations, protect your future business.

There is nothing monotonous about an auction we conduct, for our partnership allows of a change of voice and manners.

An auction conducted along the lines we advocate and practice never demoralizes your future business; on the contrary, it attracts new customers and serves as a profitable advertisement for future business.

BY HONEST DEALING, ABILITY AND SALESMANSHIP WE ARE ABLE TO FURNISH UNSOLICITED TESTIMONIALS FROM THE LARGEST AND BEST JEWELERS OF THE UNITED STATES AND CANADA.

J. C. Pirtle, Spring Cd. Pl.
P. C. Pulse, Oakland Cal.
W. P. Hanna, New Castle, Pa.
A. M. Hill, New Orleans, La.
J. A. Stapf, Dunkirk, N. Y.
J. J. Devine, Salt Lake, Utah
L. W. Sardevant, Newark, Ohio
Gee & Nuesbaum, Cleveland, Ohio
J. F. Reiche, Los Angeles Cal.
H. M. Heckhard, Springfield Mo
H. I. Whitley Co., Los Angeles, Cal.
Anderton & Son, Dayton, Ohio.
I. Lowe & Co., Monroe, La.
S. Nankin, Edmonton, Alberta
A. H. Snyder, El Paso, Texas.
A. J. Wallace, St. Catherines, Can.
G. F. Blackslee, Tonopah Nevada.
Wingate & Nuesbaum Cleveland, O.
J. M. Goldberg, Alexandria La.
Kezel & Pulse, Milwaukee, Wis.
Vaughn & Coward, Jacksonville, Fla.
Henry Kessler, Logan, Ohio.
Humphrey & Son, Huntsville, Ala.
A. H. Uhrig, Gallipolis, Ohio
C. Morrison, Topeka Kan.
W. H. Bleh, Shelby, Ohio.
A. K. Camp, Milwaukee, Wis.
Davidson Jewelry Company, Montgomery, Ala.
Geo. Chatterton, Springfield, Ill.
Imes Bros. Columbia, Tenn.

We invite most careful investigation Correspondence Confidential. Write today giving amount of stock and size of store.

PERFECT-ONE-PIECE

FINISH COLLAR BUTTON QUALITY



STANDS FOR
"GUARANTEED FOR LIFE"
AGAINST BREAKAGE AND WEAR

TRADE MARK
REGISTERED U.S.PAT.OFF.

MADE IN
GOLD, SILVER AND PLATE

Salesrooms and Offices of
Diamond Department
68 Nassau St., N. Y.

STERN BROS. & CO.
33-43 GOLD STREET, NEW YORK
To avoid delay use local address, 33-43 Gold Street
BRANCH OFFICES:
Chicago, Ill., 81 North State Street; Amsterdam, Holland, 13 Tulp Straat; London, Eng., Audrey House, Ely Place

Diamond Cutting Works
136-146 West 52d St.
New York



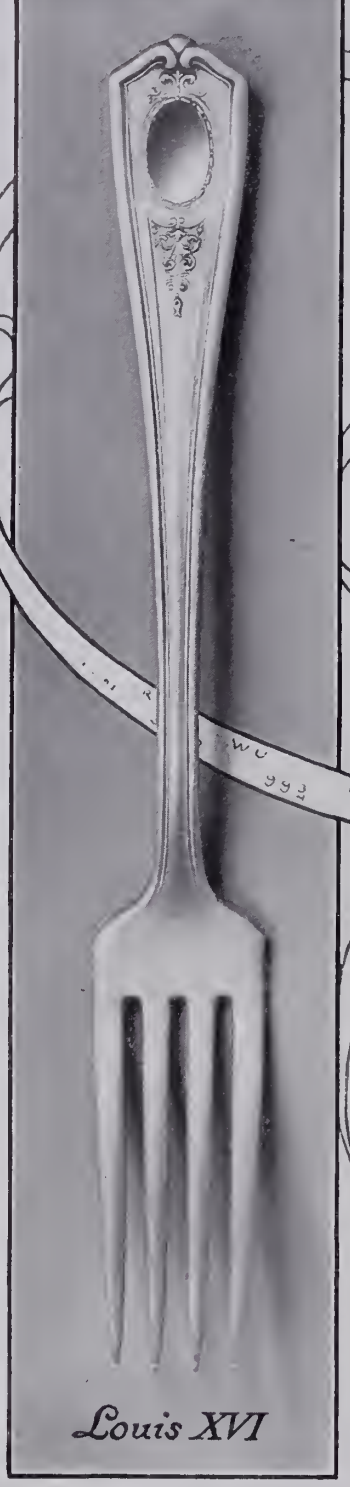
Rings
Scarf Pins
Hat Pins
Studs
Screw Earrings
Bead Neck Chains
Charms
Neck Chains
Vest Buttons
Collar Buttons
Fob Seals
Silver and Gold Thimbles
Cameo Goods
Brooches
Fobs
Crosses
Baby Pins
Ring Mountings
Festoons
Emblem Goods
Pocket Knives
Silver and Gold Match Boxes
Alberts
Vanity Sets in Gold and Silver
Gold and Silver Cigarette Cases
Lockets
Bracelets
Link Buttons
Veil Pins
Tie Clasps
Locket Rings
Cigar Cutters
Lapel Buttons
Rope Chains
Class Rings
Lorgnette Chains

MAKERS OF GOLD JEWELRY
FOR THE JOBBING TRADE EXCLUSIVELY

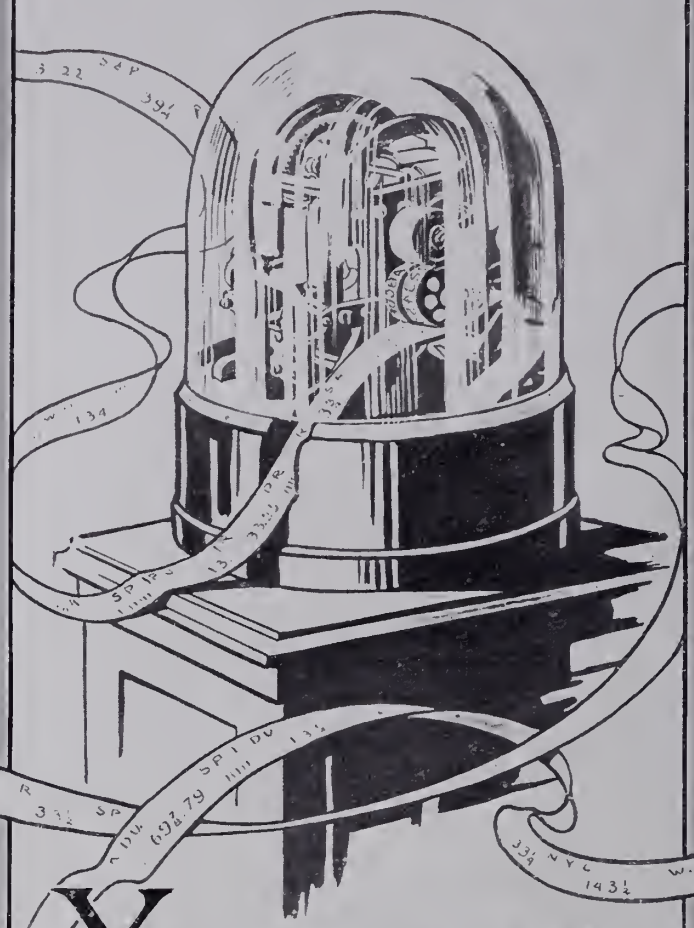
Stern Brothers and Co.

POPULAR PRICES

33-43 Gold Street, NEW YORK



Louis XVI





Kenwood

Your stock keeps moving —if you carry

COMMUNITY SILVER *and* RELIANCE PLATE

THE JEWELERS' CIRCULAR

WITH WHICH ARE CONSOLIDATED

THE HOROLOGICAL REVIEW,

THE JEWELERS' WEEKLY.

THE JEWELERS REVIEW

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The Jewelers' Circular
Publishing Company.

11 John St., Corner Broadway, New York.

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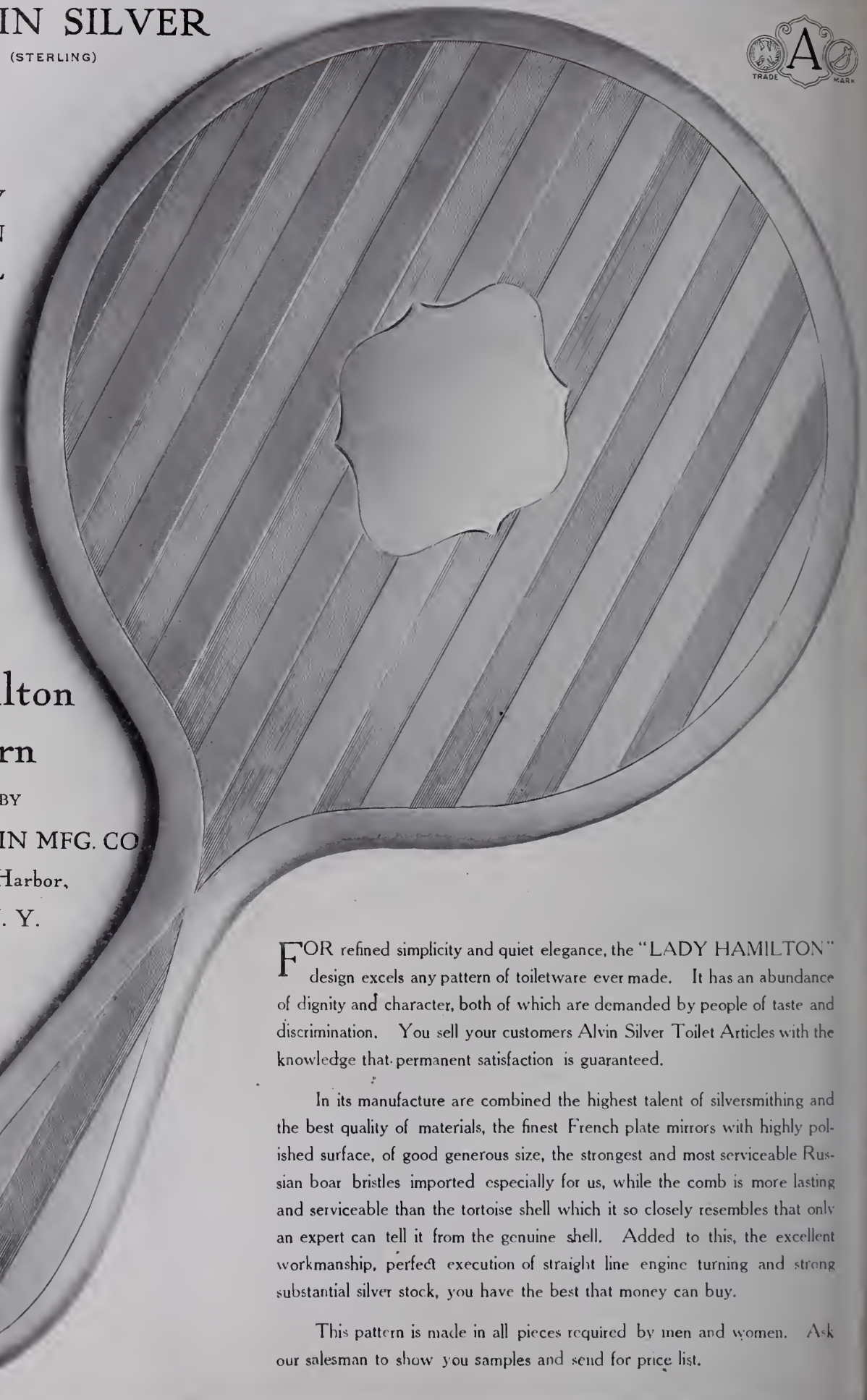


Drinking Vessel (Cantharus) and Salt Cellars (Salinum) in the Louvre at Paris.

ALVIN SILVER

(STERLING)

VERY
THIN
MODEL



The Lady Hamilton Pattern

BY

THE ALVIN MFG. CO.

Sag Harbor,

N. Y.

FOR refined simplicity and quiet elegance, the "LADY HAMILTON" design excels any pattern of toiletware ever made. It has an abundance of dignity and character, both of which are demanded by people of taste and discrimination. You sell your customers Alvin Silver Toilet Articles with the knowledge that permanent satisfaction is guaranteed.

In its manufacture are combined the highest talent of silversmithing and the best quality of materials, the finest French plate mirrors with highly polished surface, of good generous size, the strongest and most serviceable Russian boar bristles imported especially for us, while the comb is more lasting and serviceable than the tortoise shell which it so closely resembles that only an expert can tell it from the genuine shell. Added to this, the excellent workmanship, perfect execution of straight line engine turning and strong substantial silver stock, you have the best that money can buy.

This pattern is made in all pieces required by men and women. Ask our salesman to show you samples and send for price list.

Why Fahys Cases Are The Best

THE successful and permanent way of doing business is to give the best value, the most for the money possible. The only way to do this is by constant diligence, close attention to details in the manufacture, and employing the most up-to-date methods, which has always been the policy of Joseph Fahys & Co.

It takes a long time—many years of unswerving policy to establish a reputation as "the manufacturers of the best goods on the market," one's policy must be definite and unchangeable.

A successful business policy is not acquired in a minute, it takes time, much patience, skill and courage.

Often it is necessary to discard ideas that have cost hundreds of dollars in the experimental stage.

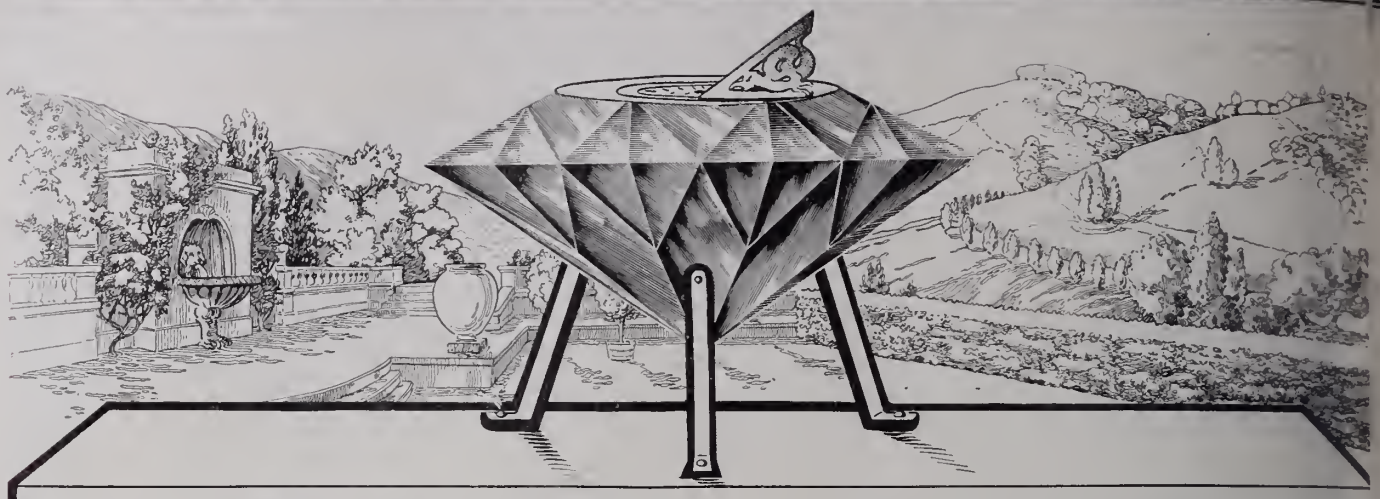
The result of our policy is a definite and favorable record and to-day Fahys Cases are known all over the country as the *best* Gold Filled Cases.

A certificate accompanies each Fahys Case showing the percentage of gold in the backs.

JOSEPH FAHYS & CO.

Established 1857

Boston New York Chicago



Time has made Our Diamonds Standard

Time has taught us to produce the best diamond possible for the least money.

Time has taught us that small profits make largest volume of sales.

We practice what time teaches.

The next time you order, try us.

J. R. WOOD & SONS

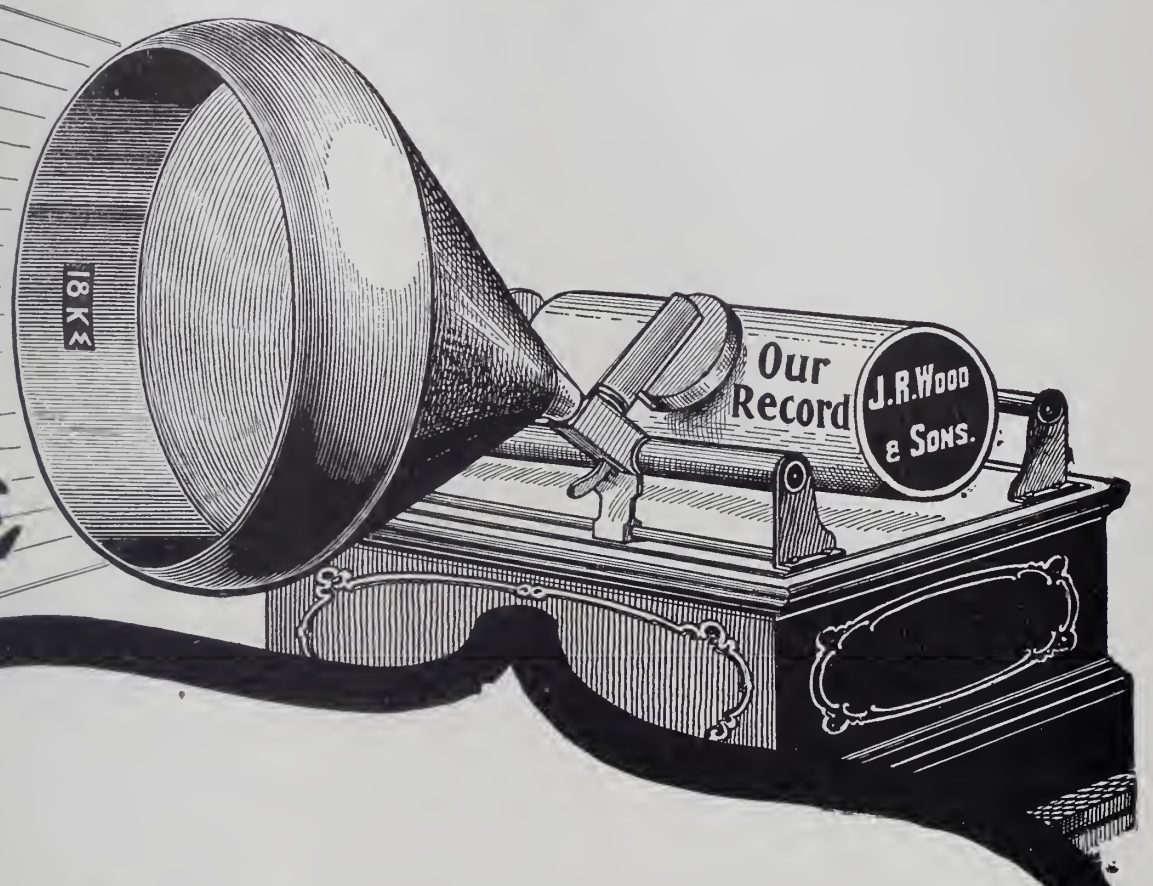
Diamond Cutters

Importers of Emeralds, Rubies and Sapphires

170 Broadway - Corner of 2 Maiden Lane

NEW YORK

RINGS THAT RING TRUE



We dislike "blowing our own horn" but we want you to know our "record"

For over fifty years our rings have been the standard for quality and workmanship.

If you sell your customers our rings, you are selling them the best rings obtainable.

J. R. WOOD & SONS

Wedding Ring Makers

170 Broadway, Corner of 2 Maiden Lane, NEW YORK



WE CAN MAKE THE most elaborate piece of Diamond Jewelry and we can repair a plated tea-pot!

We do one as good as the other and do both as good as they can be done.

We can also do everything in between.



We can make fine gold or platinum watch cases to order. Change English cases to fit American movements, repair and renew cases.

We can make gold or platinum chains to order. Fill links, renew and repair chains.

Make all kinds of jewelry to order. Remodel, match and repair any piece of jewelry.

Repair, color and reline gold, platinum, silver or plated mesh bags.

Set precious and semi-precious stones. Cut stones from the rough. Incrust monograms and initials and engrave crests and monograms on stones.

Repair and renew sterling and plated hollow and flat ware. Gold and silver plate anything in the line.

Engrave letters, monograms and crests. Also enamel same on watch cases, vanity cases, cigarette cases, buttons, lockets, etc.

Cut the finest steel dies and strike up special medals, badges, jewels and class pins in gold, silver and bronze.

Hundreds of Large Retailers, who have been unable to give their shops personal attention or obtain the kind of labor that could turn out satisfactory work, have either given up their shops entirely or reduced their forces and are sending their special order work and difficult repairing to us.

The actual financial loss and injury to their businesses more than offset the prestige of being able to say they had their own shops.

Ours is the only concern in the country that makes a separate and distinct business of doing special order work and repairing of all kinds for the trade.

We devote our entire time, energy and an experience of almost 30 years to this important branch of the Jewelry Business. We employ, educate and specialize the best artisans that can be obtained only in the two largest cities. We systematize and inspect the work. We use every modern method to produce the **best work promptly** and at **reasonable prices.**

We are always at your service.

WENDELL & COMPANY

45, 47 & 49 John Street
NEW YORK

337, 339 & 341 W. Madison Street
CHICAGO


The Remounting
of Family Jewels
Don't let so many of your high-class customers have their diamonds remounted on Fifth Avenue, New York.
Give them the same up-to-date, artistic designs, the same perfect workmanship, the same PROMPT DELIVERY, and you will keep the business.
We come in right here. Our relation to our out-of-town patrons is the same as that of the up-town New York shops, that do special order work exclusively, to the Fifth Avenue jewelers.
We create for our patrons the same styles and craftsmanship at REASONABLE prices.
We furnish promptly and cheerfully special designs with estimates of cost and TIME DELIVERY CAN BE MADE.
PROMPTNESS in submitting designs and in making delivery of special order work is as important as style and craftsmanship. It can only be obtained in shops that do not manufacture mountings for stock.
Wendell & Company
New York Chicago
A. GRAN. 1911.

Cigarette Cases of Merit

A varied assortment of artistic and original designs in all the popular shapes, sizes and finishes.

This line merits your attention and your patronage.

Skillfully constructed



4606

Excellently finished

We present here an illustration of one of our latest productions in die etching.

A folder showing our most complete line of cigarette cases will be sent you free upon request.

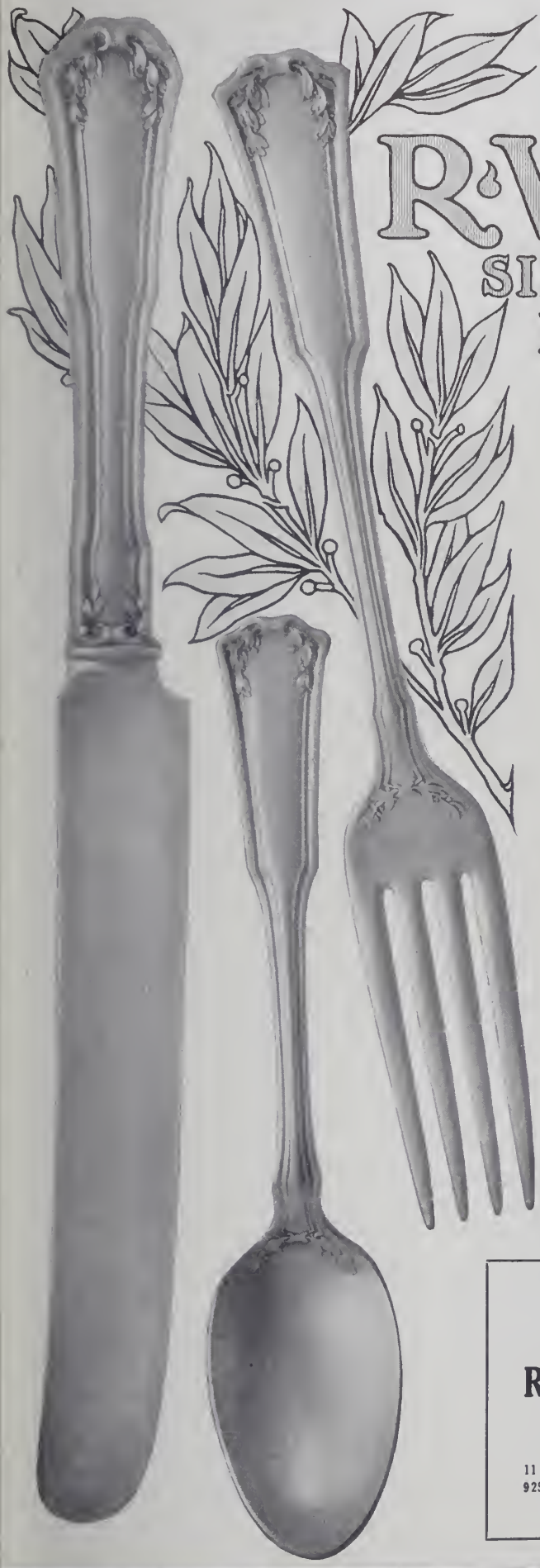
R. Blackinton & Company

Goldsmiths, Silversmiths and Jewelers

Factory and Main Office
North Attleboro, Mass.

Trade Mark

New York Salesrooms
15-17-19 Maiden Lane



"1835 R. WALLACE"

SILVER PLATE THAT RESISTS WEAR

TYPICAL of the distinctiveness of the silverware produced by our artist-craftsmen, is the new Laurel pattern.

Truly, these pieces of silver-plate bear all the appearance of Sterling Silver. They have the Sterling character. In design and finish, the Laurel rivals the most popular Sterling patterns. The similarity has been achieved even as to weight, yet strength and durability have not been sacrificed to effect. Very much the reverse. The wear-resisting qualities of all 1835 R. WALLACE SILVER Plate have been maintained in their highest efficiency in this new pattern. The parts most exposed to wear are reinforced by sectional plating.

The Laurel is made in a lustrous Butler finish, the wreath at the top of the handle being oxidized to bring out more prominently the delicate modeling of the leaves and the fine die work. The handle is a soft lustrous gray, the bowl being finished bright.

The new Laurel pattern may be had in extra sectional or triple sectional plate

R. WALLACE & SONS MFG. CO.

Box 25 WALLINGFORD, CONN.

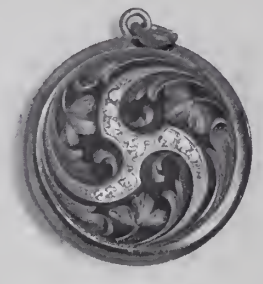
11 West 32d Street, NEW YORK
925 Chestnut Street, PHILADELPHIA
10 South Wabash Ave., CHICAGO, ILL.
85 Post Street, SAN FRANCISCO, CAL.
63 Basinghall St., LONDON, E. C.

"Independent goods are always sold on their merits. Were quality and workmanship not there they could not last."

DUEBER.







The Locket House of America

LOCKETS for every purpose for which such goods are used, practically infinite in variety of styles and effects, unlimited in number, unexcelled in artistic and constructive features, yet at prices so easily within reach.

TRADE SKM CO. MARK

TRADE SKM CO. MARK

S. K. Merrill Company

NEW YORK OFFICE
15-17-19 MAIDEN LANE

MAIN OFFICE AND FACTORY
PROVIDENCE, R. I.

Everything in Lockets







F&B TRADE MARK REGISTERED

No Time Like the Present to Order Traveling Sets

F&B TRADE MARK REGISTERED

We make 2,300 combinations of Toilet, Manicure, Military, Shaving, Smoking, Sewing, and Baby Sets. Each set is put up in attractive green silk cases, also leather folders.

See our Fall "Blue Book," Catalog P, just issued, for a complete line of these sets

We Make

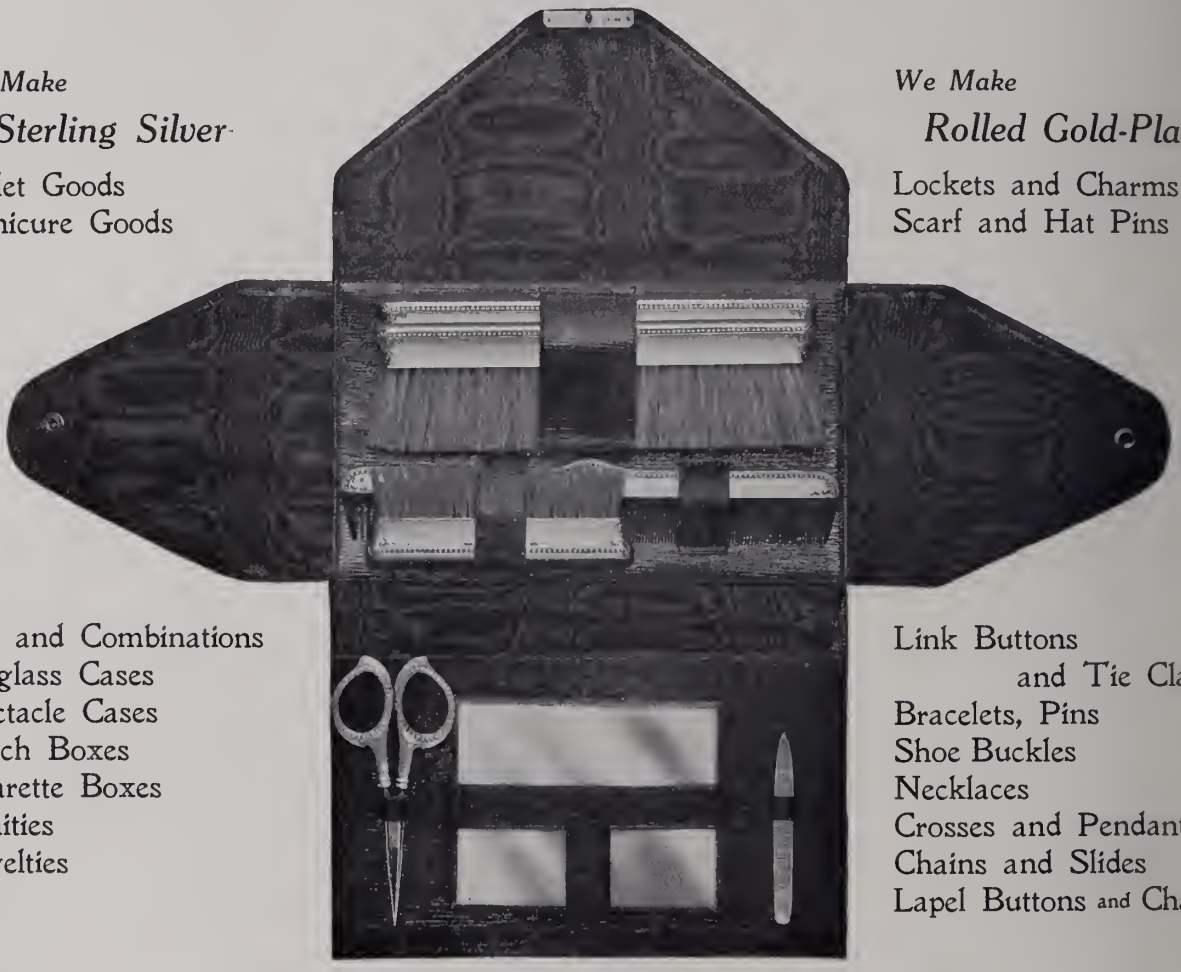
Sterling Silver

Toilet Goods
Manicure Goods

We Make

Rolled Gold-Plated

Lockets and Charms
Scarf and Hat Pins



Sets and Combinations
Eyeglass Cases
Spectacle Cases
Match Boxes
Cigarette Boxes
Vanities
Novelties
Etc.

Link Buttons and Tie Clasps
Bracelets, Pins
Shoe Buckles
Necklaces
Crosses and Pendants
Chains and Slides
Lapel Buttons and Chains

Illustration ⅛ Size

SET 2315 — FAVORITE PATTERN

Ladies' or Gentlemen's Traveling Set, in Dark Green Saffian Folder, lined with Green Silk Moire. Note the pocket size Military Brush. The Bristles used in this brush are drawn in penetrating. This Set contains a 6¾ in. Thin Cloth Brush, a 6¾ in. Thin Velvet Brush, a Pocket Size Military Hair Brush, a Gentleman's Comb, a Pair of Heavy Nail Scissors, a Flat Silver Handled File, and a Leather Covered Standard Mirror.

Theodore W. Foster & Bro. Co.

Manufacturing Jewelers and Silversmiths

100 Richmond Street :: PROVIDENCE, R. I.

New York
13 Maiden Lane

Chicago
Heyworth Building

Canada
Kingston, Ontario

The Wadsworth 25-Year "Pilot"

A Quarter of a Century

A COMPARISON

The Jeweler and the Skipper
The Ledger and the Log

The skipper steers by the stars, the jeweler by the markets. The records of the former go in his log, those of the latter go in his ledger. Both need to take on a pilot. The one has a government certificate; the other, this Company's Guarantee of the Wadsworth 25-Year "Pilot." That's the jeweler's "Pilot." Have you got it aboard?

Wadsworth Watch Case Co.

NEW YORK
17 Maiden Lane

CHICAGO
Columbus Building

SAN FRANCISCO
717 Market Street

FACTORY: DAYTON, KY.



THE HOME OF STAR WATCH CASES

Cut down your Expenses and pull in Bigger Profits with STAR WATCH CASES, the Solid Gold Ball-bearing Bow line, which gives absolute Security to the Wearer of Watches. (Wachter Patent No. 916809).

For the sake of more Business and more Satisfied Customers, take the time and send us your order. Take it on our SAY-SO that you will not find it necessary to "shop around" for your watches once you have given STAR WATCH CASES a trial.

You will find facts about STAR WATCH CASE Quality and Service that are worthy of your very careful consideration.

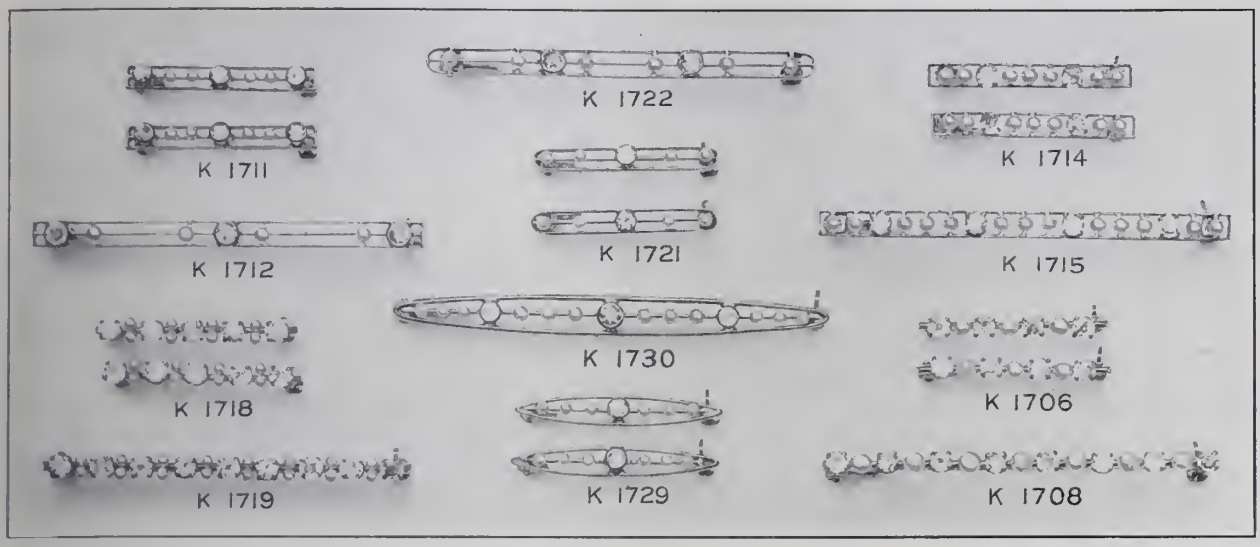
Star Watch Case Company

LUDINGTON, MICH.

BRANCH OFFICES

37 Maiden Lane
New York City

701 Heyworth Building
Chicago, Ill.



In Addition to Our Regular 10K Line,



we are also making a very popular line of pearl and sapphire goods in 14K.

Our prices on these are way below the regular market prices, because we make them up in very large quantities, just as we do with our 10K line.

We illustrate a few of our best-selling patterns, all of which are hand-made and beautifully finished.

May we send you a selection package for comparison? We also make 14K Brooches and Pendants in similar designs.

New Accounts Solicited

We make the following lines

Brooches	*Hat Pins*
Scarf Pins	*Tie Clasps*
Cuff Buttons	*Fobs*
Handy Pins	*Crosses*
Bar Pins	*Sash Buckles*
Lockets	*Pendants*

KOHN & CO
CAMP & ORCHARD STS.
NEWARK N.J.
1Ko

Fourteen Karat Gold Filled Jointed BRACELETS

That Wear and Give Satisfaction in Every Way

We illustrate a few patterns from our extensive line, which no jeweler, interested in the best at moderate price, should overlook. We speak directly to you, Mr. Retailer, when we say your showcase should contain a selection of these new goods.

THE LEADING WHOLESALERS THROUGHOUT THE COUNTRY HAVE THEM ON EXHIBITION

Our new line contains many new styles and patterns in plain, half chased, chased entirely around, and engine turned effects, many of which have never been attempted by manufacturers of gold filled goods before, and the elegance of our present plain, polished, English, Roman and rose finishes, appeals to the fastidious and discriminating.



213AN.



369



367



362



173AN.



167AN.



168AN.



225



353



268AN.



388



354

To Demonstrate

the quality of the stock used in the construction of our goods, we subjected one of our plain bracelets to an acid bath, and show below the actual quantity of gold remaining after ALL of the base metal had been eaten away.



CONVINCING PROOF AS TO QUALITY AND QUANTITY

LOUIS STERN & COMPANY

Manufacturers of
Bracelets, Chains, Charms and Fobs in 14K. and 10K. Gold and High Grade Gold Filled

158 Pine Street
Providence
R. I.

NEW YORK OFFICE
15 Maiden Lane
Silversmiths' Bldg.

Manufacturers of
Bracelets, Mesh Bags, Placques and Chains in Sterling Silver

Send for our 100-page Sterling Mesh Bag Catalogue

BARROWS "NEW PROCESS" MEANS PERFECT CHAINS

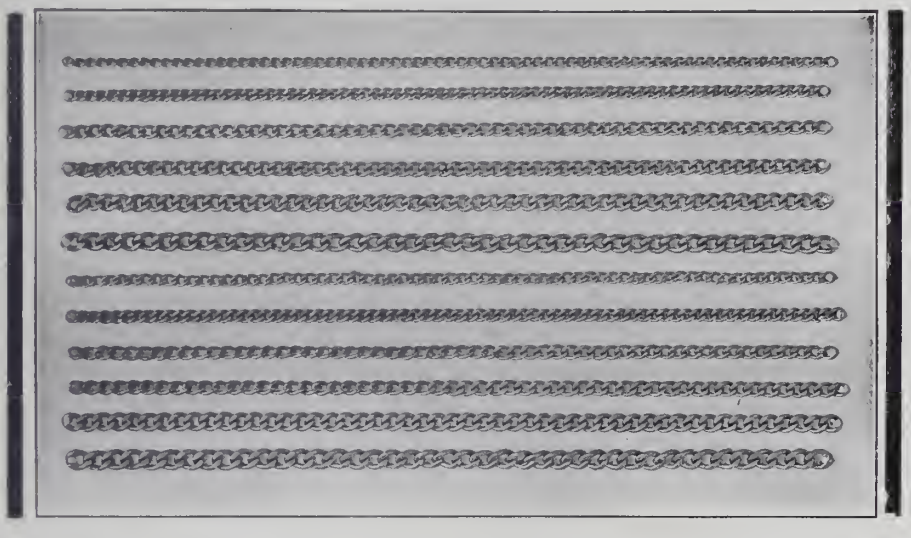
It's the Goods that Argue the Best

TALK and pictures are very well in their way—but the real argument is in the goods.

Barrows "New Process" is all and more than all the name implies. Revolutionizes chain making.

Protected by Letters Patent June 28, 1910, and Supplementary Patents. Infringements prosecuted.

BARROWS "NEW PROCESS" NECK CHAINS



SOLD ONLY THROUGH WHOLESALE TRADE

Made of best Rolled Plate, the finish secured is equal to that of expensive 14-karat goods.

Each and every chain is link-perfect. Every link soldered, every link separate, every link sound.

The chain is a multiplication of these perfections. Smoothest flowing chains on the market.

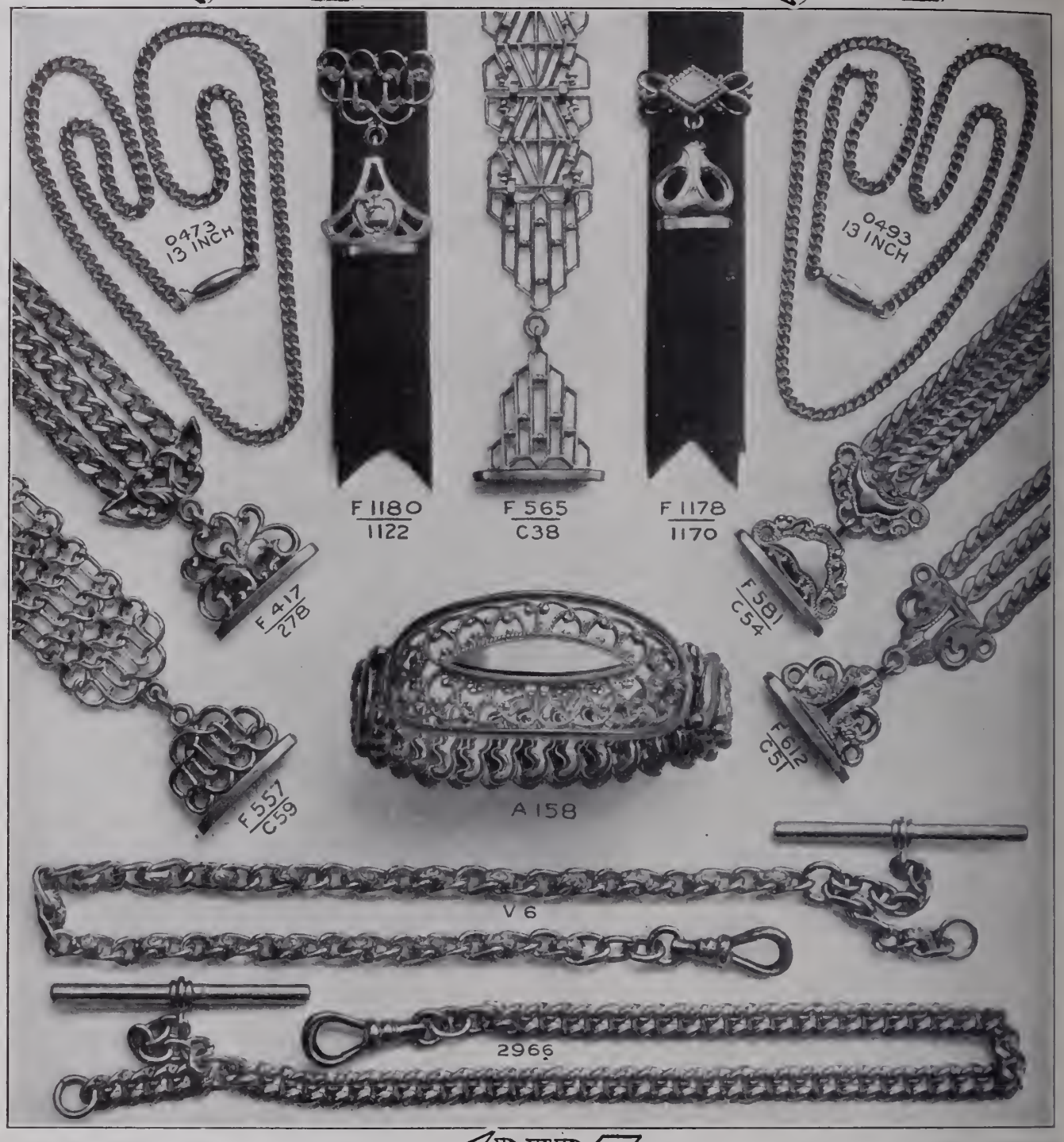
Look for Trade-Mark on tissues or easels, and for the initials ***H. F. B.*** on snap and spring ring.

THE H. F. BARROWS COMPANY

New York Office:
15-17-19 Maiden Lane

TRADE H.F.B. MARK

Factory and Head Office:
North Attleboro, Mass.



The D. F. BRIGGS COMPANY

ATTLEBORO :: MASSACHUSETTS

New York Office:
180 BROADWAY

Chicago Office:
29 E. MADISON STREET

London Office
62 HATTON GARDEN

You Get the Profit — We Sell the Goods

Fleur-de-lis goods are half sold when you buy them. We show in the center of this page covers of the big magazines that are telling the people in your own town about Fleur-de-lis goods. These magazines are estimated to have 50,000,000 readers, half the population of the United States.

This advertising campaign has been on since May 1st and is bringing results. Whether you are getting the benefit of it or not depends on whether you have Fleur-de-lis goods in stock and whether the people in your town know you have them.



MAGAZINE	ESTIMATED READERS
Woman's World,	10,500,000
Ladies' Home Journal,	6,781,700
Woman's Home Companion,	3,440,460
Delineator,	4,675,000
Saturday Evening Post,	8 375,000
Associat'd Sun. Magazines,	5,953,505
Collier's Weekly.	2,875,000
Literary Digest,	1,103,280
Success,	1,403,280
Everybody's,	2,515,655
Good Housekeeping,	1,500,525
Cosmopolitan,	1,259,475
Readers of our advertising,	50,382.800

We furnish free counter slips with your own name on for the asking, also free electro types for your local papers. It will pay you to annex yourself to this campaign and draw down some of this business.

One evidence that the ads are pulling is that retailers are writing us daily that they are asking jobbers for the Midget Bracelets we are advertising and that some of the jobbers are found wanting.

NEW YORK
ROOM 1907
15 MAIDEN LANE

SAN FRANCISCO
ROOM 413
704 MARKET ST

Fontneau & Cook Co.

MANUFACTURERS OF
FINE ROLLED PLATE
AND
GOLD FILLED CHAIN

FACTORY
ATTLEBORO
MASS

CHICAGO
ROOM 1104
HEYWORTH BUILDING.

UR Thimbles—Like UR Rings

Are Paragons of Excellence

Thimbles as Jewelry

UR

Look for Trade-Mark on Thimbles



The Standard Raised

UR

The Trade-Mark Guarantees Make and Quality

No. 170—Sterling Silver only. Set with Turquoise or Coral

The UR Thimbles are as good as the UR Rings and Bracelets, for which this house is notable.

The line is exceptionally large, interesting and varied, as future announcements will show.

Thimbles are made in Gold, Silver and Gold Filled, and they embrace modern ideas in manufacture.

Distributed through jobbers only. Illustrated Thimble Catalogue showing over 100 modern designs sent on request.

Untermeyer, Robbins & Co.

Manufacturers of Rings, Bracelets and Thimbles

71 Nassau Street :: :: :: NEW YORK

MOST Responsible Jewelers

consider their Ring Department incomplete without a varied assortment of Ostby & Barton Co.'s Rings.

¶ Rings for every occasion—every season many new exclusive designs—each ring bearing one of the Ostby & Barton Co.'s standardized trademarks which guarantees the quality.

¶ Signet Rings, Emblem Rings, Stone Set and Baby Rings, Gift Rings, and Rings for every conceivable occasion for Men, Women and Children. Also Pins, Brooches, Pendants, etc.

¶ Every Ring or other article a good profit maker for the Jeweler. Every purchaser happy in the ownership of a piece of jewelry that radiates inherent quality. That is the reason of Ostby & Barton Co.'s popularity.

Everything in Rings—

Ask Your Jobber

OSTBY & BARTON CO.
PROVIDENCE, RHODE ISLAND

9 Maiden Lane, New York, N.Y.
424 South Broadway, Los Angeles, Cal.
31 North State St., Chicago, Ill.

OB 10K OB 14K

INITIAL ANNOUNCEMENT

EXPLAINING THE EXQUISITE

Sea-Garden Pearl Strands

(La Perle du Jardin Oceanique)

THE NAME "Sea-Garden Pearls" is associated with those mysterious and fascinating submarine beds, where shimmering waters reveal wonders of nautical vegetation; amid which dart angel fish and other finny tribes of rainbow hues; while below repose the treasures of the deep. These are the sea-gardens of the Tropics.

In the French laboratory where the Sea-Garden Pearl is produced they call it "*La Perle du Jardin Oceanique.*" The American name is a free translation. One is reminded that the French excel in science as in art. They have their Mme. Curie as well as their Bernhardt. And the Sea-Garden Pearls are at once a combination of French science and French art.

What is their nature?

Sea-Garden Pearls are—like the truth—between extremes.

Without attempting the impossible, they achieve the reasonable.

There are certain superfine pearls, perfectly white, perfectly round, perfectly matched, laborious to collect and very costly — these this house makes no attempt to reproduce. The genuine are within reach only of the wealthy. An artificial reproduction, by its very perfection, would be open to suspicion — especially if worn by anyone of moderate means.

There is another class of pearls regarded as equally beautiful, and not without reason. Slight irregularities are not inconsistent with artistic effect; and the absence of perfect whiteness is compensated for by the most exquisite flesh-tints, shimmering creams and lustrous pinks. Without being matched with mathematical accuracy, they appear so at first glance. Interesting examination shows their slight variations from perfect roundness. In a word — these infinitesimal irregularities are witnesses to their genuineness. Such pearls are naturally much less expensive, though irresistibly beautiful. Women, even if not wealthy, may wear them without comment.

IT IS THIS second class of pearls to which attention has been directed in this instance, on account of their broad appeal to the widest constituency. The most positive assurance is given, emphatically and enthusiastically, that even connoisseurs are puzzled to tell the difference between such genuine pearls and the artificial Sea-Garden Pearls embodied in these strands. They have the look, color, lustre, weight, feel, and even the blemishes and irregularities of the originals. If a strand of genuine pearls and one of Sea-Garden Pearls were placed side by side, even a jeweler might be pardoned for hesitating to say which was which. Of course, Sea-Garden Pearls are to be sold only for what they are—marvelously true artificial pearls. But as such they command the highest admiration, and are worthy of being worn by any lady, however discriminating.

They are equally worthy of being displayed in the establishment of any jeweler, however select. They are not in any sense cheap imitations, though the price is comparatively low. They have the same appeal and the same decorative effect as genuine pearl necklaces. To further enrich the display of these goods, this house is prepared to provide handsome cases. It always confers distinction to be able to introduce *something new and something better* — especially if a reasonable price backs up the other arguments.

D. Lisner & Co. consider themselves fortunate in having secured the Exclusive Importation and Control of Sea-Garden Pearl Strands for the United States and Canada. Believing that the trade will be equally appreciative, it has been decided to make the simplest and most practical of demonstrations. That is to say, SELECTION PACKAGES will be sent in order that right before your own eyes the goods may corroborate every claim made on their behalf.

PRICES

Five uniform and three graduated sizes priced as follows:

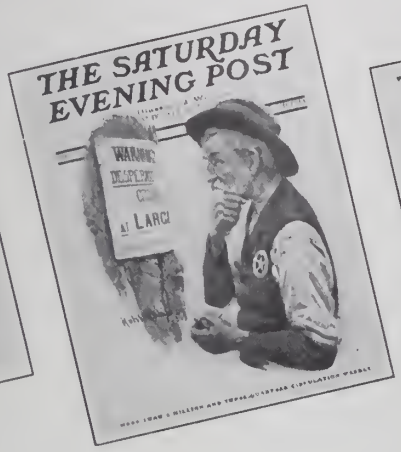
Uniform Sizes - - $15.00 per Strand
Graduated Sizes - - 18.00 "

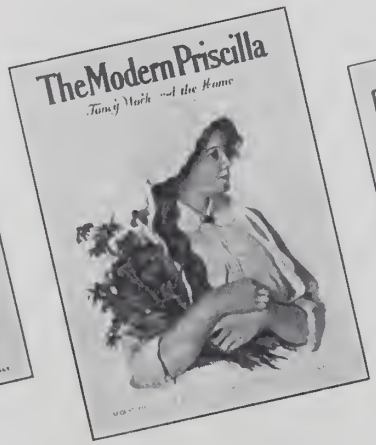
Creating Importers of

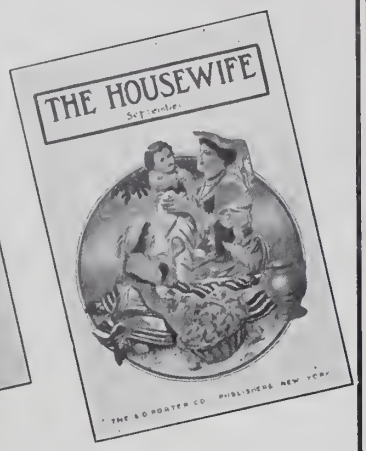
D. Lisner & Co. *Jewelry Novelties*

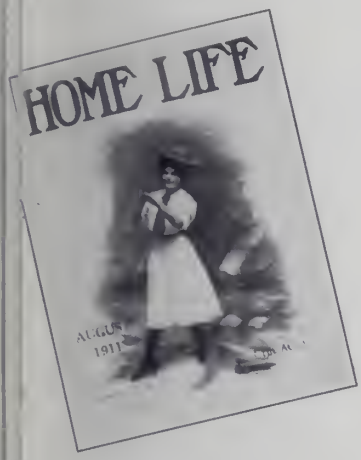
One-Forty Fifth Avenue, cor. 19th St., NEW YORK



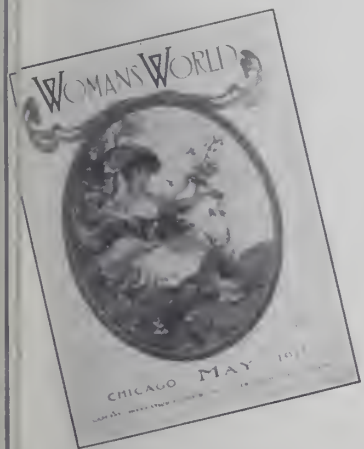












These Publications are Telling the People of Your Neighborhood About Q. C. Rings

We're spending a lot of money, Mr. Jeweler, acquainting the people of the United States with Q. C. Rings and their wonderfully good qualities. We are going to keep right on spending money. We intend to develop a demand for Q. C. Rings that will be unprecedented. We are accomplishing this because Q. C. Rings measure up to every word in our advertising.

In addition to this widespread advertising, we furnish you, without cost, an electro service for local advertising, elegant window display material, lantern slides, brass agency signs, ring catalogues with your own imprint for general distribution, and other helpful material. We send to your store all persons from your territory who answer our advertisements. We never sell direct.

We confidently believe that Q. C. Rings are the biggest value offered to the trade to-day at anywhere near the price. Biggest in intrinsic value. Biggest in selling features.

Q. C. Rings are 10 karat solid gold, set with precious and semi-precious stones of better grade than are usually put into rings at the price. These settings are guaranteed perpetually — we replace all stones, except diamonds, without cost at any time in the future. This company was the first in America to make guaranteed settings a selling feature for rings.

If you want the exclusive agency in your town, fill in and mail the corner coupon to-day. Then we'll hold it open until we can give you full details of our attractive proposition.

Queen City Ring Mfg. Co.

Department B

BUFFALO, N. Y.

Queen City Ring Mfg. Co.
Dept. B
Buffalo, N. Y.

Gentlemen:

Please let me know the details of your proposition on Q. C. Rings and hold open the exclusive agency in this territory until I see your representative.

Name .....

Address .....

"Herschede" Hall and Mantel Clocks

Cases

Our well known and extensive line of cases has been further supplemented by the addition of many Beautiful, Artistic and correct period designs in both Hall and Mantel Clocks, which continue to maintain the position of the "Herschede" clocks as the most complete and varied high grade production offered to the trade. Complete stock of cases and movements on hand for prompt delivery. Illustrated Catalog and price list on request.



Movements

"Herschede" Movements have set the standard for perfection in points of scientific improvement, durable construction, reliability, and finish. Furnished in plain strike, Gong chimes or Tubular bell chimes. Having the largest and most complete movement factory in connection with our Case Department for the exclusive manufacturing of fine Hall and Mantel Clock Movements, dials and tubular bells all under our personal supervision, is a guarantee to the trade of perfection in every detail. All movements mounted in cases and tested before shipment.

The Herschede Hall Clock Co.

Pacific Coast Representatives
A. I. HALL & SON, Inc.
Jewelers' Bldg., 150 Post St.
San Francisco, Cal.

Office and Factories: 1007 to 1015 Plum St.
CINCINNATI, OHIO, U. S. A.

BRISTOL SILVER

"NEXT TO STERLING"

Our men are now out. They will be glad to show these designs, together with seventeen other patterns of

Brush, Comb and Mirror Sets

The majority can easily be retailed for $5.00 and net a good profit.

In addition we make to go with these sets **Military, Cloth and Hat Brushes, Whisk Brooms** and a complete line of **Manicure Articles.**



No. 4210



No. 4130

DON'T NEGLECT TO SEE OUR LINE OF TRAVELERS' COMBINATIONS, CIGARETTE CASES and MATCH BOXES

Illustrations ⅓ actual size.

BRISTOL SILVER is a fine white metal resembling sterling silver and not easily dented—the only real substitute for sterling.

BRISTOL JEWELRY CO.

Silversmiths and Makers of Sterling Plated Ware, Leather Fobs, Mesh Bags, Novelties, Etc.

Attleboro, Mass.

Capacity 2,000 Bags Daily

We are the only Manufacturers of Mesh Bags made by Machine



Machine-made mesh is distinguished by its smoothness, soft silky flexibility and tough wearing qualities. Over 800 different styles, from the smallest to the largest, at prices which bring a generous profit to the dealer. Your jobber will supply you with W. & D. Co. goods.

WHITING & DAVIS CO.

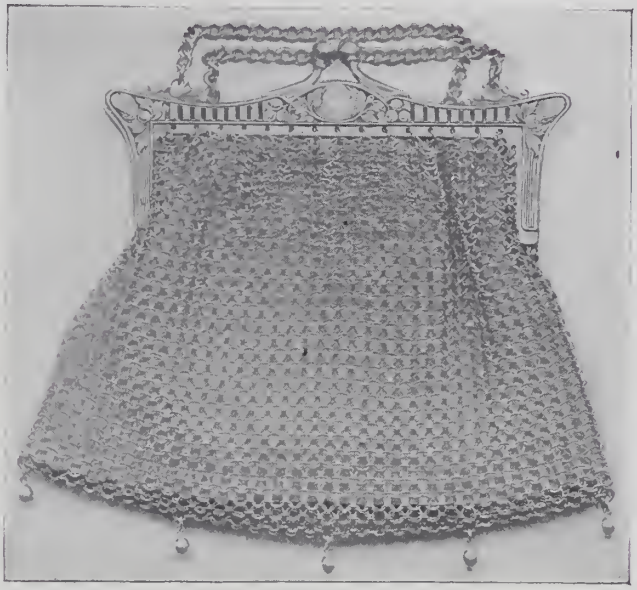
NEW YORK OFFICE: 7 Maiden Lane
CHICAGO OFFICE: 31 No. State Street

Plainville (Norfolk Co.), MASS.

The Only Machine-Made Soldered Mesh Made in the World. Made in Sterling Silver and German Silver. Absolutely Unbreakable.



GERMAN SILVER, EVERY LINK SOLDERED



GERMAN SILVER, EVERY LINK SOLDERED

The Best and Only Domestic Made Soldered Mesh

LARGE PROFIT FOR DEALER

Our Sterling Silver Bag Catalogue is Now Ready

WHITING & DAVIS CO.

NEW YORK SALESROOM
7 Maiden Lane

PLAINVILLE, MASS.

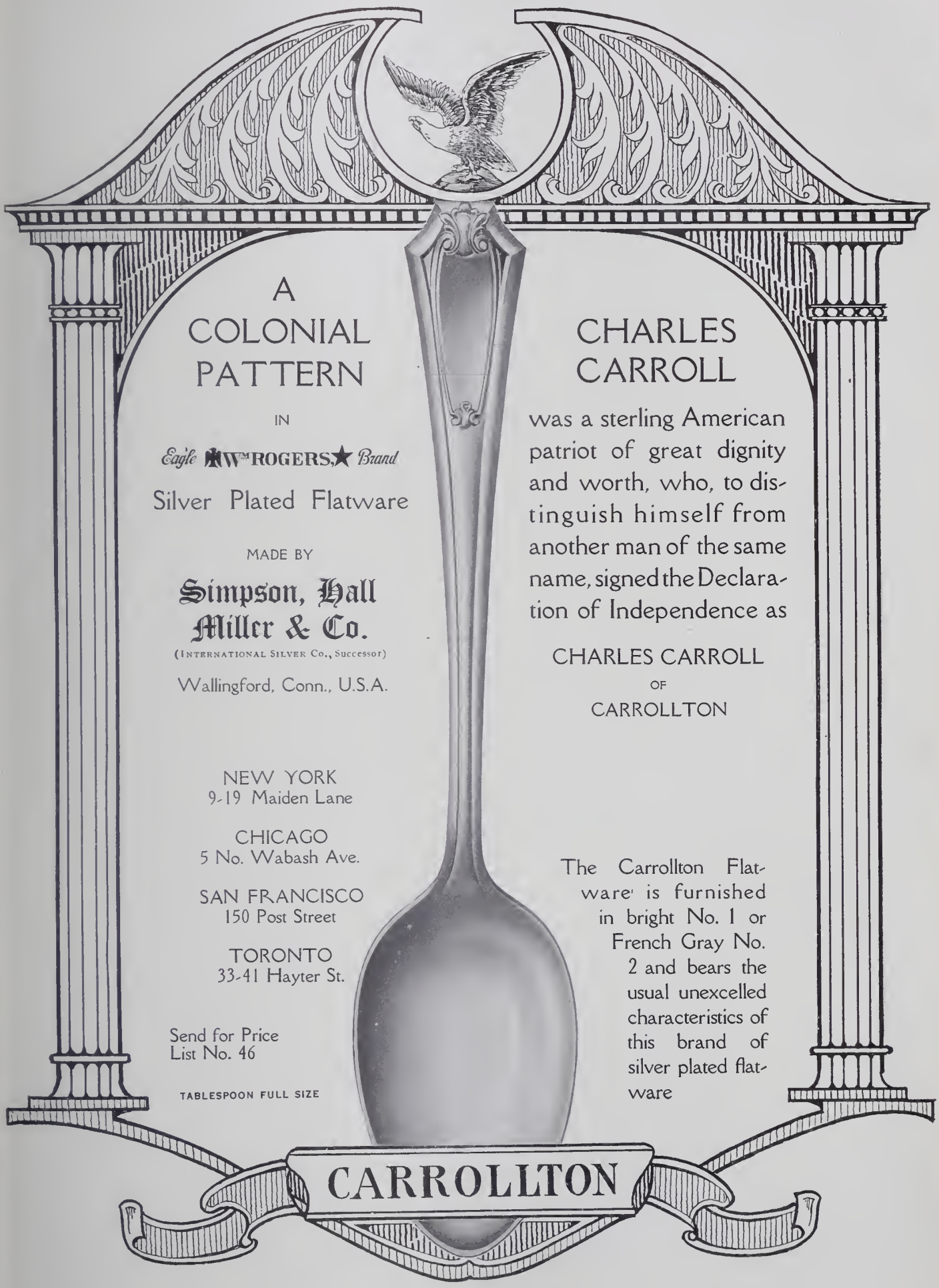
CHICAGO SALESROOM
31 N. State Street, Columbus Building

MONTICELLO



A PATTERN IN STERLING SILVER TABLEWARE EMBODYING THE JEFFERSONIAN CHARACTERISTICS, BEING STRONG AND SIMPLE, YET ORNATE AND ARTISTIC.

ROGERS, LUNT & BOWLEN CO.
SILVERSMITHS
GREENFIELD — MASSACHUSETTS



A
COLONIAL
PATTERN

IN

Eagle WM. ROGERS ★ Brand

Silver Plated Flatware

MADE BY

Simpson, Hall
Miller & Co.

(INTERNATIONAL SILVER CO., Successor)

Wallingford, Conn., U.S.A.

NEW YORK
9-19 Maiden Lane

CHICAGO
5 No. Wabash Ave.

SAN FRANCISCO
150 Post Street

TORONTO
33-41 Hayter St.

Send for Price
List No. 46

TABLESPOON FULL SIZE

CHARLES
CARROLL

was a sterling American patriot of great dignity and worth, who, to distinguish himself from another man of the same name, signed the Declaration of Independence as

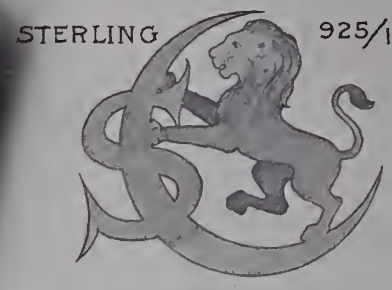
CHARLES CARROLL
OF
CARROLLTON

The Carrollton Flatware is furnished in bright No. 1 or French Gray No. 2 and bears the usual unexcelled characteristics of this brand of silver plated flatware

CARROLLTON

The Latest Pattern of Quality

LINCOLN



The Lincoln shown among other patterns to patrons of your store will convince you that it is the practical, profitable line to carry—a guarantee of a steady increasing list of pleased customers.

Another Smith Pattern designed to remain permanently in demand.

FRANK W. SMITH COMPANY

GARDNER, MASS.

THE "WEDGWOOD"

ACTUAL SIZE.



¾ ACTUAL SIZE.

TRADE W MARK

STERLING

ACTUAL SIZE.

Whiting Mfg. Company's

New Sterling Silver Toilet Ware

For Season of 1911

Ready for Delivery Sept. 15, 1911

PRICE LIST ON APPLICATION

Whiting Mfg. Company

BRIDGEPORT, CONN.

Salesroom
15 Maiden Lane, New York

San Francisco Office
717 Market Street

We Manufacture the Most Extensive Line of

STERLING SILVER

MESH BAGS and PURSES



A Favorite Number—made in 5 sizes, 3½, 4, 5, 5¼ and 6¾-inch, with Plain, Engraved or Engine Turned Frame. Many Other Attractive Styles

PLEASING DESIGNS—QUICK SELLERS—GOOD VALUES

Write To-day for Prices or Selection

REAL GUN METAL BAGS
Long Chains
Cigarette Cases
Novelties

STERLING SILVER CHAINS
Plain
Fancy and
Snake Patterns

ERNST GIDEON BEK

Factory: Pforzheim, Germany

35 Maiden Lane, New York

OTHER WOODSIDE NEWS PAGE IN THE KEYSTONE

Here's the New Medallion

Isn't it a Beauty?—and it costs so little

"HOW can you afford to sell this excellent set at such low prices?" a jeweler recently asked us.

The Medallion is this season's addition to our strong oilet ware line—that fills the existing demand for a high lass, plain model that can be retailed at a popular price.

The concave shield forming the central decoration a new idea in toilet ware designing that is meeting with niversal favor. It emphasizes the classic lines, gives the t character, and is strikingly effective when engraved ith a monogram.

Of course, the Medallion is 925/1000 fine, as all Woodside productions are, while every detail of workanship and finish will please your most exacting ustomer.

We can afford to sell the Medallion at the advantageous prices indicated here because our plan f selling you direct-by-mail has substantially educed marketing cost by abolishing the weekly expense account" of travelers.

Get a Sample Set

It will certainly pay you to have at least a sample et of the Medallion in stock, and as the demand already heavy — place your trial order to-day.

We will ship at any time convenient to you. And gree that you can return it — at our expense — if you on't believe it one of the greatest values you've ever ought.

Or Write for Catalogue "C"

Our new 72-page book, containing fifteen heavy full zed toilet ware models and other trade winners for the olidays at prices that show you 15 to 20% larger profits.

You should examine this book before ordering Fall oods. As the edition is limited, send in your name on postal—now.

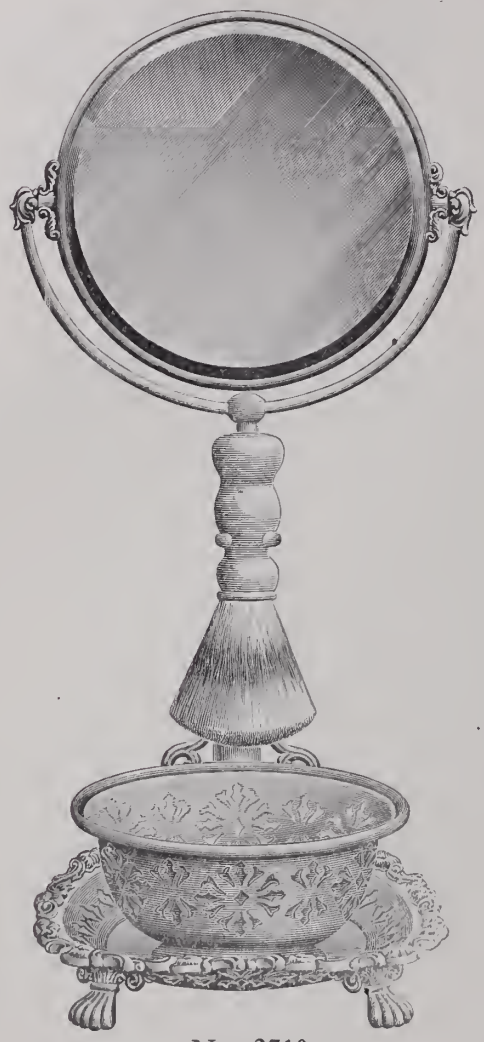


3595
One-half actual size.
HAIR BRUSH, COMB AND MIRROR
Plain, as illustrated, $20 Beautifully Engraved, $27
Prices subject to Jewelers' Circular Key.

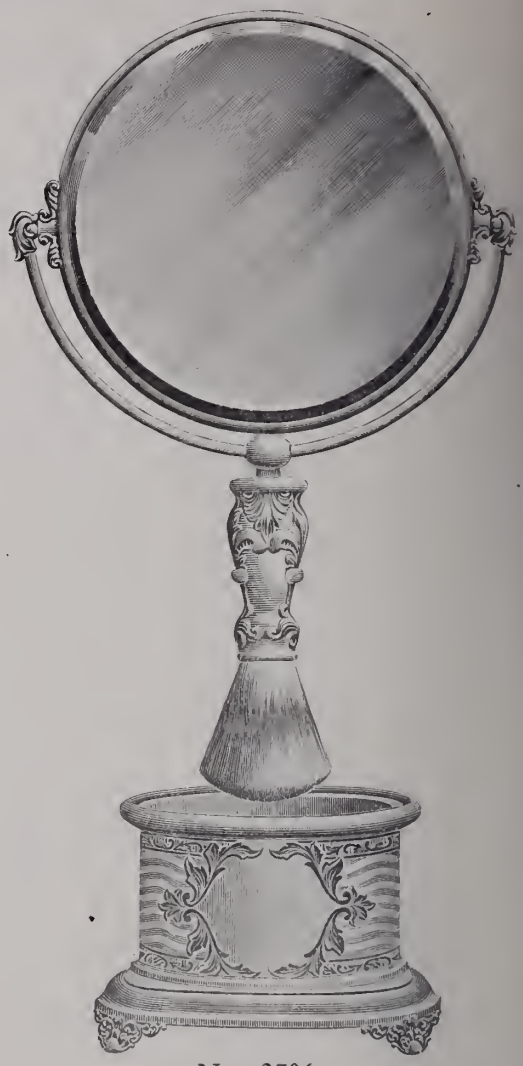
CHOOSE More Goods for the Same / The Same Goods for Less **MONEY**

Woodside Sterling Company

170 Broadway **New York**



No. 3710



No. 3706

The Question, "A Suitable Gift for a Man?"

is solved by the Shaving Stand—and more especially by the "Homan Line" of Shaving Stands, because they are correctly manufactured, cleverly and artistically designed, and made in an ample variety of patterns. The designs embody the newest and best ideas, including the "Silver Waves" and straight line engine turned effects; the mirror backs are all metal and are ornamented; the mirrors are six inch diameter beveled glass.

The Homan Manufacturing Company

Office, Factory and Salesroom:
Cincinnati, O.

New York Salesroom:
15-17 Maiden Lane

Boston Salesroom:
373 Washington Street

Chicago Salesroom:
Silversmiths Bldg.

Women and Your Store



THINK! The Saturday Evening Post has now a circulation of nearly two million copies a week. At five readers to a copy—nearly TEN MILLION readers. From August 26th until December 16th, we shall run full-page Community Silver advertisements—many of them in color—practically every other week in this magazine.

These eight full-page Saturday Evening Post advertisements are only a part of our campaign. Full pages during the Fall months will appear in all the leading women's magazines (such as the Ladies' Home Journal, etc.) and also in the best general magazines.

We are spending hundreds of thousands of dollars to MAKE WOMEN THINK—think of Community Silver—insist on Community Silver.

By sending for the window hanger mentioned on the back cover of this Jewelers' Circular, you can get the benefit of the tremendous amount of money spent by us—you can make the Community Silver thinking women of your town THINK OF YOUR STORE.

No bother or expense—simply fill out blank on the back cover of this Jewelers' Circular and mail to us.

ONEIDA COMMUNITY, LTD.

ONEIDA, N. Y.

(See following pages for some of our Fall advertisements, which contain our free offer of Coles Phillips poster drawings to your customers.



COPYRIGHT, 1911, BY ONEIDA COMMUNITY, LTD

"Beautiful, my dear! The million-dollar-look! Who's the angelic one?"

"Angel or not, they're from Tommy."

"Solid?"

"Tommy solid? Hardly! He has bones and things inside him."

"You know I mean—"

"If you mean the silver, it's Community. And it has a back-bone, like Tommy, of something different. No harm, I guess. In fact I rather like the idea of having the silver outside where you can use it."

COMMUNITY SILVER

is built by overlaying solid silver upon a "back-bone" of stronger, stiffer metal. Do not confuse it with ordinary "plated" silver, for Community Silver is so specially thickened at the wearing-points, and toughened to withstand wear, that in a long lifetime you will never see or touch anything but the purest of pure silver. *It is guaranteed for 50 years.* There are many attractive designs at your dealer's. The price is attractive too. For instance, six teaspoons, $2.00.

ONEIDA COMMUNITY, Ltd., ONEIDA, N. Y.



Above full-page advertisement appeared August 26th, 1911,
in color on the inside back cover of the Saturday Evening Post.



"Saw Cousin Bobs yesterday."

"Did you? Where?"

"Oh, he was toddling up Fifth Avenue. He had a box, and I said 'Hello,' thinking it might be candy."

"Nice work, Nan! Was it?"

"No; he'd been buying silverware. Got some just like ours."

"Say, we'd better keep quiet about our silver or this whole block will be a 'Community' community."

COMMUNITY SILVER

is of such exquisite design, speaking such quiet elegance, that when you see it, you will at once perceive the atmosphere with which it graces a dining table. Refined living depends upon these niceties rather than on ostentatious luxuries, and "our kind of people" realize it.

There are many attractive designs at your dealer's. The price is attractive too. For instance, six teaspoons, $2.00.

Best Plate Made. Guaranteed for 50 Years.



ONEIDA COMMUNITY, Ltd.

Above full-page advertisement appeared September 9th issue of Saturday Evening Post.

FREE OFFER

Any Community Silver customer can obtain *free* this Coles Phillips poster, with another in color. These posters contain no reading or advertising matter, and are printed on plate paper in a size suitable for framing.

Ask your silverware dealer to show you these pictures and to get them for you.



"Are your pink ears listening, Betty?"

"Yes, indeed. Will they hear something nice?"

"Better than nice—it's true. Betty, are pearls any less lovely because they all have a grain of sand at the center?"

"No, but what of—?"

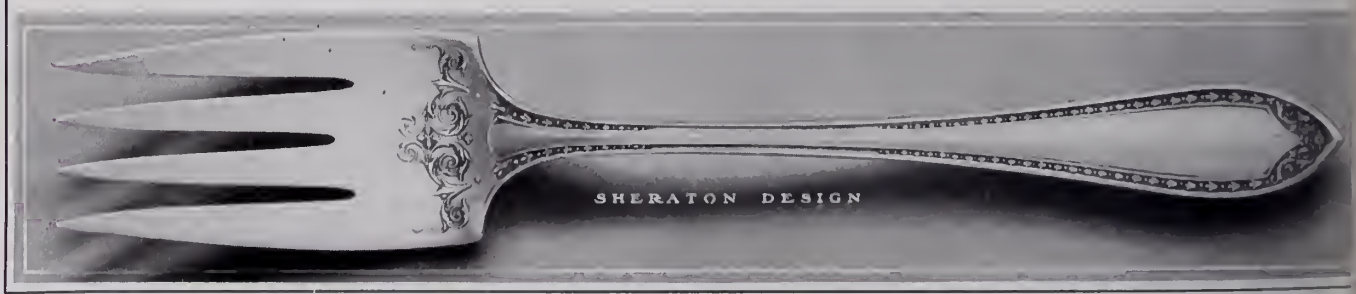
"Then how is table silver the worse for having a center of different metal?"

"Well, I somehow feel—"

"Pardon me, dear, but that's just it: you only "*feel.*" If you will just stop to *reason* a little you will see that table silver is for a purpose. If it fits that purpose gracefully and completely, I'm for it. Let me read you this:

COMMUNITY SILVER

is built by overlaying solid silver upon a center of stronger, stiffer metal. Do not confuse it with ordinary "plated" silver, for Community Silver is so specially thickened at the wearing-points, and toughened to withstand wear, that in a long lifetime you will never see or touch anything but the purest of pure silver. *It is guaranteed for 50 years.* There are many attractive designs at your dealer's. The price is attractive, too. For instance, six teaspoons, $2.00.



¶ Dealers will please note particularly above offer of Coles Phillips drawings to your customers. Details in regard to this offer will be found on the back cover of this Jewelers' Circular.

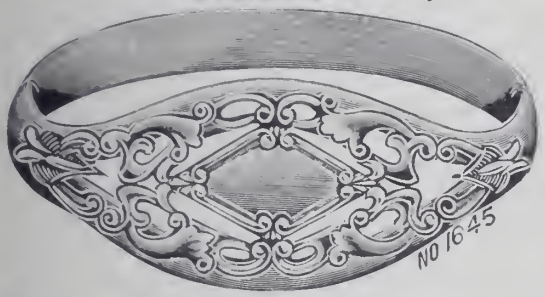
The advertisement shown above will appear in the Saturday Evening Post of September 23d, 1911, also the full-page in the Ladies' Home Journal, Woman's Home Companion, etc., etc.

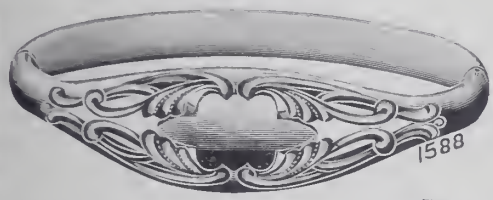
PROVIDENCE STOCK COMPANY

FACTORY AND MAIN OFFICE
100 STEWART STREET, PROVIDENCE, R.I.

CHAINS and BRACELETS











A few of the many designs we make. Over 1,000 in all.

The EXCLUSIVE FEATURE of the PATENT SAFETY GUARD makes an exceptional talking point. Prevents bracelets from opening too wide, thus preventing breakage of joint, yet opens wide enough to fit any wrist.

Our machine-made chain is absolutely accurate. Every link soldered separate. Machine-made chain possesses greater strength and can be made in the very finest of link.

All of our goods are made from a SPECIAL PROCESS—HARD FINISH—WEAR RESISTANCE HIGH-GRADE GOLD-FILLED STOCK.

Our itinerary includes Fobs, Bracelets, Neck, Lorgnette and Vest Chains in HIGH-GRADE GOLD-FILLED.

In SOLID GOLD we make Neck, Lorgnette and Vest Chains, Scarf Pins, Pendants, and La Vallieres.

Ask your jobber to take you on a TRIP through our line.

SOLD THROUGH
JOBBERS ONLY

Look for
PR-ST-CO
Stamped on Spring Rings and Swivel of all Chains

Look for
PR-ST-CO
Stamped on Swivel of Coat Chains, etc.

SAMPLE OFFICES { 11 Maiden Lane, NEW YORK
10 So. Wabash Avenue, CHICAGO

"Sale-Compelling" Line of Sterling Novelties and Staples

¶ Because EVERY ARTICLE has TWO WELL-DEFINED factors no keen retailer should overlook: First — originality and worth at moderate cost, thus appealing to consumer; Second — has a fine profit for the dealer.

¶ We have been in the trade fifty years. Isn't it reasonable to suppose we know HOW to make a line that is PAR EXCELLENT? Well, we do, and it is not egotism to state our line is second to none and dependable in every particular.



No. 10—7234 Sterling Mayonnaise Set

Can Be Retailed at $5.75

Blake's Silver Novelties and Staples not only sell IN THEMSELVES, but will brighten up your other stock.

Our Latest Catalog

is replete with articles you should have. You will need this catalog in your buying and we want you to have it.

Write for one and do it now!

JAMES E. BLAKE CO.

Silverware bearing this trademark denotes sterling silver 925-1000 fine.

Manufacturers of Sterling Silver

Toiletware, Manicure Pieces and Sets, Sandwich Plates, Cups, Jam Jars, Strainers, Hollowware, Casters, Lemon Dishes, Salts and Peppers, Condiment Sets, Candlesticks, Novelties, etc., in Sterling Silver, are illustrated, explained and priced in our Catalog, which we will send to you upon request.

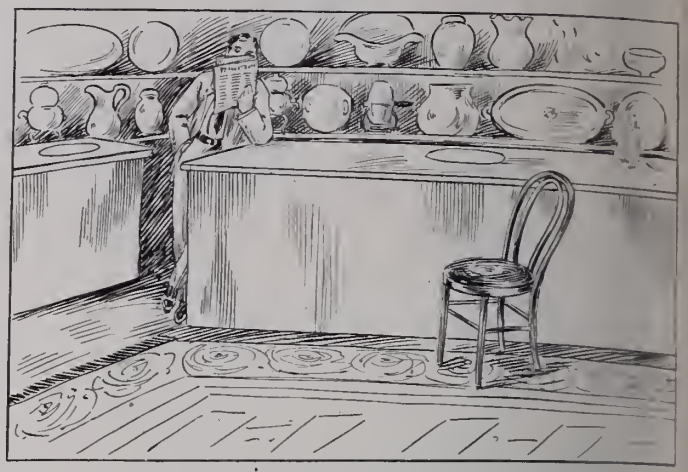
Attleboro, Mass.

Chicago Office
910 Heyworth Bldg.

New York Office
37 Maiden Lane

San Francisco Office
717 Market Street





The Jeweler who is out of the Beaten Path

and

His Neighbor who Sticks to It

The jeweler who is out of the beaten path keeps a full line of STERNAUWARE, stocks up with salable, profitable novelties as soon as they come out, and is a faithful reader of THE BLUE BOOK, finds out before long that he needs more help to handle his business, and more than likely, after a while, a bigger store to do it in.

On the other hand, the old-fashioned man, sticking to his rut, handling slow-moving goods, on which there is only a small profit—well, the picture of his establishment above (the one on the right) tells its own story. We want to give that dealer a lift out of his rut. He should have THE BLUE BOOK, and we will send it to him on request without charge.

S. STERNAU & COMPANY

NEW SHOWROOMS
305 Broadway, N.W. Cor.
Duane St., N. Y. City

Makers of
STERNAUWARE
Comprising
Fancy Teakettles, Chafing-dishes and their Accessories, Coffee-machines, Trays, etc.

Office and Factory:
195 PLYMOUTH ST.
BROOKLYN, N. Y.



IF IT'S A

Waltham Hall Clock

You may rest assured your customer and your stock will profit by having had it on hand.

Our New Patterns in

Hall Clocks
Regulators
Marble Clocks
Willard
Banjo Clocks
Etc., Etc.

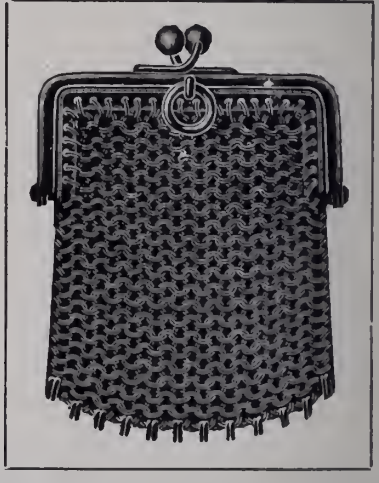
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Waltham Clock Co.
Office and Salesroom
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all over the country are *successfully* and *profitably* using our

REAL GUN METAL BAGS AND PURSES



BECAUSE our Slogan, "The Quality's There," *Has Been Proved True.*

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FRENCH CELLULOID

Its growing popularity has made it a most desirable addition to a Jeweler's Stock.
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We have for many years been credited by the Jewelry trade with making by far the MOST ARTISTIC and BEST SELLING line of MOUNTED UMBRELLAS and WALKING STICKS in the country.

This Season's Productions exceed all our former efforts in beauty of design, workmanship and finish.

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Makers of
Umbrellas and Walking Sticks
OF THE BETTER SORT
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Established
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COLONIAL DAME BRACELETS

MADE IN FOUR WIDTHS—⅜", ½", ⅝", ¾"



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We need not dwell long upon their merits as leaders. There is no novelty that pays a better profit, or attracts both men and women to your window, than a few choice patterns, properly and prominently displayed. We make them in gold, and sterling silver plated with 24K. gold, and our price to the trade enable the jeweler to retail them at a price that is surprisingly low. We guarantee the workmanship and quality throughout and the reorders prove our claim

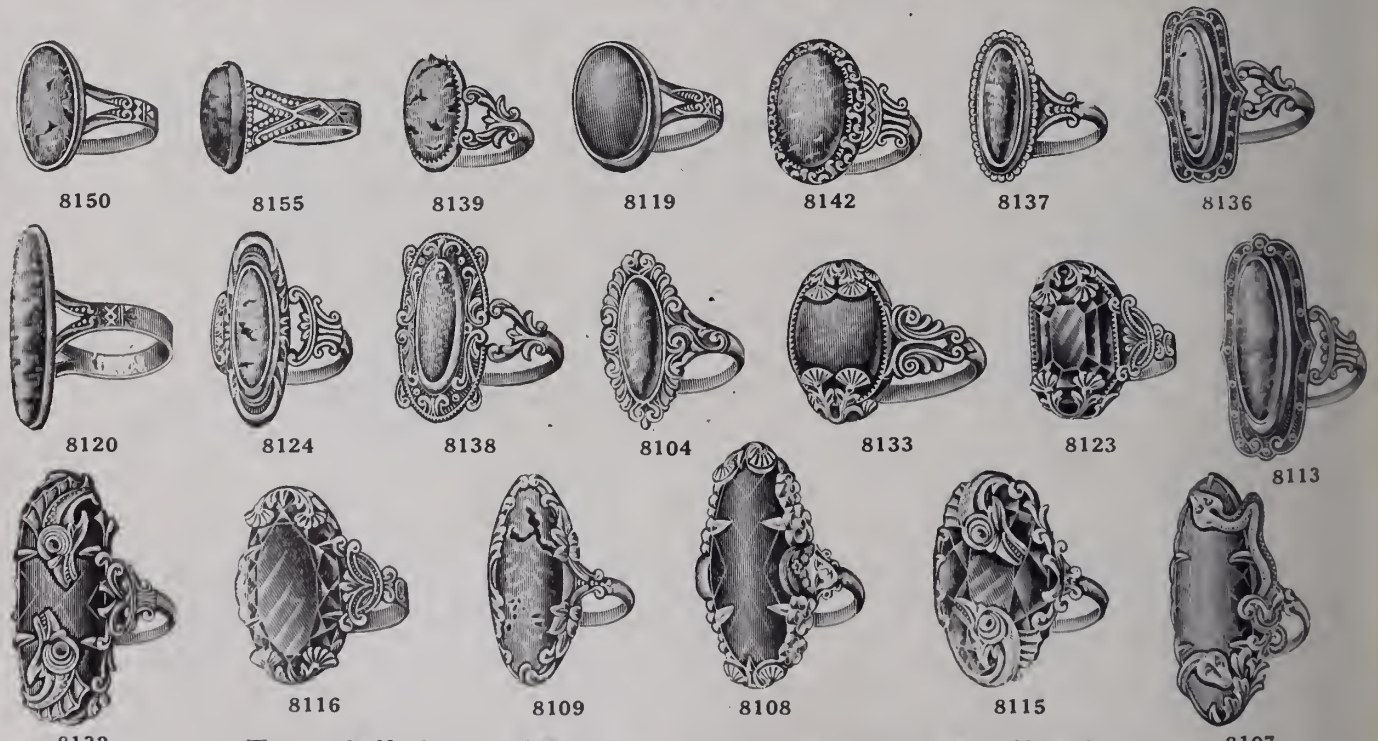
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¶ With **The Belscript System** the jeweler is enabled to make any monogram while his customer waits. Simplicity, beauty and finish insure the closing of the sale then and there.

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Flashy Dashy gold cases are never stamped "SOLIDARITY."

SOLIDARITY CASES have a rich artistic appearance which, often more than salesmanship, effects the sale of a watch.

They are the BETTER CASES for the BETTER JEWELERS.

SOLIDARITY CASES are somewhat hard to get, but they are ***worth the getting,*** at any reasonable effort. A selection package may be had for comparison

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Purchase reliable merchandise at legitimate prices and you will make your business a big success. Every article manufactured by us is guaranteed.



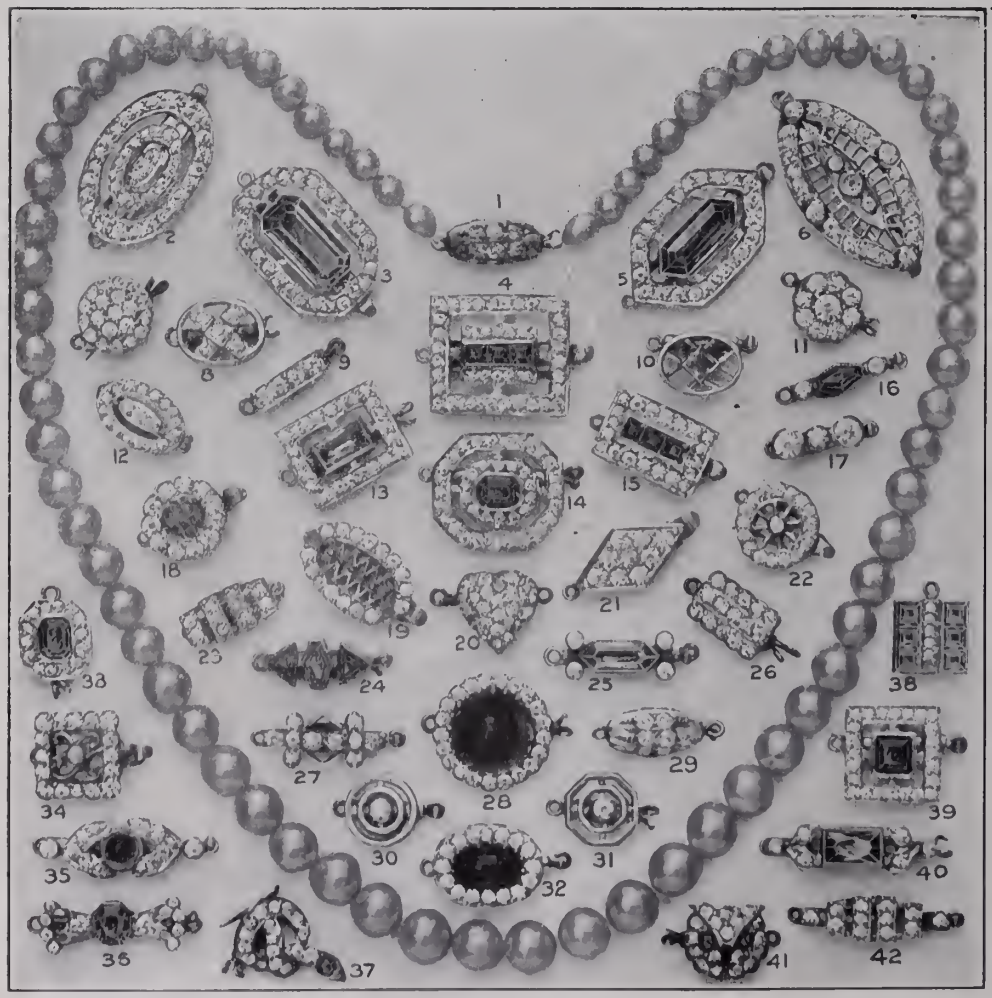
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Established over a quarter of a century



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is a good month to lay in a line of our "Sellers," but this is an especially desirable time to stock up with the many new patterns our factory is turning out. You will get the benefit of the complete assortment and gain many additional sales by the proper display of such Sellers.

Whatever is new and desirable in gold jewelry can be found, moderately priced, in the line bearing "The imprint of The Rose," the Trade Mark of quality and excellence.

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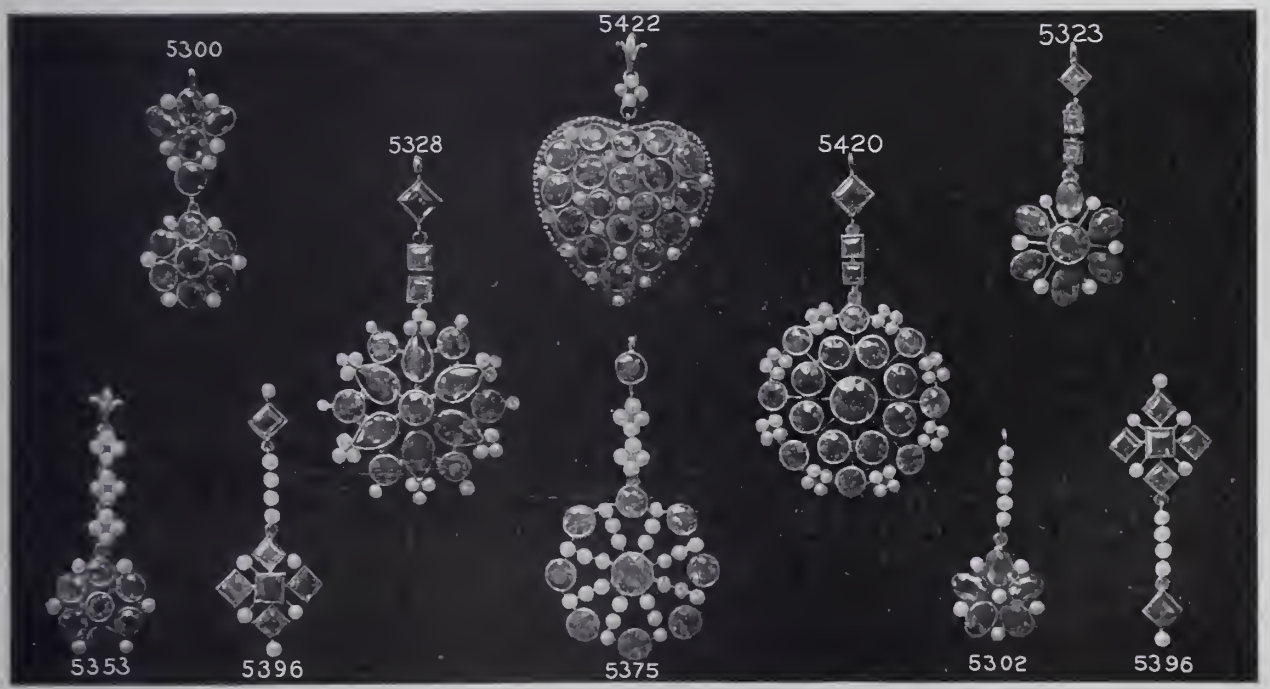
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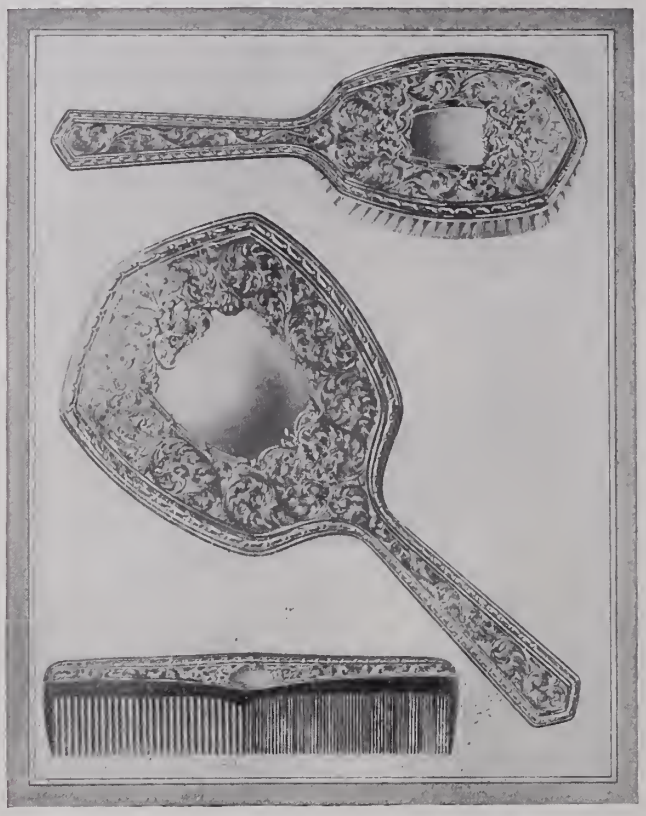
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BEARING THIS E P C TRADE-MARK

HAVE DEMONSTRATED THEMSELVES AS THE

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OUR EXTENSIVE LINE OF

"Most-Durable" Ring Mesh Bags

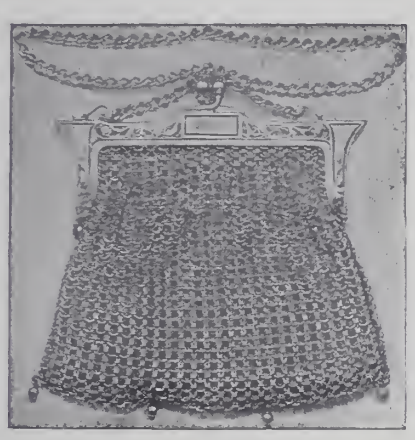
in Sterling, German Silver, Soldered and Unsoldered

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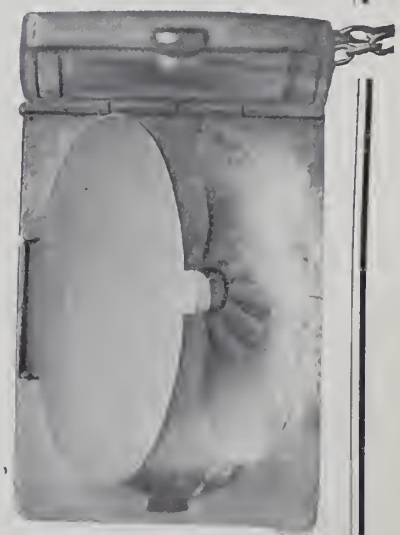
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Made in Gold and Platinum
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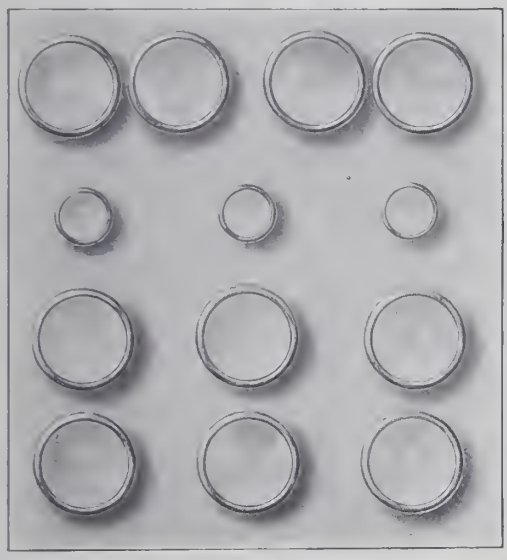
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They are part of our NEW COLONIAL Service in which we make everything from Tea Set to Salt Cellar

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Necklaces, Collars, Bracelets, Ropes, Bayaderes, Sautoirs, Brooches, Pendants, etc., also loose in all sizes and qualities.

ORDER AND REPAIR WORK of all kinds executed by skilled workmen

These neck velvets draw the trade



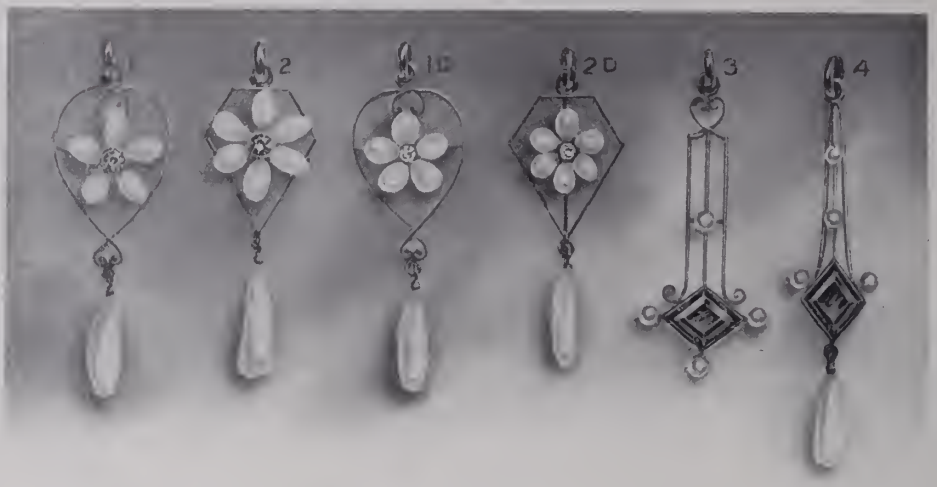
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Made in 14-Karat 10-Karat & Silver

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Vanity Cases, Cigarette Cases, etc.
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10-K. Gold — 14-K. Gold
Gold and Platinum

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Plain and
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Jeweled and Fancy Link Lorgnette Chains

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14-K. Gold
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Cuff Buttons Hat Pins Safety Pins
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The Bryant Rings have both **style** and **quality,** and will help your reputation as a Jeweler.
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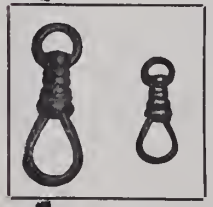
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Gold and Platinum
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Snaps, Bars, Etc.



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Whether you are just starting, or have been in business for years, you ought to have OUR CATALOG. It's free, and you can bank on it, if you want to be absolutely certain that you are buying at right prices.

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Wholesale Jewelers Cincinnati, O.

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SUPERIOR IN WORKMANSHIP and CHEAPER THAN OTHERS
Large Assortment of Samples Always on Hand



Send at once for a Memorandum Selection



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In



Black Onyx Mourning Jewelry
Also an Attractive Line of
Necklaces in Coral, Amethyst
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Gold Jewelry

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OF EVERY DESCRIPTION

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14-k. GOLD
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Baroque and Coral Lorgnette Chains
50 INCHES LONG
BEST SELLERS

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TRADE K MARK
The Gold Chain House





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In great variety, set with All Diamonds. Diamonds and Pearls, and Diamonds and Sapphires. Beautiful and exclusive patterns in all Platinum and Platinum and Gold Backs, that have been designed especially for jewelers who desire the best at reasonable cost.

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Mfrs. of Diamond Mountings and Jewelry
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Our Specialty is High Grade Jewelry at Medium Price

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14 Karat Gold
That Range In Price From $2 upwards

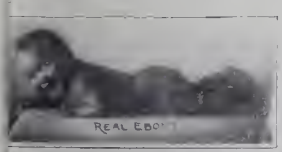
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Hoop and Pendant Earrings in Baroque Pearl, Coral and Plain Gold

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With a Liberal Discount to the Trade
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These Goods are advertised in the Magazines as being sold by Jewelers and Opticians



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Automatic Holder
for all sizes of scarf-pin wire. Guaranteed.

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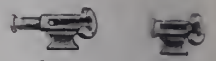


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SAFETY CATCH
For Brooches, etc
Can be applied to any work where pin tongues are used.



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THE GREAT AMERICAN JEWELRY CATALOG

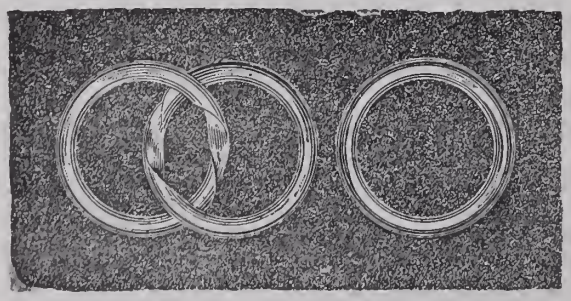
Is a publication of real practical value; it truthfully illustrates those lines of merchandise best adapted to the needs of the *Jewelry Trade;* its reliability is unquestionable.

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The graceful style of the Alliance Ring is rapidly supplanting the use of the old style wedding ring. The joints are invisible, and whenever engraving is desired it is done in the inside surface. Can be easily separated by inserting a pin in inside pin-hole.

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any article made in Sterling Silver or any other metal, supplying missing parts and doing all work necessary to restore the piece to its original usefulness and finish.

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"Hold-On" Clutch WARNING



On Wednesday, June 28, 1911, the Circuit Court of the United States, Southern District of New York, sustained the validity of the Fischer re-issue Clutch patent, as well as of the Goldsmith Design patent, under which the "Hold-On" Clutch is made, and directed a decree of injunction accordingly.

All dealers are notified not to handle scarf pin protectors which infringe either or both of said patents, as all infringers will be prosecuted.

Discriminating Jewelers who Pride Themselves on Quality Handle Only the Best

The "Hold-On" is the BEST—and has been since 1902 —why handle imitations?

Every "Hold-On" Clutch is guaranteed by us—note the finish and workmanship

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THE PEN OF QUALITY

CANNOT LEAK

The superiority of the "Swan Safety" Fountpen lies in the absolute mechanical and scientific perfection of its gold pen, its feed and its patent non-leakable cap and point section.

The gold pen is made by Mabie, Todd & Co., the oldest gold pen manufacturers in the world, who have been renowned for nearly 70 years for their iridium tipped gold pens.

These pens are fitted to the

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The ladder underfeed with its capillary slots or interstices, absolutely prevents any overflow or blotting.

The gold top feed keeps the point always moist. The Swan Safety writes immediately the pen touches the paper.

The patent screw cap absolutely prevents the pen leaking by forming an airtight compartment around the nib. No rods or valves to get out of order. Simply screw the cap down.

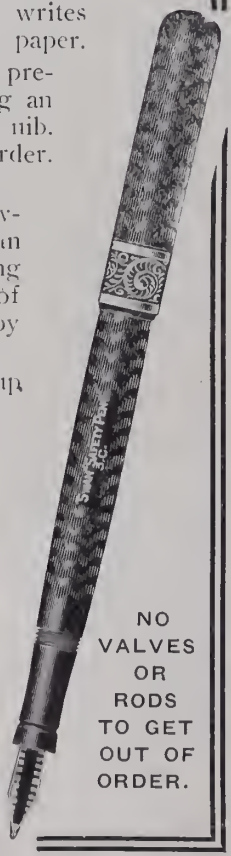
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Co-operate with us and build up your pen business.

LET US SEND YOU A SAMPLE TO EXAMINE AND TEST.

PRICE $2.50 UP.

QUALITY AND HANDSOME PROFITS.



NO VALVES OR RODS TO GET OUT OF ORDER.

MABIE, TODD & CO.

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ENGRAVED CRYSTAL JUG. $8.00 Each

The **most extensive** and **best-selling** line of Silver Deposit Ware ever produced—the ONE line that will **triple your profits** during the Fall and Holiday Season. Illustrated Catalogue now ready.

Price quoted here subject to Jewelers' Circular Key.
TERMS: 6% 10 days; 5% 30 days—F.O.B. New York.

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Selection Packages Sent on Memo.

And Complete Line of Shells

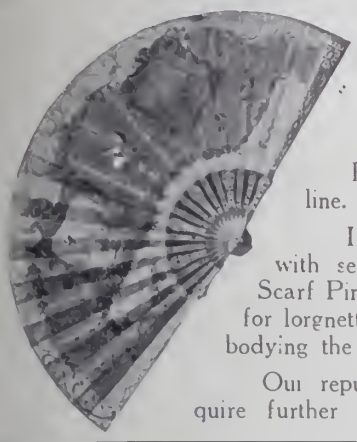
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Beg to direct the attention of visiting buyers to the latest addition to the line. **Hand wrought, 14 kt. gold jewelry** in novel designs, moderately priced.

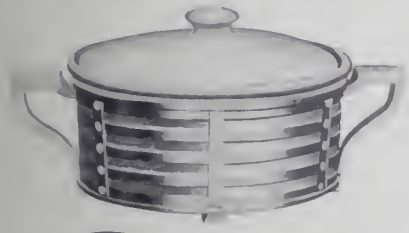
In **sterling silver jewelry** we present odd and unique patterns, set with semi-precious stones. Necklaces, La Vallieres, Brooches, Bar Pins, Scarf Pins, Shirt Waist and Dinner Rings, etc. Of the fashionable long chains for lorgnette, watch or fan, a splendid line can be seen in sterling or plated, embodying the newest ideas.

Our reputation as the **leading fan house** is too well established to require further comment.

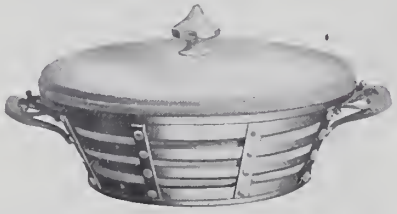


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EXCLUSIVE in DESIGN and SHAPE.

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We are equipped with the modern and up-to-date machinery; our jewelers and silversmiths are experts in this line; we can repair or replace any article in the Jewelry Trade. Gold and silver mesh bags refinished, replated, relined with kid or silk, same as new. Try us with your next lot of repairs.

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Monograms removed from all kinds of Silverware and Jewelry Refinished like New

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Fine Sterling Silver and Leather Goods

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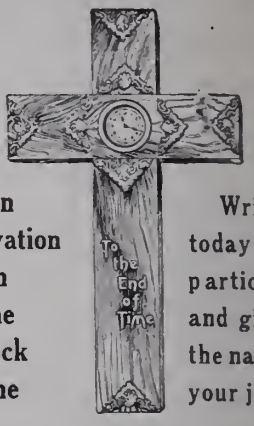
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The Cross Clock

An Innovation in the Clock Line



Write today for particulars and give us the name of your jobber

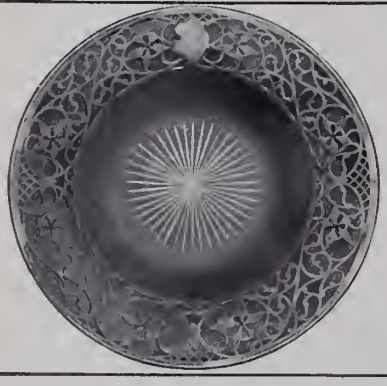
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Size 11 x 19 inches

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It is a beautiful chestnut wood cross, finished in either Flemish, Mission, Brown, or Mahogany and ornamented with either silver or gold filigree. It contains an absolutely reliable clock.

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Plate Made in 7 sizes

10 in. Sandwich Tray, $10.50

Subject to Jewelers' Circular Key

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Mesh Bags Refinished $1.00

We re-silver, re-line (with kid or silk) and repair the mesh on any German silver mesh bag, from 5 to 7 inches, for $1.00, other bags in proportion.

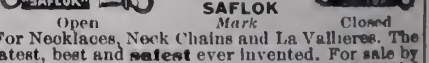
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FOR THEATER
Travel, Sport and Marine Purposes
are optically and mechanically **unsurpassable**, hence quick and *profitable* sellers
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1870

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CORRECT SCARF PINS and ANGELL COLLAR BUTTONS



1911

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We are the Pioneer Makers of Link Buttons at Popular Prices

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Our goods are all stamped **H-A & Co** *which is our guarantee and your protection*

We have started on another Forty Years of Leadership

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We have successfully solved the problem in the button we illustrate on this page. To see it is to understand it, and to display it is to sell it.

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15 Maiden Lane

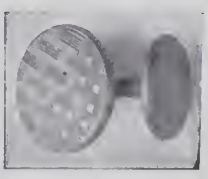
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A one-piece locket—the back and front are drawn up in cup shape, and swedged inside, so that the bezel is of the same quality of rolled gold plate as is the outside. We will be pleased to send further information.



NO SOLDER IS USED

in its construction, except where the ring and hinge are attached. Made in several salable patterns and finished as desired. Many Plain, Engraved, Chased, Engine Turned, Stone Set and others to select from. Sold through the wholesale trade.

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Fancy Platforms and Blocks for Window Display
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Ear Screws
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Pierceless Drops
Crosses
Cameos in Brooches
Belt Pins
Stick Pins

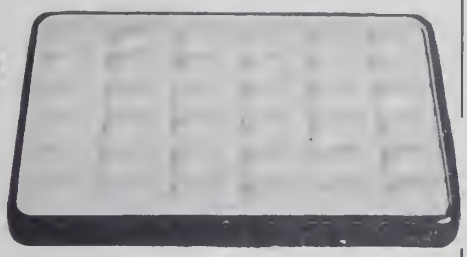
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AND BY THE SOLE MFRS.

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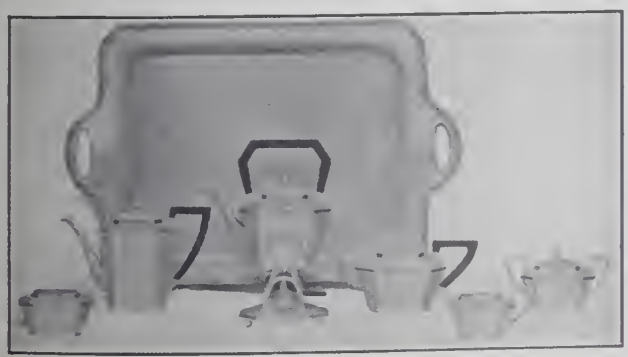
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THE JEWELERS' CIRCULAR
WITH WHICH ARE CONSOLIDATED
THE HOROLOGICAL REVIEW
THE JEWELERS' WEEKLY THE JEWELERS REVIEW

VOL. LXII. WEDNESDAY, SEPTEMBER 20, 1911 No. 8.

Choice Gold and Silver Work in the Victoria and Albert Museum, South Kensington, London.

By Chas. A. Brassler.

(Continued from issue of Sept. 13)

THE crown from Abyssinia, or rather tiara, for it shows the three sections or stories characteristic of the triple crown worn by the Roman pontiff, is a most interesting exhibit, and although probably not so very ancient, dating, it is supposed, from the middle ages, it plainly displays the ancient traditions of the church at Constantinople and the Byzantine style by which it



PROCESSIONAL CROSS, SILVER GILT, FRENCH, 13TH CENTURY.

was dominated, from which Abyssinia derived the ancient form of Christian worship its people still retain. It is accompanied by a mitre worn by the abuna, or patriarch, the head of the Abyssinian church.

No. 7234 in the collection is an exceptionally handsome standing crucifix, the ends of the arms of the cross forming panels in which are depicted, in relief, scenes from sacred history. Behind the head of the suspended figure of the Saviour is a medallion of the Agnus Dei, the cross itself, with its pedestal being richly wrought in Arabesque and relief work.

A book cover, or case for a missal, attributed to Benvenuto Cellini and said to have been the property of Henrietta Maria, queen of Charles I. of England, is in a case with a number of fine specimens of *cinquecento* work. It is in gold and translucent enamel in relief, the subjects represented being the creation of Eve and apparently the Fountain of Youth. The edges are ornamented with translucent *champlevé* enamel. It is of Italian workmanship and dates back to 1580. This was recently illustrated in THE JEWELERS' CIRCULAR-WEEKLY.

A handsome processional cross is an attractive feature of the eastern division. It has a frame of wood with the sides cased in silver and the back in chased gilt copper, the front displaying silver gilt foliage stamped from dies, in openwork, set with precious stones. In the arms of the cross are four small reliquaries, covered by miniature pictures in gold and colors and lists of the relics on vellum with crystal protection. The work is attributed to Hugo, a monk of Oignies, Namur, Bel-

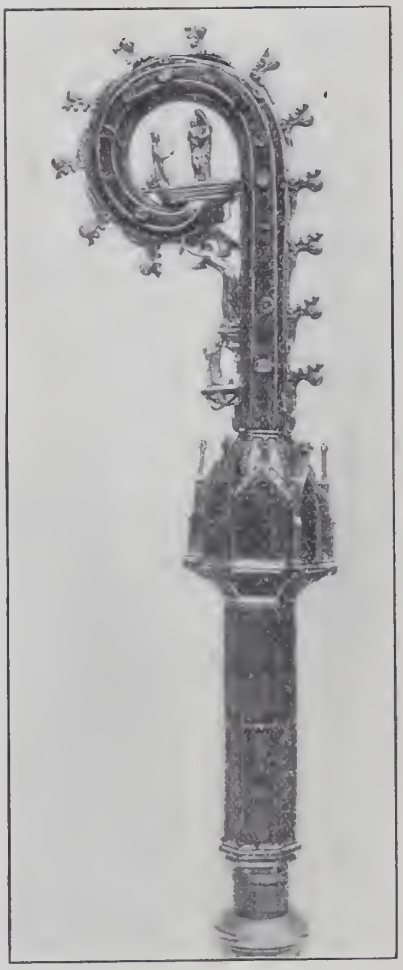


ACKLEY SILVER CUP BY WENZEL JAMNITZER.

gium, of about the middle of the 13th century, other examples of his work bearing his signature being in existence in the Monastery of Oignies.

It is, however, the work of the German silversmiths of the 15th and 16th centuries that makes the finest showing in the museum, both as regards the number and attractiveness of the specimens and their admirable workmanship.

A conspicuous place among these works of art is occupied by the superb silver cup, known as the Nuremberg Goldsmiths' Cup, ascribed to Wenzel Jamnitzer, and in every way worthy in design and execution of this famous master. The body forms six pairs



PASTORAL STAFF, GILT METAL, ENCRUSTED WITH TRANSLUCENT ENAMEL.

of lobes, *repoussé* and engraved with elaborate decorations in strap-work figures of Diana, Lucretia and Judith, masks, terminal figures, etc., being the ornaments. Rams' heads, clusters of fruit and scroll work decorate the stem, and the cup is supported on a trefoil foot. Jamnitzer presented it to the once powerful Goldsmiths' Guild of Nuremberg, and when that body was abolished its plate treasure was sold and the museum bought it from the purchaser.

This cup, by the way, is a fine example of the so-called "Ackley" cup, named thus

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on account of its resemblance to the "Aquileja or "Ackley" flower In Nuremberg every goldsmith to obtain the title of master had to fashion such a cup besides three smaller pieces. In this manner this shape expressed in Gothic bosses or lobes—only the applied ornaments varying—remained in favor until the 18th century. These masterpieces were placed in the treasury of the guild, where they were preserved for a long time.

One of a group of three exquisite pastoral staffs, in another case, is a gem of the collection. It is of German workmanship, dated 1351, and is of gilt metal, partly encrusted with translucent enamel on silver and set with gems. In the volute is a group, in gilt metal, of the Virgin and infant Saviour, with a kneeling figure of a bishop; below is an angel. The knop is of tabernacle work and shows enameled figures of the Virgin, three kings and saints.

Several of the cases in the eastern division contain a fine collection of chalices, dating from the 13th century onward, and from which one of German manufacture and attributed to the middle of the 15th century is selected for illustration. It is of silver gilt, the foot decorated with six figures of the Saviour and saints in high relief, the knop displaying similar figures



CHALICE, SILVER GILT, GERMAN, MIDDLE 15TH CENTURY.

beneath canopies, while on the bowl are angels on an enameled ground.

Another fine specimen of German medieval silversmith work is known as the Nuremberg beaker. It is 11⅝ inches high and 5⅝ inches in greatest diameter, and dates from the end of the 13th century. Of silver, parcel gilt, and widening at the top, a pierced band of Gothic leaf foliage and animals encircles it at the center, with crocketing above and below. Around the molded base, which rests on three seated lions, runs a crocketed band, and the rim of the cover, which is surmounted by a male figure standing on a hexagonal base, decorated with foliage and holding a shield with the arms of Nuremberg in red and black enamel, is also crocketed. Inside the cover and on the bottom are enameled shields of the city of Nuremberg.

A Nuremberg tankard in the museum is another fine specimen of the silversmith's work of these famous masters of the old German city, while even more characteristic of their skill is a "hanap" or covered



BEAKER AND COVER, SILVER PARCEL GILT, LATE 15TH CENTURY.

footless drinking goblet made to represent one of the towers of the fortified wall of the city, even the rustication of the stonework being faithfully reproduced. The supports are little fortified outworks, round the base and the waist of the cup run galleries, also fortified by sentry turrets and larger towers, while the cover represents a complete model of a nest of buildings on an eminence, with roads winding up to them, bridges over moats, etc., such as appear in the backgrounds of Durer's landscapes.

Unique of its kind is a covered drinking cup of Burgundian or Flemish origin, carefully worked with architectural moldings. Four mullioned windows, with geometric tracery around the bodies, and four in the cover, have the space represented by the window panes filled with transparent enamel, set in gold, through which the light passes.

The fine astronomical clock in gilt metal shown herewith is the work of an Augsburg maker.

The influence of the artists who had studied the silversmith's art in Italy is very much in evidence in the German work of the end of the 16th century, some of the pieces as manifested in a very beautiful silver gilt cup of this period being shown in the museum, although of German make, being thoroughly Italian in design.

The goldsmiths' work of the 16th century reached the zenith of its artistic beauty in Italy, where at this period, among a galaxy of artists and sculptors, flourished Benvenuto Cellini, several specimens known to be his work, replicas of others, and articles attributed to him, being shown in the museum. To this period belongs, among



HANDSOME ASTRONOMICAL CLOCK OF GILT METAL MADE AT AUGSBURG.

other superb productions, a magnificent pax in goldsmith work with a painted panel representing the nativity, the design of which is credited to Sandro Botticello, while the painting in its sad and delicate beauty is certainly reminiscent of his most famous works.

During the Cromwellian period in England gold and silver works, as vanities, were at a discount, and the disappearance of some of the finest plate, both private and ecclesiastical, in England, dates from this period. The fanatical adherents of the Lord Protector zealously hunted up these precious articles and they were ruthlessly consigned to the melting pot wherever discovered. Following this period, with the restoration of the Stuarts there was naturally a revulsion in the opposite direction, and many of the works of the famous silversmiths employed by Louis XIV. found their way to England. A silver mirror frame of this origin, bearing the cypher of Charles II. and said to have been

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ade for his queen, Henrietta, is among e treasures in the museum.

Toward the close of the Stuart regime England the silversmith's art in that untry experienced a decided revival, and e work that has come down to us from at period following the style favored in e Louis XIV. period and the greater rt of the 18th century is notable for its assiveness, but nevertheless attractive.

Quite a number of specimens of this ork are shown in the museum, particurly a handsome silver casket dating from e end of the 17th century and an 18.h ntury bowl. Some superb specimens of ate of this period are included in the oyal collections at Windsor Castle, copies ng shown in the museum.

No less interesting than the gold and lversmiths' work are the collections of ie pendants and other jewelry, watches, c., in the museum. The collection of ger rings is notably valuable from a storical standpoint, having been enriched 1871 by the acquisition of the famous aterton collection. Among various ngs of extraordinary interest may be entioned the one handed by King Charles to Bishop Juxon, his spiritual attendant, n the scaffold; a ring made to commemoate the marriage of Mary Queen of Scots Lord Darnley in 1565, and a ring that as owned by Bishop Alhstan, friend and lviser of King Ethelwulf, the father of ing Alfred the Great.

There is also a group of antique jewelry f priceless value, including a gold armlet om the treasure of the Oxus, dating rom the fourth or fifth century before ie Christian era, and the necklace, illusrated herewith, of ancient German workanship, found in the castle of Ambras the Tyrol. It is of gold, enameled and et with pearls, the pendant set with diamonds. The necklace, which dates from bout the year 1600, is two feet long, and ie pendant 3½ by 2½ inches.

Another article that attracts attention is n elliptical miniature case of gold, conaining a miniature, by Hilliard, of Queen Elizabeth, and presumably made to the ueen's order for presentation to one of er court favorites. The back and sides re enameled with Arabesque scrolls, flowrs, etc., on a black ground; the front is ierced and set with diamonds and rubies.

There is also a fine collection of snuff oxes in the museum, interesting alike rom an artistic standpoint and by reason f their historical associations.

Altogether, the museum is exceptionally ich in noteworthy specimens of the goldsmith's and jeweler's art, and the accomanying illustrations, while few in comparison with the total number of exhibits, re calculated to afford an excellent idea like of the valuable character of the arcles shown and the interest they possess or the goldsmiths and jewelers of our imes.

[THE END.]

The partnership existing between Ross & Broyles, Sutton, W. Va., has been dissolved. Each continues for himself.

Otts, Crabb Jewelry Co., Greensboro, Ala., has become incorporated, with an authorized capital stock of $2,500 paid in.

What Jewels Are Worn by Ladies of Fashion in Paris.

Written especially for The Jewelers' Circular-Weekly by Lady Eileen.

Women show the charm of jewels,
And jewels show the charm of women.

IN spite of the intense heat, large-sized jewelry continues to be worn, and to great advantage, on the *lingerie* gowns of to-day. The Marie Antoinette fichu, now *a la mode*, is held together in front, as in

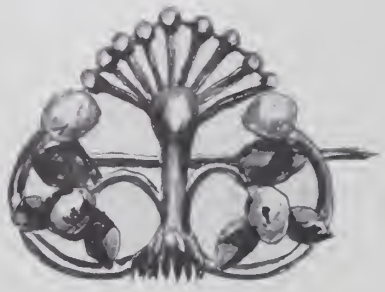


FIG. 1.

the days of our grandmothers, by a large brooch generally of quaint and original design. A leader of society here in Paris was wearing one of a very conventional design, representing a tree (Fig. 1). The top of the tree showed nine denuded branches, the bud on each branch being formed by a tiny rock crystal, the fruit represented by four good-sized blister pearls, the leaves and trunk of the tree being carried out in green gold. This artistic piece of workmanship gave a truly artistic finish to a simple black and white gown. Dame Fashion has decreed that the simple styles will be the ones to hold sway this coming season, and it is an indisputable fact that the charm of jewels is seen to far greater advantage on a gown not too much trimmed.

* * *

At the Répétition Generale (first performance) at the Olympia I noticed a tall, dark, well-known French actress very much in evidence; she was wearing a remarkable brooch almost lemon-shaped. It consisted of a large piece of mother-of-pearl set with a large matrix turquoise surrounded by seven tiny gold ornaments, while three maltese crosses and six tiny squares, also of gold, were distributed equally over the surface of the brooch (Fig. 2).

A smaller brooch, more conventional in composition, was composed of a very beautiful beryl, held in place by two small ornaments in the shape of leaves.

Brooches made in the shape of animals, the eyes invariably set with the birth stone of the wearer, are being worn as talisman or mascot by members of the *grande monde*. The rage used to be for little charms for the bracelets and chains; but now that lace is so fashionable, and fichus are much more artistic held in place by a jeweled ornament than sewn, brooches of every description are taking quite a foremost place in the world of women.

* * *

Bracelets have been more worn this season than ever, and as the sleeves become smaller the bracelets become larger. Jeweled bracelets are never worn for day wear, the slave bangle is quite a thing of the past, and armlets such as one might imagine have graced the arm of Cleopatra and her sisters of past ages are the vogue.

A very handsome one that I saw recently at Maison Rivaud's (Fig. 3) was made of twisted gold net set at equal distances with reproductions of old Greek coins. Articles in silver, platinum and different shades of gold strike the eye as one glances into the jewelers' windows of the "Rue de la Paix," "Rue Royale," "Boulevard de la Madelaine," Avenue de l'Opéra and other fashionable quarters.

A square block of crystal consisting of an Omega nickel watch, inkstand and calendar was a quaint and original piece of

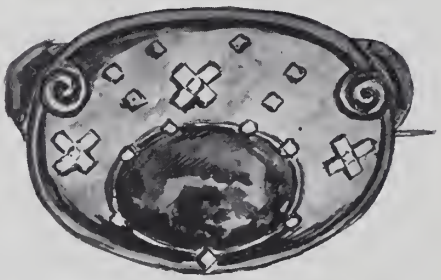


FIG. 2.

work, as was a sweet flower vase, in the shape of a donkey, made of fine Copeland porcelain, carrying a basket on either side of nickel and standing on a porcelain stand edged with silver. Another table ornament was two marble Cupidons holding hands round a trunk of a gold tree, the top of which was a nickel fruit basket with gold interior. This would prove a very suitable wedding present. Bread baskets in twisted silver net with figures on either side are quite the mode and seen on all the tables of the *haute société*.



FIG. 3.—TWISTED GOLD BRACELET WITH REPRODUCTIONS OF COINS.

Twentieth Century Mfg. Co., Chicago, Ill., have become incorporated as Canfield Mfg. Co., with an authorized capital stock of $15,000 paid in.

The new jewelry store of R. M. Cowing & Co., Waterloo, Ia., in the First National Bank building, has been opened. In addition to the jewelry store a manufacturing jewelry plant will be run in the Marsh-Place building.

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MEMORANDUM ORDERS SOLICITED

Creditors Accept Offer of 15 Cents on the Dollar in Settlement of Claims Against Groveman & Kahn, New York.

An adjourned meeting of the creditors of Groveman & Kahn, silversmiths at 77 White St., New York, was held Tuesday of last week at the office of the debtors, at which time a settlement agreement at 15 cents on the dollar was signed by creditors present. Those represented by the Jewelers Board of Trade at the meeting have since signed the agreement.

Groveman & Kahn assigned for the benefit of creditors to Charles H. Herbst, and at the first meeting of creditors, as reported last week by THE JEWELERS' CIRCULAR-WEEKLY the total indebtedness was said to be about $5,000, with stock of $1,200 and machinery and fixtures amounting to about $[illegible]. According to an estimate made by a representative of the Jewelers Board of Trade while at the factory last week the actual value of the plant was between $300 and $400, the actual value of the gold and platinum on hand $300, and the equity of the firm in the pledged accounts receivable will probably $500 under favorable conditions. This equity will be realized only when litigation now started between the bankers, with whom these accounts were hypothecated, and some of the credit customers has terminated.

At the meeting no chairman was elected, the proceedings being conducted by Mr. Herbst. At the time the meeting was called to order Mr. Groveman, of the firm, was endeavoring to raise a sufficient amount of cash to make an offer to creditors, and was not present. About 3.15 P. M. he appeared with a loan broker, who stated that he was willing to advance $1,000 on the business, which would be available at once. After deducting $200 in a preferred claim for wages and $50 for additional expenses, $750 cash was offered to creditors. The committee appointed at the previous meeting had done nothing, and had no report to make. The representative of the Jewelers Board of Trade made an effort to obtain 20 cents on the dollar for creditors, but it was stated that if the 15 per cent. offer was not accepted a petition in bankruptcy would at once be filed, or an order of the court asked for by the assignee allowing the sale of the assets.

Braley Bros., Columbia, Tenn., Offer to Settle at Twenty Cents on the Dollar.

COLUMBIA, Tenn., Sept. 15.—After a long and uphill fight to pay their debts, Braley Bros., who conducted a retail jewelry store here, have offered creditors a settlement on the basis of 20 cents on the dollar. If the settlement is not accepted, they state they will make an assignment. According to the statement given to creditors, the liabilities run in the vicinity of $13,000, of which merchandise indebtedness is about $9,200, and the assets are said to be about $5,200.

The firm was composed of Turner and B. Braley, who began business here Aug. 1, 1906, succeeding E. H. Harris. The brothers had formerly been in business at Pulaski, Tenn. For a long time past business has not been good with them, and they have been greatly hampered for lack of capital. According to the statement of their friends they have struggled to pay their debts in full, hoping they would be able to pull out of their difficulties. However, business has not been particularly good, and they have not had an opportunity to do this, so were finally forced to an offer of compromise.

Bankruptcy Petition Filed Against E. Michel & Bro., Denver, Colo.

DENVER, Col., Sept. 13.—An involuntary petition in bankruptcy has been filed in the United States Court here against E. Michel & Bro., who conducted a jewelry business at 1100 16th St. No statement of the assets and liabilities has as yet been made public. Recently the business has been conducted by Edward Michel alone, who used the firm style.

The firm of E. Michel & Bro. began business about four years ago at 506 16th St., and consisted of E. Michel and his brother Joseph. They came originally from New York City, but later moved to Phoenix, Ariz., from which town they came to Denver. The concern met with difficulties about two years ago, and in 1910 an involuntary petition in bankruptcy was filed against them. At that time the assets were $12,000, and the liabilities were $40,000. An offer of settlement at 25 cents on the dollar was accepted and the partners resumed. During the year Joseph Michel died, leaving his interest to his brother Edward, who became the sole owner.

White Jewelry Co., Vinita, Okla., Asks to be Adjudged Bankrupt.

VINITA, Okla., Sept. 14.—The White Jewelry Co., a corporation of this State, which has been conducting a jewelry store here for about a year, has filed an involuntary petition in bankruptcy, and the schedules, which were filed in the United States Court at the same time, show liabilities to the amount of $8,653, and assets of about $4,239.

The company had an authorized capital stock of $5,000, all of which was paid in. C. A. White was the president, his wife was the secretary, and Gaylord N. Bebout was the treasurer. Mr. White came to Vinita from Oklahoma City, and was for a while the general representative of the Money Weight Scale Co. here.

Receiver Appointed for Joseph Block, Baltimore, Md., After He Goes Into Bankruptcy.

BALTIMORE, Md., Sept. 14.—Lewis E. Goodrich has been appointed in the United States District Court receiver for the assets of Joseph B. Bloch, a jeweler, 1725 N. Carey St., after he had been adjudicated a bankrupt upon his own petition. The receiver bonded for $500. In his petition, filed through Edwin T. Dickerson, attorney, Mr. Bloch states that his liabilities are $7,579 and assets $5,718.

Mr. Bloch was for many years in the employ of B. Kahn & Bro. before starting in business for himself.

Albert H. Camp has become successor to John T. Owens, Leonardsville, N. Y.

Man and Woman Who Assaulted and Robbed Boston Jewelry Salesman Arrested, Tried and Sentenced.

BOSTON, Mass., Sept. 15.—Ethel Harland, for whom the police had been looking since last May, was captured, Sept. 9, in this city and arraigned Sept. 12, together with William Sanderson, who had been arrested some time previously.

They were held on charges of assault and battery with intent to rob, preferred by Morris A. Cohen, a jewelry salesman, on May 2, of this year. Cohen is now employed by the Bentley Jewelry Co., of the Jewelers' building, but at the time of the assault was selling jewelry for a brother, who is in the business.

On the date in May given above, according to the story told by Mr. Cohen, he called at the Harland woman's residence, which was then on Columbus Ave., to show some jewelry, and while displaying a necklace and locket he was struck by the woman's accomplice, Sanderson, with a hammer on the back of the head several times. Although dazed, he fought with his assailants, secured the necklace, minus the locket, and made his escape.

Between the time of her arrest and the day of the trial the Harland woman attempted to hang herself while in custody. This act was frustrated, however, as was an attempt to swallow the purloined locket, as she was observed by an officer in time, and the locket and a ring were recovered, the policeman grabbing her by the throat and literally forcing her to disgorge.

The man and woman were both convicted. Sanderson was sent to State prison for from four to seven years, and the woman was given an indefinite term in the Sherborn Reformatory for Women. A third person, a man who is said to have been in the house at the time of the assault and who aided in the affair, is sought by the police.

Jewelry, Clocks, Watches, Silverware and Kindred Lines Exported from New York.

WASHINGTON, D. C., Sept. 13.—The following were the exports of jewelry, silverware, optical goods, clocks, watches and kindred lines from the Port of New York for the week just ended:

Adelaide: 5 cases optical goods, $285; 3 cases clocks, $6,147; 1 case watches, $640.

Algoa Bay: 9 cases plated ware, $1,075; 3 cases optical goods $329; 2 cases watches, $106; 46 cases clocks, $406.

Amapala: 1 case jewelry $219.

Auckland: 71 cases clocks, $1,611; 16 cases plated ware, $1,159; 13 cases optical goods, $1,380.

Colon: 7 cases plated ware, $741; 52 cases jewelry, $473.

Corinto: 1 case plated ware, $177.

Havana: 2 cases plated ware, $169; 3 cases optical goods, $149; 14 cases clocks, $232.

Lancaster: 4 cases plated ware, $401.

London: 6 cases optical goods, $250; 11 cases clocks, $274; 21 cases optical goods, $7,029; 14 cases watches, $4,884.

Rio de Janeiro: 14 cases clocks, $250.

Shanghai: 14 cases clocks, $193.

Sydney: 5 cases optical goods $1,913; 86 cases plated ware $8,889; 496 cases clocks, $6,387.

Vera Cruz: 16 cases clocks, $353.

Wellington: 35 cases clocks, $729.

The Levitta-Kingdon Jewelry Co., at Marietta, Okla., has been taken over by A. Leavitt.

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Maryland Retail Jewelers' Association Holds Annual Meeting and Outing at Pen-Mar, and Officers Are Elected.

BALTIMORE, Md., Sept. 16.—The Maryland Retail Jewelers' Association celebrated its fourth anniversary with an annual meeting, election and outing at Pen-Mar, Md., Sept. 12. The members from various parts of the State began to arrive at their headquarters in the Washington Cliff House at abo t noon, and from that time until 2 o'clock, at which hour the meeting was called to order, eating lunch at the hotel and becoming better acquainted with one another was the order.

President Schirm held the gavel, and the usual business was begun. In his address Mr Schirm gave a brief account of his work as the head of the association, giving great credit to his associates for their aid. Among the matters he referred to was the manner in which the Baltimore members aided one another in their efforts to get ahead. Prior to the formation of the association, it was a case of cut-throat competition at all times, while to-day such a condition exists only among the non-members. If a member has a call for a certain article which he does not carry in stock, he has but to apply to a brother member for it; again, if a customer of one calls on another and comments unfavorably on the former, the latter takes the part of the one assailed, to their mutual advantage.

The "baiting" of jewelers by the public, with a view to getting goods at a reduced price, within the association, has been eliminated. Now a customer cannot go into Mr. Brown's and tell him that Jones offered him that $10 article for $6.75, because Brown knows what the cost price is, and knows also the agreed selling price, and he is referred back to Jones to make his purchase. These are but a few of the many incidents leading to the goodfellowship that is sought in all lines of trade.

The association during the past year has accomplished more than this—it has induced several manufacturers to keep their goods out of department stores, to the benefit of the retail jeweler. It is the association's aim to have other firms do likewise, with a view to confining the jewelry business to jewelry stores.

Secretary Euler made his report for the past year and showed the association to be in better shape than it has ever been before, and the prospects for the coming year look exceptionally bright, according to him. An increase in membership by 12 occurred since the last annual meeting. The treasurer also made his report.

Following the reports, nominations for officers were declared to be in order, and these were elected: Walter Powell, Cumberland, president; C. H. Snyder, Highlandtown, vice-president; Milton Korler, Hagerstown, second vice-president; George Schaffer, Baltimore, third vice-president; Fred J. Euler, Baltimore, secretary, and J. J. Bartholomee, Baltimore, treasurer. The executive committee will consist of Jerome W. Schirm and I. J. Braun, both of Baltimore, and R. B. Smith, Baltimore; Milton Kohler, Hagerstown, and Walter Powell, Cumberland, will comprise the legislation committee. Various other committees will be made up by President Powell at a later date.

It was decided that no new resolutions be passed, but that an earnest effort be made to push to a satisfactory finish those now awaiting action. The members of the legislation committee were, however, instructed to take the necessary steps looking to the passage of a State stamping law, this being considered a very important matter.

Messrs. Schirm and Euler, the association's delegates to the National Convention at Richmond, submitted very interesting reports of their trip, dwelling upon the great amount of good to be obtained through strong working associations, of the benefit to be derived from attending conventions, etc.

The applications of J. William Albrecht, 726 Columbia Ave., Baltimore, and William C. Lemkuhl, 2829 O'Donnell St., Baltimore, having been favorably reported upon by the membership committee, were duly accepted.

Other matters affecting the trade, but of interest only locally, were discussed, following which an adjournment was taken to enable the visitors to take in the sights of the beautiful Shenandoah country. The trip was thoroughly enjoyed by all and many were sorry when the time came to say good-bye.

Among those present were Jerome W. Schirm, R. B. Smith and wife, J. J. Bartholomee, wife and children, I. J. Braun and wife, J. William Albrecht, C. H. Snyder, John Vogt, J. B. Gaecklein, wife and family, T. H. Miller, O. D. Wareheim and J. Svejda, all of Baltimore; Walter Powell and a delegation from Cumberland; Milton Kohler and a delegation from Hagerstown, and others.

Importations at the Port of New York.

Weeks ended Sept. 10, 1910, and Sept. 9, 1911.	1910.	1911.
China glass and earthen ware:		
China	$74,318	$108 596
Earthen ware	16,610	13,239
Glass ware	26,776	62,558
Optical glass	394	424
Instruments:		
Musical	13 788	13 823
Optical	17 611	23 837
Philosophical	3,437	5,533
Jewelry, etc:		
Jewelry	46,408	27 399
Precious stones	371,518	1,475 601
Watches	27,742	18,679
Metals, etc:		
Bronzes	3 279	2,837
Cutlery	33 271	26 955
Dutch metal	328	3 552
Platina	137 657	113,214
Plated ware	.....	.....
Silverware	6 1 9	2,158
Miscellaneous:		
Alabaster ornaments	179	260
Amber	2 552	18 290
Beads	2 350	6,644
Clocks	11,023	15,578
Fans	2 255	2 651
Fancy goods	9 346	25 414
Ivory	30,632	17,940
Ivory, manufactures of	367	1 256
Marble, manufactures of	1,539	34,688
Statuary	2,473	1,598

The jewelry and clothing store of J. P. Matthews, Lake City, S. C., was broken into recently and about $400 worth of articles stolen. There is no clue to the thieves.

Store of Ira E. Reidenbach, Pittsburgh, Pa., Closed Under a Landlord's Warrant.

PITTSBURGH, Pa., Sept. 16.—The store of Ira E. Reidenbach, 205 Federal St., North Side, was closed at noon to-day by Constable W. J. Morris, of Alderman James V. McMaster's office, and the watchman at the store told THE JEWELERS' CIRCULAR-WEEKLY's representative this afternoon that it had been closed on a landlord's warrant. There was written on a sign which was pasted on the door these words: "Store Closed."

It also developed that a few days ago the Jewelers Board of Trade sent out a letter to Reidenbach's creditors stating that Mr. Reidenbach had withdrawn his offer to settle at 25 cents on the dollar. His reason for doing so, it was set forth in the statement, was because of the fact that the city was raising Federal St. in front of his place of business, leaving his store in such condition that he could not hope to do any business and therefore could not pay that amount.

That Reidenbach has been in financial trouble for some time has been known to most dealers here. Early last January Mr. Reidenbach went to New York in the hope of arranging some kind of a settlement, although at that time he did not care to say just what offer he would make, if any at all.

Just what Mr. Reidenbach's liabilities are could not be learned here, but it is said that they amount to between $8,000 and $10,000. The stock on hand is worth about $2,000 at forced sale, not much more than the landlord's lien. The supposition is that, in view of the present proceedings, the bankruptcy court may be appealed to in order that the interests of the creditors may be conserved.

Death of Abraham Herzberg.

PHILADELPHIA, Pa., Sept. 13, 1911.—Abraham Herzberg, 65 years of age, a well-known retail jeweler of 8th and Arch Sts., died Monday, Sept. 11, at his residence, 1722 Marlton Ave., as a result of a second stroke of apoplexy. Mr. Herzberg, together with his brother Isaac, who died a few years ago, were well known in the trade, having been established in the jewelry business at the southwest corner of 8th and Arch Sts. since 1861.

Deceased had suffered a stroke early in the summer, but had recovered sufficiently to attend to business. The second and last stroke, which proved fatal, occurred just four weeks before his death. He is survived by his widow and five children.

The business will be discontinued and will be sold out at once by order of the executors of the estate.

In a report from the Bureau of Manufactures regarding the commerce of Oman, Arabia, Consul John A. Ray at Maskat submits a table giving the quantity and value of the exports from Maskat in 1910. This table shows that pearls to the value of $119,356 were exported from that place during 1910, and mother-of-pearl to the value of $22,919 during the same year.



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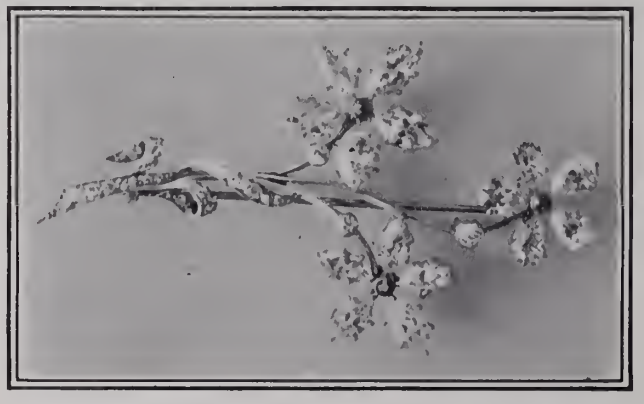
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Plans Almost Completed for a Co-operative Jewelry Course in the Public Schools of Providence, R. I.

PROVIDENCE, R. I., Sept. 16.—The establishing of a co-operative jewelry course in the public schools of this city is taking on definite form and it is expected that within a few days the plan may become operative. All the preliminary steps were taken last Spring, but too late to put them into operation before the closing of the public schools for the Summer vacation. During the past week Superintendent of Schools Randall J. Condon has sent out circulars to the parents of all boys of 15 years and over who have completed the first year in any of the high schools of this city, announcing the completion of the plans whereby the boys may take advantage of a co-operative jewelry course and learn the manufacturing jewelers' trade while completing their high school courses.

It is announced that 15 of the manufacturing jewelry concerns of this city have agreed to take the boys for training, through arrangements made with members of the New England Manufacturing Jewelers and Silversmiths' Association. While the general plan was conceived by Mr. Condon, Russell C. Lowell, who has charge of the course, has made most of the arrangements and has interviewed the manufacturers to provide the places for boys' practical training in the shops.

Mr. Condon states: "The part time school and shop co-operative courses have been established for the purpose of equipping the high school pupil at graduation with a definite means of securing a livelihood and at the same time to provide for the trades a higher type of workmen, who in the nature of things, will more rapidly rise to managerial control and to eventual ownership."

With this end in view, Mr. Condon and Mr. Lowell have devised a plan in which the boy may learn his trade while still pursuing his high school studies, the latter so arranged as to help the more perfectly toward the pupil's undestanding of the jewelers' trade. In this way he will gain not only the practical workings of his trade in the shop, but will also be able to approach his task with a higher grade of theoretical and practical knowledge of the sciences than if he should enter the jewelry shop without any co-ordinate training in the school. In his circular Mr. Condon says: "The great demand of the hour seems to be for educated men who also possess technical knowledge. The great prizes lie, not in the professions, but in manufacturing and commercial lines. There is no way to learn a business except to engage directly in its details. The successful manufacturer must understand the minutest details of his business. In the early part of his career he must not be afraid to soil his hands."

After referring to the establishment of the half-time school and shop co-operative course in jewelry making, Mr. Condon continues: "For the past year such a co-operative course has been maintained in the Technical High School for machinists with marked success, and to the entire satisfaction of students, parents and employers. It is now proposed to provide a similar course to fit boys to take positions in the many thriving jewelry factories of this city and vicinity. Realizing the need of the infusion of a new, well-equipped and more ambitious element into the jewelry factories, the leading manufacturers—themselves for the most part, risen from the bench—have declared themselves willing to co-operate with the public school committee in establishing a co-operative course for jewelers.

"The plan for the course will be in general similar to that for the machinists. Boys who have successfully completed one year's work in the high school will be eligible for appointment to work in the shops on alternate weeks. Before the completion of the first half-year in the high school the boys who wish to take this course will be placed in a separate division, where their work will differ somewhat from that of the other classes. This will afford some special preparation for the work in the industry without causing loss of time in the school should they not succeed in the shop trial. Near the close of school in June, or just after the opening in September, the boys who have elected this course will be placed in the shops for a trial period.

"In order to become permanent members of the class, however, they must show that they are suited for the work. If the trial is satisfactory to all parties concerned, the boy and his guardian enter into an agreement by which the boy agrees to work as an apprentice in the shop under the half-time plan for three years, and the employer agrees to give the boy every possible chance to learn the trade. The actual time that the boy is to spend in the shop is 26 weeks each year, each week to consist of 56 hours. He is to receive pay for the time spent in the shop, with a chance to make up lost time. The wages for this work will be uniform in all the shops, will be paid on the regular paydays of the different establishments and will amount to about $550 for the three years.

"The desires of the boys and their parents will be consulted as far as possible in deciding at which shop a boy shall work. The boys will be taught the trade in the place and by the people fitted to produce the most satisfactory results. The shop teachers will be the foremen and workmen of the shop, and the treatment of the apprentices will be the same as that of any other workman in the shop, except for the alternation with the school. In addition to the shop work and of equal importance with it will be the studies in the school on alternate weeks. These studies will not be only intended to help the boys with the work in the trade, but will give a general knowledge of the world's history and development such as every well-educated man should have. The course of study which follows will be seen to include many of the usual studies of the high school, with the addition of special studies designed to help the worker in the jewelry trade. For the first term of the first year the work will be like that for the other courses in the school. During this time the boy must show that he is a sufficiently good worker at his allotted tasks to be given a chance in the special course. If he succeeds in his school work he will be placed in the jewelry division and given some special instruction for the remainder of the year, though the work will be so much like that of the other courses that he will be able to go on with his high school studies if he does not prove satisfactory during his shop trial. In the Fall of 1911 a class will be started in the half-time work without being required to take the special course which will hereafter be necessary for the first year. In organizing the work for the present year any boy 15 years old who has finished the first year in any high school may enter."

The course for the three half-time years follows: Second high school year—English, history of art, physics and chemistry, drawing and design, current events and shop arithmetic.

Third year—English, industrial history, chemistry and metallurgy, drawing and modelling, current events, shop arithmetic and commercial geography.

Four year—English, design and modeling, metallurgy and precious stones, applied electricity, commercial law, current events, American history and civics, advertising and transportation.

The school work will be so taught as to relate it in every possible way to the work in the shop. In place of the foreign languages of the regular course there are courses which are especially related to the trade, together with courses in industrial history. English, physics, civics and applied electricity will be taken as in the regular courses, while chemistry, free-hand drawing, design and modeling will be studied for a longer time than in the other courses, and will be with direct reference to the jewelry trade. The special studies in the course will be applied directly to the work in the shop, and in addition there will be a series of lectures by practical men on shop subjects.

The whole object of the course is to give to all boys who wish to become educated as competent workmen a chance to realize their ambitions without loss of time and in the best possible way. Heretofore, it has been necessary for the worker at the bench to obtain his education in the theory of his trade by attending evening schools or else to wait until he had all the theory before he began to apply it in actual practice. Under the proposed plan the boy who is in earnest has a chance to learn a trade, earn a living—or at least a large part of it—and obtain a good general education as well as the special education needed in his trade, all at the same time. This will mean hard work, but not enough work to discourage those who are really in earnest.

George Litchenstein, Syracuse, N. Y., has been seriously ill at his home at that place for the past few weeks.

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Presidents and Representatives of Many National Associations in the Jewelry Trade Meet at New York to Discuss Means of Protecting the Trade from "Thugs."

A meeting of the heads of the national organizations of the jewelry trade was held last Wednesday afternoon at the offices of the Jewelers Board of Trade, 15 Maiden Lane, New York, to devise ways and means for affording better protection from assault and murder to retail jewelers throughout the United States and to discuss a plan for capturing the perpetrators of these deeds and adopting measures against future attacks on members of the trade. The meeting was well attended, and for more than two hours a debate was held on the ways and means of accomplishing the objects desired. The meeting ended with the appointment of an executive committee, which will report at another meeting to be held within the next two weeks.

The calling of the meeting was brought about indirectly by the recent murder of Adolph Stern, a clerk in the store of J. Jacoby on Sixth Ave., New York. This cold blooded murder was the last of a series of assaults upon jewelers in various parts of the country, and served to thoroughly arouse the entire trade to the necessity of better protection for its members. The call for the meeting, which was sent out early in August by M. D. Rothschild, president of the Jewelers Board of Trade, was answered by Steele F. Roberts, president of the American National Retail Jewelers' Association. Wm. T. Gough, president of the Jewelers' Safety Fund Society; A. K. Sloan, president of the Jewelers' Security Alliance; O. G. Fessenden, president of the Jewelers' Protective Union; F. D. Carr, president of Manufacturing Jewelers' Board of Trade of Providence, and Louis Cohn, vice-president of the National Wholesale Jewelers' Association, who participated in a general discussion having for its object the formulation of plans for better protecting the trade.

The meeting was called to order by President Rothschild of the Jewelers Board of Trade, who told the reasons why it was called. Mr. Rothschild said at the opening that the conference was distinctly informal and not binding on any of the organizations until they had an opportunity to decline or accept its conclusions. He told of the increasing number of crimes against retail jewelers as reported in the press, and particularly the number of assaults, the desperadoes not even stopping at murder. He cited a number of incidents that had occurred, particularly the Jacoby robbery, which resulted in the death of Adolph Stern, and showed how automobiles were being used to aid the desperadoes in getting away and cited specific incidents to emphasize his points. Mr. Rothschild told of the work of the police in the Stern case, though it had borne no definite results, and said that there was a feeling in the trade that some concerted action should be taken by the members of the industry to meet the conditions and to stop the outrages. The conference, he said, was the result of this strong feeling in the trade.

The speaker then explained the scope of the various protective trade associations and told of the good work of the Jewelers Security Alliance in minimizing burglaries among jewelers. He pointed out that retailers were in need of greater measures of protection from assault, and that is why tentative suggestions should be offered to bring the question before the conference in concrete form.

His talk was of a general character and contained a number of suggestions as to various lines on which procedure might be taken. Among other things he suggested that a committee consisting of one member of each organization be appointed, this committee to have large power, or at least sufficient to act in concert in a way that will meet present conditions, and also the power to raise voluntary subscriptions, but without power to bind any of the organizations without action of the officers of these bodies.

Following a general discussion which then took place, a committee was appointed, with Wm. T. Gough, president of the Jewelers' Safety Fund Society, as chairman, and the heads of the other organizations as the other members, to devise plans and report at a second meeting to be held within two weeks.

Involuntary Petition in Bankruptcy Filed Against Gerber-Buschmann Cutlery & Silverware Co., St. Louis, Mo.

St. Louis, Mo., Sept. 14.—An involuntary petition in bankruptcy was filed Wednesday in the United States District Court at St. Louis against the Gerber-Buschmann Cutlery & Silverware Co., in business on the second floor of the Victoria building, 8th and Locust Sts. The action was taken by three eastern firms having accounts against the company aggregating $686. The James E. Blake Co., Attleboro, Mass., has an open account for merchandise amounting to $422; the Northamp on Cutlery Co., Northampton, Mass., an open account for $161, and Fessenden & Co., Providence, R. I., are holders of a note for $102.

The petitioning creditors allege that the Gerber-Buschmann Co. committed an act of bankruptcy by paying the Whiting & Davis Co., New York, $203 on different occasions, thereby preferring one creditor over another.

The Gerber-Buschmann firm is a stock company and derives its title from L. L. Gerber and Chester Buschmann, both of whom were formerly with the A. L. Jordan Cutlery Co. Eugene R. Wissmath, also formerly with the Jordan company, recently became vice-president of the firm. The company has been in existence three years. The capital stock is $12,000.

Mr. Buschmann said Saturday an inventory was being taken and accounts were being checked up to ascertain exactly how the firm stood. He had expectations, he said, that an adjustment satisfactory to the creditors would be brought about and the firm would continue in business.

District of Columbia Jewelers Hold Regular Meeting and Arrange for an Enjoyable Outing.

Washington, D. C., Sept. 15.—Tentative plans for the annual Fall outing of the Retail Jewelers' Association of the District of Columbia were made at the monthly meeting of the organization held last Monday evening in rooms of the Washington Chamber of Commerce. It was decided to depart from the usual basket picnic this year and hold a big oyster-roast on the shores of the Upper Potomac, to which the members of the Maryland Retail Jewelers' Association will be invited. The date for the outing will not be definitely decided upon until the October meeting.

President A. O. Hutterly, who was in the chair, appointed the following committee on arrangements: George W. Spier, chairman; A. D. Prince, W. J. Kettler, Salvatore Desio and Milton Baer. The following publicity committee for the outing was also appointed: Joseph Baum, chairman; Ben Greenberg, Charles Schwarz, C. L. Linz and L. R. Colburn.

President Hutterly said he hoped to have the largest attendance for the outing this year in the history of the organization. The jewelers will take their families and friends, and the date will be set far enough in advance in order that a goodly number of the members of the trade from Baltimore can come over.

It had been expected that the members of the association who attended the Richmond convention would present formal reports at the September meeting, but these will not be forthcoming until a later date. The question of getting the convention to Washington in 1913 was taken up and discussed, and the jewelers are confident that they will be able to land it. Plans looking to this end are already being pushed. The conventions' committee of the Washington Chamber of Commerce has promised to lend its aid in bringing the meeting here, and it is possible one or two members of the chamber will be present at the convention one day next year to extend a special invitation from the chamber to come to the National Capital next time the convention comes east.

The members of the association expressed themselves as highly pleased as a result of their trip to Richmond. Those who took the water route had an especially enjoyable time.

As there was no special business besides plans for the Fall outing to come up before the association at this time, an early adjournment was taken on motion of Mr. Baum.

Manning, Bowman & Co., Meriden, Conn., have just issued their new catalogue, No. 61. It is attractively gotten up, contains 237 pages, and shows to excellent effect their complete line of coffee sets, percolators, gas stoves, etc., in nickel, silver plate, copper, white metal and aluminum.

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Recent Decisions on Jewelry, Gems and Kindred Lines by the United States General Appraisers.

A number of decisions have been handed down in the past week by the Board of United States General Appraisers which are of interest to the jewelry trade. H. F. Downing & Co., New York, imported rosaries on which duty was assessed at the rate of 60 per cent. under Par. 108 of the tariff act of 1897. The importers claimed the merchandise dutiable at the rate applicable to the component material of chief value entering into the construction of the rosaries. The board finds some of them dutiable at 45 per cent. under Par. 112 or 193, others at 30 per cent. under Par. 449, and those marked "C" on the invoices and composed of mother of pearl, at 35 per cent. ad valorem under Par. 450.

Gilt metal belt buckles ornamented with polished steel points were imported by the Mark Cross Co., New York. Said merchandise is not commercially known as jewelry, and the appraiser in a supplemental report says the merchandise should have been returned for duty at 45 per cent. under Par. 193 of the act of 1897, as claimed by the protestants, and not at 60 per cent. under Par. 434, as assessed by the collector.

Pieces of branch coral of irregular diameter and length, strung on cotton threads severally joined at the ends with a cheap brass clamp, were imported by Maloof & Dowaliby, New York. The articles were returned by the appraiser as jewelry, and when assessed at 60 per cent. under Par. 434. In a previous decision the board held that all varieties of coral suitable for use in the construction of jewelry, including branch corals strung on cotton threads, were dutiable at 10 per cent. ad-valorem under Par. 435 of the act of 1897. In harmony with that decision the board holds that a complete necklace composed of precious stones (coral) fitted with a clasp is jewelry, regardless of whether the metal clasp is composed of precious or base metal. The board overrules the claim in the protest that the merchandise is dutiable as manufactures of coral at 50 per cent. under Par. 115, and affirms the collector's decision.

Millinery ornaments composed of metal and glass in imitation of jet was imported by the Judkins & McCormick Co., New York, and duty was assessed at 60 per cent. under Par. 98 of the act of 1909. The claim in the protest that the merchandise is dutiable at 45 per cent. ad valorem under Par. 109 is sustained.

C. A. Clark New York, imported cigarette cases made of gun metal. They are designed to be carried on the person, are valued at over 20 cents a dozen pieces, and were returned for duty at rates equivalent to 85 per cent. under Par. 448 of the act of 1909. The claim in the protest of a duty of 60 per cent. under Par. 475 as smokers' articles, is sustained.

The Stix, Baar & Fuller Dry Goods Co., St. Louis, imported brooches, hatpins and other articles composed of metal ornaments, set with imitation precious stones, which are commonly known as jewelry, and bags made in part of beads or spangles. The board holds the merchandise dutiable at 60 per cent. under Par. 434 and 408 of the act of 1907, thus overruling the protests.

Downing, Judae & Co., Chicago, imported finished necklaces composed in chief value of beads. The claim of duty at 35 per cent. is overruled, and the collector's decision in assessing duty at 60 per cent. is affirmed.

Fancy vest buttons set with paste imitating agate, onyx, diamonds or other precious stones, or composed in chief value of German silver and brass plated with silver and gold, were imported by Harrington & Goodman, Philadelphia, Pa. The protest was overruled and the collector's decision affirmed.

In passing upon the classification of snuff boxes the Board holds that they are not articles intended for purposes of ornamentation, but used for utilitarian purposes. The issue arises under the act of 1909, the importers being Alfred Anderson & Co. The boxes are composed of brass, nickel plated, and German silver. The collector returned the merchandise as articles of personal adornment or intended for ornamentation, whereas the importers contended that the articles should be classified as merely "manufactures of metal," with duty at the rate of 45 per cent. Judge Sharretts agrees with the importers, and holds that the merchandise is not to be worn or carried for the purpose of ornamentation. The protest is sustained and the collector's decision reversed.

The Board reversed the customs authorities at Baltimore in their classification of a statue made in chief value of metal, and entitled "Gloria." It was assessed for duty at the rate of 45 per cent. under the metal schedule of the present tariff, and claimed dutiable as sculpture at the rate of 15 per cent. It was imported by W. H. Masson. The statue represents a soldier in armor with flagstaff and sword, the face and hands being of ivory, and the remainder of the figure bronze. It was shown at the trial of the case that the statue is the work of a professional French sculptor. While the manner of its production is not shown by the evidence before the Board to be as satisfactory as might be desired, the tribunal decides that it falls within the provision for sculptures. The lower rate is accordingly granted and the appraiser reversed.

Look Out for These Two Swedes Who Swindled Auburn, N. Y., Jewelers.

AUBURN, N. Y., Sept. 18.—Robert D. Louis, jeweler, at 53 Genesee St., was swindled out of $85 worth of watches and rings by two attractive-looking Swedes who told him a plausible story and then skipped out after obtaining the articles. They left no clue to their whereabouts.

The two men came here a few days ago, saying they intended to study American business methods and that they were to act as interpreters for the Auburn Swedish colony. They said they needed swell clothes and jewelry, and so successfully did they impose on Mr. Louis that the latter advanced each a diamond ring and a gold watch, the rings costing $27.50 each and the watches $22. The men paid a few dollars down.

Other local firms were defrauded in the same way. Jewelers as well as merchants generally are warned to be on the lookout for the men and to notify the Auburn police should they appear elsewhere.

L. W. Lewis, Columbus O., Burned to Death in a Gas Explosion at His Home.

COLUMBUS, O., Sept. 13.—The tragic death of L. W. Lewis, who was burned almost to a crisp in the basement of his home, 99 Linwood Ave., Sunday, caused a severe shock to his many friends in Columbus, Cleveland, Circleville and other sections of the State where he was well known. Mr. Lewis, who was a jeweler and optician at 69 S. High St., had long been popular in the jewelry industry and social circles. He is survived by a widow, a daughter and a son, George Lewis.

As far as can be learned, on the morning of the tragedy, Mr. Lewis went into the basement of his home to light the water heater and an explosion followed the striking of the match. Members of the family had noticed that the gas had been leaking, but did not think that the leak was of enough consequence to need immediate attention. However, on hearing the explosion his daughter Madelaine surmised the cause and went heroically to her father's assistance. She found that his clothing was in flames, and seized an old mattress, lying near, and attempted to smother the flames, but the efforts seemed of little avail, as the flames were not extinguished until the body had been very badly burned. Mr. Lewis was removed to the Grant Hospital, but died shortly afterwards.

Mr. Lewis' career in the jewelry trade goes back many years, he having started in the jewelry business in Cleveland. He was formerly a member of the firm of Lewis Bros. in that city, and continued as such until December, 1896, when the firm was dissolved and the deceased located at Circleville, O. Here he remained for about eight years and in 1904 he secured the option of the business of T. T. Tress, in this city. He then closed out his Circleville store and in January, 1905, came to Columbus, where he built up a good business and took a prominent position in the retail jewelry trade of this city. For a long time Mr. Lewis located at 99 N. High St., but early this year he moved his business to 69 S. High St.

A resident of Australia has sent a communication to the Bureau of Manufactures in which he indicates the need of spun metal goods and metal chains, and he is anxious to hear from American manufacturers of these articles with a view to securing supplies. Prices are requested on the chains in German silver, brass and black or dark metal. The wire should not be more than for-tenths of a millimeter and six lengths per centimeter. Quotations are desired on each variety for both closed and open lengths, and it is stated that should the quotations be satisfactory large quantities will be required. Furthey information can be secured by giving the file number 7318 to the Bureau of Manufactures.

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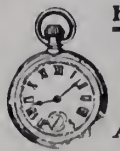
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D. Saffir, New York, Makes Settlement with Creditors at 50 Cents on the Dollar.

D. Saffir, importer of diamonds at 37 Maiden Lane, New York, has made a compromise offer to creditors of 50 cents on the dollar, payable 20 cents in cash and 30 cents in notes on his own endorsement, running from two to 18 months, and this offer has been accepted. A meeting of Mr. Saffir's creditors was held last week at the office of his attorney, at 132 Nassau St., at which time the offer was submitted. It is reported there are about 20 creditors with claims ranging from a few hundred to over $8,000.

The meeting of the creditors was held quietly, and it seems to be the intention of those interested in the matter to have as little publicity as possible given to the matter. The attorney who has the case in hand when seen by a reporter of THE JEWELERS' CIRCULAR-WEEKLY flatly refused to make any statement in regard to the matter, and was equally reticent in answering questions. The Jewelers Board of Trade, of which several of the creditors are members, was not notified of the meeting until after it had taken place, and was therefore unable to send a representative to attend.

Although it is impossible to get at the exact figures as to assets and liabilities, it is said that the liabilities will total about $50,000, and that the assets are about 15 per cent. less than this amount.

When a reporter called to see Mr. Saffir regarding the settlement he failed to gain any information, Mr. Saffir saying that he could not discuss the situation. He refused to make any statement as to his assets or liabilities, and the only information gained was that his financial trouble was due to losses.

David Saffir started in business in 1899, and in May, 1901, admitted his brother Herman as Saffir Bros. Early in 1906 Herman died, and his widow succeeded to his interest. In 1908 they asked and were granted an extension which was paid as agreed. The business was originally that of manufacturing, but their shop was sold about Jan. 1, 1909, and the business was then continued as a wholesale diamond and jewelry business. The firm later went into liquidation and dissolved in 1910. Mr. Saffir's two sons continued the wholesale diamond and jewelry business. David Saffir joined Jacob Blatt, as Saffir & Blatt. This concern was dissolved Jan. 1, 1911, each continuing alone.

Trade Warned Against a New Counterfeit Ten-Dollar Bill Which Has Just Appeared.

Retail jewelers of the country, and especially those in the vicinity of New York and the east, are warned to watch out for a new $10 counterfeit bill which has just come under the notice of the Treasury Department.

Like the other dangerous counterfeit $10 note which made its appearance about this time last year, the new counterfeit is evidently the work of expert photo-etchers. Despite the fitness of the geometric lathe work which comprises the borders of the United States paper money, it has been demonstrated that it can be successfully reproduced by photo etching on relief printing blocks, although it has remained a stumbling block for hand engravers who could otherwise make steel engraved counterfeits which are always crisper than the photo-etched reproductions.

The new counterfeit is thus described in the warning issued by W. H. Moran, active chief of the Secret Service:

On the Anglo and London-Paris National Bank of San Francisco, Cal. Series of 1902-1908; check letter "B;" W T Vernon Register of the Treasury; Charles H Treat, Treasurer of the United States; Charter No. 9,174; Bank No. 22,644; Treasury No. E259620; portrait of William McKinley.

This counterfeit is evidently the work of the person responsible for the counterfeit $10 Pasadena National Bank note which made its appearance in September, 1910, and described in our Circular Letter No. 312. It is printed from photo-etched plates of good workmanship on two pieces of paper between which silk threads have been distributed. The figures in the treasury and bank numbers are a trifle smaller than the genuine, and too widely separated. There are not enough parallel ruled lines in the scroll containing the bank number, lower left face of note, and the lines that do appear are broken and patched in an effort to conceal the number of the genuine note reproduced, which can be faintly discerned under the blue number. The seal is a trifle larger than the genuine. The back of the note has a bluish tint. This is a dangerous counterfeit and calculated to deceive.

Circus Followers Break Window of Jewelers' Store at Easton Md., and Steal 10 Watches.

EASTON, Md., Sept. 18.—Thieves early yesterday morning broke the large plate-glass window in the store of Frank L. Roberts, Washington and Dover Sts., taking 10 watches therefrom. A diamond was used to scratch out a space about 18 inches square, an excelsior-wrapped brick being used to push the glass in after it had been so cut.

Policeman Thomas, who happened to be near, saw the thieves as they left the window with the booty and started in pursuit down Dover St. The thieves are believed to be crooks following Downie & Wheeler's circus, which played here last week. In their hurry to escape they dropped one of the watches, but the crooks got away.

Career of the Late Samuel Raff.

LOUISVILLE, Ky., Sept. 14.—Samuel Raff, who died recently in Louisville of uraemic poisoning, was 52 years of age and a native of Germany. When a young man he came to America and for a time worked for a clothing firm in Princeton, Ill. About 15 years ago he came to Louisville and formed the wholesale clothing firm of Locheim & Raff, several years later dissolving partnership and establishing himself in the jewelry business.

Mr. Raff was a member of the Adath Israel Temple, and is survived by his widow and two sons.

The Murphy Jewelry Store, Laporte, Ia., was opened recently. Mr. Murphy is successor to E. E. Triem.

Benjamin T. Ash, jeweler, Binghamton, N. Y., was the donor of a bronze sterling trimmed cup for the recent prize meet of the Remlik Boat Club and the Chenango Boat Club.



Harold Johnson has opened a new store at Tacoma, Wash.

H. E. Rader has opened a new store in Sierra Madre, Cal.

A new store will be opened at Gallipolis O., by F. S. Eachus.

The Masrow Optical Co. has opened a new jewelry store at Macon, Ga.

The Elgin Jewelry Store has been opened at 936 5th St., San Diego, Cal.

The Doering Jewelry Co. has opened a new jewelry store at Berlin, Wis.

William Pelley has started in the jewelry business at Klamath Falls, Ore.

A new jewelry store has been opened in High Bridge, N. J., by H. L. Nixon.

A. C. Trell, San Diego, Cal., has opened a store at 1430 D St., San Diego, Cal.

Edward Kelly has opened a jewelry store at 7th and Welsh Sts., Chester, Pa.

Edw. Jacobi has started in business at Fort St. and St. Aubin Ave., Detroit, Mich.

E. E. Miller has started in the jewelry and watch repairing business in Harrisburg, Pa.

George W. Schlegel will shortly open a new jewelry store at 8 Bemis block, Canandaigua, N. Y.

A new optical store was recently opened by Dr. C. R. Farnham on National Ave., Milwaukee, Wis.

W. D. Downes & Co. is the name of a new jewelry concern at 138 State St., Springfield, Mass.

The Ideal Jewelry Parlor is the name of a new store opened at 308 Lackawanna Ave., Scranton, Pa.

Herman Fredell, now located in Seattle, Wash., is preparing to open a shop at North Bend, Wash.

The Osier Mfg. Co. is the name of a new concern which will deal in brass and plated jewelry in Providence, R. I.

The Wilson-Kennedy Optical Co., Ithaca, N. Y., has been formed with a capital of $7,000. It will deal in jewelry and optical goods.

Fred Kaebler and Fred Schmidt, Newark, N. J., have started as manufacturing jewelers under the style of the Kaebler & Schmidt Co. at 68 Orchard St.

Spandorfer & Katzin is the name of a new corporation in Brooklyn, which has been formed for the purpose of manufacturing jewelry, etc.

Samuel Miser is opening a new store at 44 Monroe Ave. The business will be conducted under the name of the National Jewelry Co., in Detroit, Mich.

D. Holzberg is opening a new establishment at 768 Market St., San Francisco, Cal. The Garin Jewelry Co. will shortly open a new store at 975 Market St., San Francisco, Cal.

W. J. Lewis Co., Topeka, Kans., is now known as W. J. Lewis.

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MORGANITES TOURMALINES ZIRCONS MOONSTONES KUNZITES

OLIVINES OPALS AQUAMARINES BERYLS CATS' EYES

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Death of Daniel E. D. MacMurray.

Daniel E. Delavan MacMurray, president of the Solidarity Watch Case Co., 54 Maiden Lane, New York, with a factory at 242 Chesnut St., Brooklyn, died at his home, 288 Hemlock St., Brooklyn, last Friday, after a brief illness. Mr. MacMurray was for years connected with the watch-case industry and had many friends, who learned with regret of his death. The funeral was held from his late home Monday evening and the interment was at Greenwood Cemetery.

Mr. MacMurray was born in New York City in 1846. He was educated in the public schools and at Cooper Union, Manhattan, where he specialized in drawing. He became a jewelry engraver of pronounced ability, and for a time was a member of the firm of Kinscherf & MacMurray, manufacturing jewelers. In 1885 he, with others, organized the Solidarity Watch Case Co. and remained with that concern. Fifteen years ago the business was formed into a stock company, and in 1903 he became president and was connected with it continuously until his death.

Mr. MacMurray was a man of exceptional creative ability and was recognized as an expert designer throughout the jewelry trade of the United States. He was a man of pleasing address and was of a kindly and home-loving disposition.

The funeral on Monday evening was attended by the board of directors of the Solidarity Watch Case Co. in a body and by a delegation from the different watch-case companies. The services were also attended by members of Platt Lodge No. 194, F. & A. M., and by representatives of the Royal Arcanum. The beautiful floral offerings of the board of directors of the Solidarity Watch Case Co. and those from the employes of the factory and others, as well as individual offerings, testified to the high esteem in which Mr. MacMurray was held by his associates and in the trade.

Deceased is survived by a widow, five daughters, Mrs. James F. Halloran, Annette, Mrs. George J. MacMurray, Mrs. John M. Knapp, Susan Y., and two sons, Daniel E. D., Jr., and William J. The two sons are employed at the Solidarity Watch Case Co.'s factory.

Frank F. Braillard Commits Suicide at His Home in Brooklyn, N. Y.

Frank F. Braillard, who was for years connected with the leather department of Tiffany & Co., New York, and was later in the leather goods business for himself, selling to the fine retail jewelry trade, and who also traveled for a number of jewelry and leather goods houses in New York, committed suicide Saturday morning at the home of E. E. Miller, a gauger at the Custom House, at 1820 Church Ave., Flatbush. He left a note for the Millers, with whom he had had a room for several years, saying that he was ill and never expected to get well and wanted to die. Before that he had sent a note to Ward I. Flancher, Jr., a retail jeweler, at 772 Flatbush Ave., Brooklyn, telling him that if he came to the Miller house he would find him dead. Mr Flancher got the note Saturday morning and hurried to the house to find Mr. Braillard dead on the bed in his room.

Mr. Braillard had not been living with his wife for 10 years. She and a son live at 601 Cathedral Parkway. A daughter and another son also survive. It is said that Braillard had not been on good terms with his family for years.

He left an incoherent letter in which he tried to describe what he considered were his troubles, principally financial. He was a member of the Atlantic Lodge of Odd Fellows.

Interesting Exhibit of Old American Silver to Open at Metropolitan Museum of Art in October.

It has been announced by the Metropolitan Museum of Art, New York, that the collection of early New York, New Jersey and southern silver which has been brought together and lent to the museum by the Society of Colonial Dames of the State of New York will be opened in October.

The September *Bulletin* of the Metropolitan Museum of Art says of the coming exhibition:

"The collection of silver is exhibited at this time as a companion to a large collection now on view at the Museum of Fine Arts, Boston, where the examples shown comprise only the work of New England silversmiths. Through these two exhibitions the respective quality and extent of the silversmith's art in America, one of the few in which the artistic capacity of our early artisans found opportunity to display itself, may clearly be seen. Those who are able to contrast the work shown in the two exhibitions will see that Massachusetts and the New England States easily took the ascendency in matters artistic as well as in some other matters, a conclusion which is no flattering to local pride; but the lesson is a valuable one, and it is hoped that the New York exhibition may add something to our very slight knowledge of the history of this early art, a history which has been delayed in the writing far longer than that of our formidable rivals.

"Many churches of the city and State of New York have contributed to the exhibition, the entire collection of Trinity Parish forming a generous part of the loan. New Jersey silver will be represented by 30 pieces from the churches at Swedesboro, Connecticut Farms Union, Readington, Rahway, Jersey City, Deerfield, Trenton and Perth Amboy; Virginia, by loans from Bruton Church, Williamsburg; Delaware, by loans from Wilmington, Lewistown and Dover, and Kentucky, by the silver belonging to the First Presbyterian Church, Frankfort. Several private collectors also have generously lent their early examples of domestic silver.

"The chief interest in the collection will center in the plate of individual pattern belonging to the early Dutch and Swedish churches of New York, New Jersey and Delaware. The so-called 'Sick Set' of the church at Perth Amboy, dating from 1611, the 1661 'Jamestown Set' of the Bruton Parish Church, and 11 pieces of pewter which formed the communion service of the Deerfield, N. J., church will merit special attention.

Death of Jacob Macher.

Jacob Macher, a wholesale dealer in jewelry and watches, 54 Maiden Lane, New York, died on Sunday at his late residence, 142 Everett Pl., East Rutherford, N. J., after an illness of some duration. He had been unable to be at his place of business for several months. The funeral was held from his late home last evening.

Jacob Macher was born in Germany 63 years ago, and came to this country when a young man. He had been connected with the trade for a long term of years and had many friends in New York City. He did business with a large number of firms on the East Side and elsewhere in the metropolis and other centers.

At one time Mr. Macher was in business as a watchmaker, having a window with Joseph Fahys & Co. For 12 years he was employed by Joseph Fahys & Co. in their factory. About 1899 he began for himself as a dealer in watches and jewelry and built up a good trade. He was regarded by his business associates as an industrious and honest man of ability.

The Wail of the Traveling Man.

(*With Apologies to Montague.*)

THE following set of verses were received by THE JEWELERS' CIRCULAR-WEEKLY from an anonymous contributor. As a rule anonymous communications are consigned to the waste basket, but an exception is made in this case. We suggest that the author send his name and address, not for publication, but simply as an evidence of his good faith.

Nothing but marble bathtubs, nothing but gold-trimmed chairs,
Nothing but velvet carpets, nothing but onyx stairs,
Nothing but meals at ten bones per, and seventy-cent cigars.
Nothing to ride in to and fro but sixty-horsepower cars—
Gosh, the life of a salesman is tough beyond belief;
I wish I was home on the dear old farm, nibbling the old corned beef.

Nothing but blue-clad lackeys to lead through the evening gloom
My alien footsteps through the halls to my seven-dollar room.
Nothing but haughty waiters to bring me the check to sign,
Nothing but cords of silverware and various kinds of wine—
Gee, but a salesman's duties are grievously hard to bear;
I wish I was eating home to-night, in the good old kitchen chair.

Nothing but "bellhops" rushing at the touch of the bedroom bell
To bring me ice in a pitcher and to ask if I'm feeling well.
Nothing but beds that you sink in till you almost disappear,
Nothing but lights and music to rest your eye and ear.
And more than that, there's nothing to pay, for everything's on the firm—
Shucks, but I hate this traveling life, with nothing but money to burn.

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CORAL HEADQUARTERS



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BORRELLI & VITELLI

PARIS NEW YORK LONDON

Providence.

Peter Crossin, of Crossin & Co., of this ty, was in New York last week.

Charles H. Ballou was in New York last eek in the interests of C. H. Ballou & Co.

The Shepard Co. has just added a five orsepower delivery automobile truck to its arage.

Anson D. Manning made a satisfactory rip to New York last week for D. Wilcox Co., of this city.

Mr. and Mrs. Walter B. Frost have re urned from an automobile trip through th Connecticut Valley.

Gustave Saacke was in New York l eek calling on the trade of Wildprett & Saacke, of this city.

E. Frank Aldrich, of the Gorham Mfg. o., who, with Mrs. Aldrich, spent six eeks in England, has arrived home.

John Kelso and wife left last Friday for Bethlehem, N. H., where they will stay for ome time in the White Mountains.

The O. R. Mitchell Co. will begin the re oval of its manufacturing establishment rom 95 Pine St. to 62 Page St. in a few lays.

Milton Rodenberg has returned from a ive weeks' business trip through the west n the interests of Dunn & Rodenberg, of his city.

Arthur Gauvreau, Montpelia, Vt., has ac epted a position as assistant watchmaker nd engraver with H. Fellman, Main St., Woonsocket.

The Simpson-Brainerd Co. is the style of a new jobbing house that has started at 76 Dorrance St., this city, for the handling of ladies' jewelry.

Mr. and Mrs. Sigmund Lederer have just announced the engagement of their daughter, Miss Janette Lederer, to Sidney Levy, of New York.

W. E. Keyes, assistant treasurer of the Gorham Mfg. Co., is spending his vacation, as usual, at Charlestown Lake, Ont., where he is enjoying good fishing.

Edward B. Hamlin, superintendent of J. Briggs & Son Co., has the sympathy of a large circle of friends in the recent death of his mother, Mrs. Richard E. Hamlin.

Mr. and Mrs. William G. Lind, who have been spending the Summer at South Dennis, Mass., have returned to this city and opened their home on Circuit Drive.

J. Parker Ford, Edward N. Slade and A. L. Aldred were among the contestants in the handicap golf tournament at the Wannamoisett Country Club on Saturday.

Earl H. Leavitt has been making a trip the past week among the silverware manufactories of Connecticut in the interests of the Manufacturing Jewelers' Board of Trade.

Edward Holbrook, of the Gorham Mfg. Co., and wife, who have been touring Europe for several weeks, will sail on the *St. Louis* on Sept. 23 on their return to this country.

Miss Louise Schutz, daughter of Mr. and Mrs. Rudolph G. Schutz, was married last week to Ralph P. Boas, professor of English at the University of Whitman in Walla Walla, Wash.

A new manufacturing jewelry concern which has been started at 234 Chestnut St., this city, is styled the Osier Mfg. Co., which makes a general line of brass and plated jewelry.

Fred C. Lawton, superintendent of the Gorham Mfg. Co., who has been spending several weeks with his family at Franconia, N. H., has returned home, greatly benefited by his vacation.

Charles H. Such was tied with three others for the best net score in the first round for the president's cup at the annual golf tournament, at the Metacomet Golf Club on Saturday.

An execution for $153.51 has been placed on record at City Hall against land and buildings on the corner of Broad and Whitmarsh Sts., belonging to Mark Streicher, by the State Bank.

With two men disabled, the Gorham team lost the opening game of the New England Association football series at Quincy, Mass., to the Fore River team on Saturday, the score being 7 to 1.

William C. Codman, of the Gorham Mfg. Co., returned last Wednesday to Boston on the *Franconia*, accompanied by Mrs. Codman, who has been spending the Summer with her daughters in England.

Joseph Stringer, foreman for the Snow & Westcott Co., was one of the guests at the annual outing of the Slocum Light Guard Association, held last Wednesday at the Hummocks, near Hamilton, R. I.

A. S. Vennerbeck, of the Vennerbeck & Clase Co., was a member of the Rhode Island State golf team which defeated the Connecticut State team at Hartford on Saturday in the annual match game.

George H. Cahoone, of G. H. Cahoone & Co., and wife, returned the early part of last week from Jamestown, L. I., where Mr. Cahoone has been recuperating from an operation which he recently underwent.

Harry Arabian, of the Empire Jewelry Co., of this city, has returned from a four months' purchasing trip in Europe. During his absence he visited Austria, Egypt, Germany, Greece, Italy, Spain and Turkey.

Alfred Corbi, who was arrested about 10 days ago for stealing metal valued at $8 from A. Vester & Co., was fined $15 and costs in the Sixth District Court last Tuesday by Judge Gorham, on his plea of guilty.

The second floor of the Herrick building, on Garnet St., recently vacated by the Metal Products Corporation, has been leased by Peacock, Stone & Markham, which will remove thereto from 53 Clifford St. in a short time.

Herbert S. Tanner has announced a special sale of goods following his notice from the owners of the building, 64 Westminster St., that the structure is to be razed. Mr. Tanner is looking for a new location.

Walter B. Frost will give an address on "What High Protection Means to the Industries of Rhode Island" at the monthly meeting of the East Providence Business Men's Association at its opening meeting for the Fall.

Jacob Ernstof has purchased of George A. Stone a lot of land with improvements on the southerly side of Public St., this city, which he mortgaged to the Providence Institution for Savings for $1,000 and to George A. Stone for $2,000.

The members of the Whitaker & Read Co. have dissolved partnership, Arthur Whitaker retiring. Martin L. Read will continue the business of repair work and special order work under his own name at the former place of business, 95 Pine St.

William Crowe, 29, who was arrested on Weybosset St. last Wednesday on a charge of stealing a ring from the Outlet Mfg. Co.'s jewelry department, was fined the next morning in the Sixth District Court $10 and costs by Judge Gorham for larceny.

Robert Busby, Jr., reports to the police that a watch and chain, ring, scarf pin and other property valued at about $75 were stolen from his clothing while hanging in the clothes room at Benjamin Redford's manufacturing jewelry establishment, 111 Orange St., Friday.

Mrs. Susan F. Pitts, widow of George Pitts, who for several years was a member of Mason Bros. & Pitts and of George Pitts & Co., manufacturing jewelers in this city, died last Sunday, aged 70 years. One of her sons is Arthur S. Pitts, local manager of the Colonial line of steamers.

The will of Michael Fitzgerald, the manufacturing jeweler of this city who died a fortnight ago, was proved in the Muncipal Court last week and Eva M. Fitzgerald was appointed executrix, with personal bond of $15,000. Joseph P. Canning, Henry C. Hart and Patrick P. Curran were appointed appraisers.

Fred G. Wilman, of this city, has filed a voluntary petition in bankruptcy in the United States District Court. The schedule of liabilities show an indebtedness of $789.40, with no assets. The largest unsecured creditors are: The Shepard Co., $352; Tilden-Thurber Co., $82.15, and the B. H. Gladding Co., $57.

At the regular monthly meeting of the board of directors of the Manufacturing Jewelers' Board of Trade in the rooms of the association, 42 Weybosset St., on Friday afternoon, with the president, Fred D. Carr, in the chair, two new members were elected. Routine matters were discussed at considerable length.

The bronze memorial tablets for the Hazard Memorial High School at South Kingstown, R. I., which were cast and finished in the bronze department of the Gorham Mfg. Co., have been placed in position in the main entrance of the institution and were dedicated last week upon the opening of the school.

By a statement made a few days ago Henry Fletcher, treasurer of the Fletcher-Burrows Co., at present Mayor of this city, removes his name from among those being discussed as a candidate for the governorship of Rhode Island and declares himself a candidate for re-election for a fourth term as head of the city government.

Ralph S. Hamilton, Jr., Mayor Henry Fletcher, Walter Callender, Henry D. Sharpe, Walter R. Callender, Rush Sturgis, Harry Cutler and Samuel M. Nicholson were members of the local committee that had in charge the reception and entertainment of the Society of the Army of the Potomac, which held its convention in this city Friday and Saturday.

The A. L. Castritius, Westerly, has been granted a charter by Secretary of State J. Fred Parker with a capital of $25,000. The company is authorized to do a general



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rchandise business, the incorporators ng Albert L. Castritius, who for several ars has conducted a large jewelry busi- ss at 58 High St., Westerly, Charles W. illard and John D. Edmonds.

Among the foreign importations received ough the Providence Custom House last ek were the following of interest to the nufacturing jewelry industry: From twerp—24 packages of crockery; from emen—eight packages of imitation cious stones and three of manufactures metal; from Hamburg—one package of cious stones and one of imitation cious stones; from Southampton—one ckage of gold leaf.

Alpheus S. Place, a member of the man facturing jewelry concern of O. E. Place Sons Co., of this city, was married last onday evening to Miss Ethel G. West- t, of Hillsgrove, at the parsonage of the thodist Episcopal Church of the latter ce. They started at once on an extended dding tour and upon their return will ke their home in the handsome cottage t Mr. Place has just erected in this city.

A number of buyers for large jobbing ncerns paid this city and vicinity a visit d several orders were placed. Among ose registered at the local hotels were: D Stevens and Miss G. Martin, of rawbridge & Clothier, Philadelphia; Miss enrietta Graf, of Berg Bros., New York; fred Eaves, of Eaves Bros., Montreal, n.; David S. Michels, of Michels Co., ew York; R. Shamy, of Shamy Bros., lontreal, Can., and N. Zigayer, of the nited States Jewelry Co., Montreal, Can. nnouncement has been made of the ex- cted arrival of a number of buyers for e coming week and that following.

About 60 of the employes of the S. K. Merrill Co. enjoyed a field day and outing the Bay Shore Pavilion at Warwick Downs on Saturday, among those attending eing Sylvester K. Merrill, Sylvester M. udlong and Robert E. Budlong, Jr., of the rm, with their wives. The party went by ecial electric cars to Pawtuxet, where a rge launch transported them to the rounds. Lunch was waiting them, follow- g which games were in order. The prin- ipal feature was the baseball game between he married and single men, the former inning by a safe margin of 16 to 5. After series of other sports the dinner was an- ounced and the afternoon concluded with heering, singing and a sail home by moon- ght.

Market Prices for Silver Bars.

The following are the quotations of sil- er bars in London and New York as re- orted last week:

	London.	New York selling price, .999 Basis.
Sept. 12	24 1-8d.	$0.54⅜
" 13	24 1-8d	.54⅜
" 14	24 3-16d.	.54½
" 15	24 1-4d	.54⅝
" 16	24 3-16d.	.54½
" 18	24 3-16d.	.54½

William Lowe, Paterson, N. J., has ad- led additional space to his store for his tock of findings, watch materials, tools, tc. Mr. Lowe handles all lines of the ewelry trade.

North Attleboro.

Hollis Bell is making a short western trip in the interests of W. H. Bell & Co.

Clarence Ware, salesman for T. G. Frothingham & Co., spent Sunday in town.

William H. Riley, of Riley & French, has returned from an automobile trip through the State of Maine.

The Mason Progressive Society, of the Mason Box Co., held a dance at the clubhouse last Friday evening.

Louis Terrien, an employe of the Paye & Baker Mfg. Co., injured his hand last week while working at the factory.

C. H. Tones, of C. Ray Randall Co., has returned to New York after making a short trip in the interests of that company.

Louis A. Blackinton, of the W. & S. Blackinton Co., is making a trip to the Pacific Coast in the interest of the concern.

The bowling team representing Boss & Baldwin defeated the Mason Box Co.'s team last Thursday evening at the Anawan alleys.

The H. F. Barrows Co. ball team turned the money received from the Jewelers' Ball League into the treasury of the relief association.

The officials of the postal savings bank which has been recently established in this town report that most of the deposits are from young men in the jewelry factories, who bring a little of their weekly wage to the bank after every payday.

It was reported last week that an electric lighting plant would be built on the location of the building which was burned by the fire in Plainville, and that two North Attleboro jewelry concerns were to move into the building. The report could not be verified.

The jury rendered a verdict for the defendant in the case of Samuel Slocum vs. the Assurance Co. of America, which came up before the Bristol County Superior Court last Friday. The case resulted from the fire in the United Brush Co. factory on Chestnut St., in North Attleboro, in 1904.

Attleboro.

A. B. Cummings was in New York last week.

Harry P. Kent left last week for New York on a business trip.

George W. Allen, Jr., left last week for New York with the samples of the Bristol Jewelry Co.

J. M. Fisher, of J. M. Fisher & Co., has been selected as a delegate to the Prohibition Convention.

J. A. Bigney has sold his residence on Pleasant St. to Edward Newell and purchased another home on Park St.

George C. Innes, who is making an effort to locate the Sawyer, Downdraft Co. here, has met with fair success in the way of securing pledges for the purchase of stock.

The Jewelers' Bowling League has been organized with the following firms represented: Bristol Mfg. Co., James E. Blake Co., McRae & Keeler, Baer & Wilde, C. O. Sweet & Son, C. A. Allen & Co. and Bates & Bacon.

The following list of manufacturers are included among the large list of taxpayers in the town of Attleboro: Attleboro Mfg. Co., $1,735; Bates & Bacon, $1,730; S. O. Bigney, $2,986; D. F. Briggs Co., $1,296; J. M. Fisher & Co., $1,085; Horton Angell Co., $1,759; A. S. Ingraham, $1,050; D. E. Makepeace Co., $1,782; D. E. Makepeace, $1,672; Frank Mossberg Co., $1,004; R. F. Simmons Co., $4,610; Joseph L. Sweet, $1,161; Charles H. Tappan, $6,656; Clarence L. Watson, $6,869; Allen McNerney & Co., $178; Attleboro Refining Co., $455; Austin & Stone, $194; Barden & Hull, $137; Bliss Bros. Co., $461; Bristol Jewelry Co., $486 Carter, Quarnstrom & Remington, $486; Daggett & Glapp Co., $696; C. H. Eden Co., $874; Electric Chain Co., $453; Finberg Mfg. Co., $340; Fontneau & Cook Co., $891; D. A. Hart & Co., $405; W. H. Wilmarth & Co., $729; Sykes & Strandberg, $243; W. H. Saart & Co., $291; F. H. Sadler & Co., $518; Standard Button Co., $972; R. B. Macdonald & Co., $210; C. A. Marsh & Co., $567; Mason, Howard & Co., $291; McRae & Keeler, $872; Chas. M. Robbins Co., $729; W. D. Wilmarth & Co., $144; C. M. Robbins, $859; Bristol Jewelry Co., $486; P. J. Cummings & Co., $118; E. D. Gilmore, $177; Harold E. Sweet, $862; James A. Bigney, $116.

Harrisburg, Pa.

Creditors of John C. Behney, who conducted a store in Carlisle, have elected T. Ralph Jacobs, Esq., as trustee.

F. W. Rohm has decided to re-engage in the jewelry business in this city, and has opened a store at 1302 N. 6th St.

E. E. Miller has rented a storeroom in Walker Township and opened a jewelry and watch repairing establishment.

L. A. Faunce has let the contract for a garage on Susquehanna St. directly in the rear of his jewelry store.

Recently the Carlisle Borough Council gave forth an edict that the town policemen should carry heavy time clocks on their "beats." As a result two of the policemen have resigned and the balance are in an ugly mood over the lack of confidence reposed in their fidelity to duty by the borough fathers.

Mrs. Sarah Faunce, mother of L. A. Faunce, was struck and fatally injured on Reily St., Sept. 15, by a horse that had become frightened by a passing automobile. The horse dashed upon the pavement where Mrs. Faunce was walking and knocked her down, fracturing her skull. She was hurried in an unconscious state to the Harrisburg Hospital, and every effort made to save her life, but to no avail. Mrs. Faunce was 72 years of age and the widow of the late Jacob Faunce. She had lived the best portion of her life in Harrisburg, and was a lady much respected in the community.

According to the market reports on diamond shares in the *South African World* of London the diamond trade is now in a very healthy condition. Color is lent to the report that the South African companies intend increasing their output, in order to cope with the demand, says this paper, by the rumor that the principal purchaser of De Beers is Sir Julius Wernher, while Messrs. Barnato Brothers are buying Premiers. The latter company, it is said, is getting good prices for its stones.

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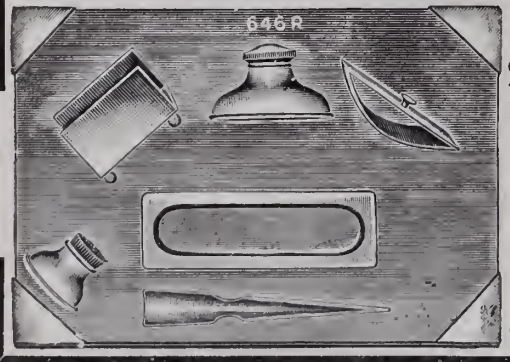
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Boston.

Stephen Maboney has taken a position with the E. Howard Clock Co.

Maj. William P. Shreve, of Shreve, Crump & Low Co., has returned from his summer place in Vermont.

D. Goldwasser, proprietor of the Emblem Jewelry Co., has returned from a business trip to New York City.

Wilson Bros., corner of Court and Hanover Sts., have installed a new electric illuminated sign at the corner extending up to the fifth story.

H. Freiman, of the Lenox Jewelry Co., Jewelers' building, has been on a vacation trip to Stockbridge and other points in the Berkshire Hills section of Massachusetts.

George Beidelhase and George Finckenetr, representatives of the Alvin Mfg Co., and John Hall, of the New York office of Joseph Fahys & Co., were among the trade visitors in Boston the past week.

Among the new corporations granted charters last week in Massachusetts was the Brown Jewelry Co., of Newburyport; capital, $2,000. Incorporators: Frank W. Brown, George W Brown and Louise S. Brown.

H. Levitan goes this week on a trip through western and southern New England, and Joseph Van Ulm, salesman for Mr Levitan, will travel on the following week through the northern part of New England.

Victor J. Hyde, salesman for the Shreve, Crump & Low Co., who has been on a three months' visit to his old home in England, and has made a tour of the British Isles while abroad and visited Paris, returned last week.

Henry F. Cook, treasurer and Howell Leavitt, factory superintendent, of Joseph Fahys & Co., were visitors in Boston last week, making the office of Frank S. Sherry, representative of the concern in this city, their headquarters during their stay here.

The country home at Antrim, N. H., of Edward A. Bigelow, treasurer of the E. Howard Clock Co., was burned on Monday of last week. It had but recently been closed for the season and carelessness of tramps is believed to have been the cause of the fire.

Jason Weiler, of Jason Weiler & Son, returned last week from a trip to the principal diamond marts of Europe, and found his firm comfortably settled in its handsome new quarters at 365 Washington St., the change having been effected in his absence by his son and partner, Gustavus Weiler.

In the Superior Criminal Court in Boston Sept. 14 William Peters was sentenced to the State prison for a term of three to five years on the charge of breaking and entering the jewelry store of Max Scharf, Aug. 9, and another establishment about the same date. He pleaded guilty on the Scharf charge.

Arthur B. Munroe, diamond cutter, formerly with the John B. Humphrey Co. for a number of years, is now with Harris & Lawton, of the Jewelers' building, taking charge of their cutting shop. The latter firm is making changes in the arrangement of its rooms to provide more space for the department.

Fred Thompson, of the Boston office of the Wm. L. Gilbert Clock Co., was accidentally shot one day last week while at target practice at a rifle range in one of the suburbs. The bullet struck near his temple and split, being extracted at the hospital from the bone in two pieces. The young man is reported to be recovering.

Milton H. Stevens, a prominent resident of Waltham for many years, and foreman of the Waltham Watch Co.'s factory, died Sept. 11 at his home, 20 Riverview Ave He was a veteran of the Civil War, past commander of post 29, G. A. R., and had been a park commissioner, member of the local health board, school board and board of aldermen.

Mira Johnson, a colored man, who had just completed a three-years' term in the Charlestown State prison, and was indicted last December with Patrick Hanley, a fellow prisoner, charged with counterfeiting silver half dollars while in prison, was given a hearing Sept. 12 in the United States Court. Sentence was deferred.

Jacob and Joseph Goldberg, indicted in connection with the Ullian robbery and brought here recently from Austria, who were expected to make disclosures that might be of value to the Boston police in other criminal cases, are apparently preparing to put up a legal fight and to withhold information as far as possible. They have engaged counsel and refuse to concede anything to their captors.

Henry W. Patterson, of the Smith Patterson Co., who is chairman of the finance committee of the Boston Credit Men's Association, is preparing in conjunction with other members to try to secure the next convention of the National Association of Credit Men for Boston. A meeting of the National officials is to be held shortly to consider the proposition. The convention, if held here, would bring 1,000 to 1,200 business men from other sections to the city.

The E. Howard Clock Co. has installed a special watchman's clock for the Metropolitan Water and Sewerage Board at the yard of the commission in Glenwood, Mass.; a master and secondary clock system for the E. P. Wilbur Trust Co., South Bethlehem, Pa.; a special interior clock for the Queen's County Savings Bank at Flushing, and a two-dial illuminated post clock in front of the New Marlboro Hotel in Boston.

Louis Marriett, who was indicted last June on the charge of breaking and entering the plant of the Shepard Mfg. Co., Melrose, Mass., and assaulting, with intent to kill, the watchman, John Brooks by name, was brought before the Middlesex Superior Criminal Court at East Cambridge Sept. 11 and sentenced to 8 to 10 years in State prison. Brooks was shot by Marrett in the head and arm, but recovered from the effects of his wounds.

Reports come from Leominster, Mass., where there are about 50 shops which manufacture combs or hair ornaments, mostly of tortoise shell, that the Fall demand for these products, which are carried largely by jewelers, is showing considerable increase this season. Most of the manufacturers of horn and celluloid products are engaging extra help, and barrettes seem to be in especial favor, large orders having been received for them lately, so that all the concerns making goods of this type are rushing work to meet the calls for delivery of the goods. In fancy comb lines also there is a fair degree of activity.

Baltimore.

The improvements to the store of Bowen & King, opticians, 117 N. Liberty St., are about completed. This firm has had the entrance changed and the interior of the store completely rearranged.

Mr. and Mrs. R. B. Smith spent several days last week at the Washington Cliff House, Pen Mar, Md. Mr. Smith was one of the members who attended the annual meeting of the Maryland Retail Jewelers' Association at that place and was much impressed with the beauty of the surrounding country.

While being driven over the road by its chauffeur en route to Washington, D. C., the new automobile of A. D. Prince, proprietor of a jewelry store in the latter city, collided with a car owned by a John H. Walsh, of Pittsburgh, Pa., which was going in the opposite direction, when just outside of Frederick, Md. Both cars were damaged, but no one was hurt. Mr. Prince and his party were returning from Atlantic City via Gettysburg and other Pennsylvania and Maryland cities, but they had left the car before the accident in order that they might complete the trip via train. It is claimed that the Walsh car was on the wrong side of the road. Neither car was able to proceed on its way.

The store of the Read Drug & Chemical Co., at Howard and Lexington Sts., in which Charles Grunebaum conducts a jewelry department, was entered last week by burglars, who succeeded in carrying away goods to the value of about $300. The jewelry consisted mostly of novelty materials, the better values being untouched by the thieves, who were also unsuccessful in forcing the safe. The thieves, believed to be professionals, entered the store through the fourth story from the roof of an adjoining building, it being thought that they scaled the wall by using the hinges of the fire shutters as a ladder. It is hardly probable that so perilous an ascent would be taken, yet no other traces of entrance or attempted entrance can be located; however, they did jimmy the upper window of the Read building. They completely ransacked the different floors on their way downstairs and upon reaching the jewelry counters, proceeded to break open the cases and extract rings, watches, chains and bracelets and other goods from the trays therein. In doing this work they stood great chances of being caught in the act, as through the large plate glass windows and with electric lights burning all night, they were plainly visible to any passersby. No trace of them has as yet been found, but the police claim to have one or more clues which may eventually result in a capture of the crooks. Other business places were entered at the same time as was the Read store, but in no case did the haul amount to anywhere near the amount that it did there.

Newark.

TRADE CONDITIONS.

Most of the jewelry manufacturing concerns of Newark are now working full time, the volume of business having been increased considerably within the last few weeks. A number of concerns are so busy that they have had to hire new hands in order to get their orders out on time. As a rule the companies making the cheaper grade of jewelry are more busy than those making the finer grade of work, though many of the latter are also very active.

G. A. Ohl, Jr., has been granted a patent for metal bending or forming dies.

William N. Lee, 13 Franklin St., returned the latter part of last week from a successful trip to Boston.

E. M. Manderville is on a trip through New York State this week in the interests of the Arch Crown Mfg. Co., Camp and Orchard Sts.

Edmund F. Allsopp did some fine work in the first round of the match play for the club championship last Thursday at the Forest Hill Field golf links.

B. M. Shanley, Jr., made one of the highest scores in the regular weekly shoot of the Eastern League Gun Club, which was held on Thursday afternoon near Wiedenmayer's Park.

Harry F. Bliss, son of Mr. and Mrs. Harry A. Bliss, of Madison Ave., will marry Miss Blanche Chrisman Morrow, daughter of Mr. and Mrs. Cyrus Morrow, late in the Fall.

A. P. Hinton, treasurer of Bippart, Griscom & Osborn, manufacturing jewelers, at Garden St. and New Jersey Railroad Ave., returned yesterday from an extended vacation trip in New Brunswick and Vermont.

George McAleer has succeeded to the business of Felix Vincon at 355-357 Bulberry St., as a colorer and plater of jewelry. Mr. Vincon has retired from business. Mr. McAleer was formerly with the Brassler Co., 6 Garden St.

George Uhlan, an employe of the United States Refining Co., Carteret, N. J., had his feet badly crushed by machinery while working in the plant on Monday of last week. He was removed to the General Hospital at Elizabeth,N. J., where he was given treatment.

Raymond C. Gowell has just returned from a trip in the interests of Alling & Co., 13 Orchard St., which included visits to the trade in Baltimore and Washington. George A. Neuman has just returned from a trip through New York State in the interests of the same concern.

Insurance claims connected with the fire at 13 Franklin St., on Aug. 18, have been adjusted. The building, machinery and equipment have been repaired and the firms affected by the fire are working as usual. Several jewelry firms were among those suffering damage.

Rodney B. Carr no longer represents the Wordley, Allsopp & Bliss Co., manufacturing jewelers, on East Kinney St. Percy C. Burnham, who succeeds him, is now on a trip through the southern territory. H. A. Bliss is now on a trip which will include visits to the trade in Philadelphia, Pittsburgh, Chicago, Detroit and Buffalo.

Fred Kaebler and Fred Schmidt, both of whom were employes of Krementz & Co., manufacturing jewelers, on Chestnut St., have started in the manufacturing jewelry business at 68 Orchard St., under the name of the Kaebler & Schmidt Co. The concern manufactures 14-karat gold jewelry.

Leslie D. Morgan, 33 Seymour St., who is connected with Baker & Co., has been married to Miss Elizabeth Day, of 43 Union Ave., Irvington. The young couple are spending their honeymoon at Niagara Falls. Among the wedding gifts was a check and a silver set from the employes of Baker & Co.

Frank B. Steitz, Southern salesman for the William Link Co., 407 Mulberry St., returned Friday from a successful trip covering six weeks. He will leave the latter part of this week for a trip through the east and south. Harry E. Heacock, president of the company, is now traveling through the far west in the interests of the company.

The funeral services for Frederick A. Halsted, of 169 Bank St., who died of heart disease and Bright's disease last Saturday, was held on Monday night at his home. He had been connected with the manufacturing jewelry concern of Riker Bros., Court St., for more than 35 years. He was a member of the Marcus L. Ward Association and the Jr. O. U. A. M., No. 205. He is survived by his widow, Jennie M. Halsted, and two daughters.

The meeting of the Newark Association of Credit Men, to be held at the Board of Trade rooms on Broad St. Tuesday evening on Sept. 26, will be made the occasion of a reception to the national officers, who meet in New York City on that day. They have been invited to attend the meeting by President Curtis R. Burnett. Mr. Burnett, of the American Oil & Supply Co., who is president of both the Newark Association of Credit Men and the Board of Trade, is planning for many interesting features in connection with the work of these organizations during the coming season.

On Saturday afternon two teams picked from the employes of the Layman-Van Ness Co., manufacturing jewelers, on Oliver St., played a game of ball in Weequahic Park. One team was known as the Laymans and the other as the Van Ness team. Matty Taylor, a brother of "Dummy" Taylor, pitched for the Van Ness players, while Manager Schoellhamer, an old-time star himself, picked Jim DeRogatis to twirl for the Laymans. During the afternoon there was a 100-yard dash between Knoff and Gauber. Following the afternoon events there was a supper for the players at the Hotel Broad.

The American Oil & Supply Co.'s bowling team will roll in the Jewelers' League during the coming season. An elimination tournament will be held among the bowlers in order to give each a chance to make the team. Eigteen applications have already been received by the officers of the Jewelers' Bowling League for the coming season and it is expected that three other teams will join before the schedule is made up. A meeting will be held Friday night for the purpose of electing officers for 1911-12. The entrance fee this year will be $10 instead of $18. All games will be rolled on on the Oxford alleys.

Connecticut.

Charles F. Smith, president of Landers, Frary & Clark, New Britain, returned last week from Saranac Lake, where he has been spending several weeks.

C. W. Leavenworth, Wallingford, has been nominated as one of the Republican candidates for the town board of relief. The election will be held in October.

Gen. George H. Ford, president of the Ford Jewelry Co., New Haven, recently moved into his handsome new residence which was recently completed in that city.

At a special meeting of the directors of the E. A. Bliss Co., last week in Meriden, William E. Bliss was elected president to fill the vacancy caused by the death of the late Egerton A. Bliss. At the meeting resolutions were adopted in commemoration of the late Mr. Bliss.

A hospital for contagious diseases, which is to cost $60,000, has been donated to the city of New Britain by Mrs. Alfred Mitchell, was formerly Miss Tiffany, a daughter of the founder of Tiffany & Co., New York. The land on which the hospital is to be erected was purchased some years ago and was formerly the Summer estate of Mr. and Mrs. Mitchell.

The Handel Co., Meriden, has moved its office and showroom into its new building. With increased space the concern is now better able to handle its rapidly increasing business. Joseph A. Roberge, the southern and New England representative of the Handel Co., has just completed his fine Summer residence at Woodmont, Conn., and has moved his family there for the month of September.

The Rogers Silver Plate Co., Danbury, has planned to build an addition to its plant on Rowan St. The addition, the plans for which are now being drawn up by local builders, will front 12 feet on Rowan St. and will be about 120 feet in depth, three stories in height and constructed of brick. N. Burton Rogers, of the company, has announced that the concern is contemplating the erection, some time in the early part of next year, of another much larger addition to the main factory building, which will greatly increase the capacity of the plant.

The implements which were used by the "can-opener" gang, which are now in the hands of the New Haven police, will be forwarded to Boston to be used as evidence against three men who are under arrest in that city charged with the robbery of the jewelry store of Samuel E. Ullian. It is believed that the men now under arrest are also implicated in the robbery of the Sarason jewelry store in New Haven about a year and a half ago. The four tools used by the robbers in prying open safes consist of two drills and the implements known as the "can opener," by which the steel back of an ordinary safe may be easily cut through.

William Lapere, the 11-year-old boy who broke into L. P. Juvet's jewelry store, in Glens Falls, N. Y., and got away with about $500 worth of watches and other jewelry, was sentenced recently to the Industrial School at Rochester, N. Y., for an indefinite period. Most of the stolen jewelry was recovered.

Canada Notes.

J. A. Harley, Ladysmith, B. C., has given a chattel mortgage to H. T. Fulton for $400.

L. C. Valheres, Black Lake, Que., has made an assignment. A meeting of creditors has been called for Sept. 23.

The assets of Laurent Hudon, Hebertville Station, Que., who recently assigned, were advertised to be sold Sept. 11.

G. A. Leroy, advertising manager of the Western Clock Mfg. Co., LaSalle, Ill., was entertained at dinner on Thursday, Sept. 7, by the Winnipeg Advertising Club in that city and delivered an instructive address on the principles which govern effective advertising.

The store of David Weiner, Cornwall, Ont., was entered by burglars on the night of Tuesday, Sept. 12, through a rear door by breaking a pane of glass. About $200 worth of watches and jewelry were stolen. Mr. Weiner was burned out only two months ago.

Among out-of-town jewelers calling on the Toronto trade recently were: F. Clark, Peterborough; H. Alteman, Wellesley; D. Lundy, Mount Albert; A. H. Smith, Tilbury; E. Pequegnat, Stratford; A. E. Swallow, Strayner, and John Maynard and Mrs. Jessie P. Chase, Campbellford, all Ontario.

Justice Dunlop, Montreal, has issued an order for the winding up of the firm of Hopman Van Den Berg Sons, Ltd., diamond dealers, which was incorporated in 1910 with a capitalization of $600,000. The order was made on the application of J. W. G. Hopman Van Den Berg, who claimed that the company was indebted to him for a large amount. N. A. Willis was appointed provisional liquidator.

D. T. Ferguson, who was in business as a jeweler at Kenora, Ont., for many years until last Winter when he went to the west committed suicide on Saturday, Sept. 2, while traveling on a steamer from Vancouver to Victoria. He shot himself while in his stateroom. His death was much regretted by the citizens of Kenora, where he made many friends. He was a prominent Freemason and much interested in military affairs, being lieutenant-colonel of one local regiment of militia. Mr. Ferguson was town treasurer for some years. Depression on account of serious financial losses is assigned as the cause of his act. Mr. Ferguson leaves a widow and four children.

The Pan-American Optometrical Association held a two days' convention in Toronto commencing Thursday, Sept. 7. Dr. W. J. Harvey, of Toronto, presided, and Dr. Fannan, Buffalo, N. Y., officiated as secretary. The business transacted included the adoption of resolutions declaring that the interchange of patients in the different associations be recommended; that candidates for optical education should previously have passed a high school examination; that a standard examination be set which will entitle those who pass to inter-provincial or inter-state registration; that the convention approves a minimum price list arranged on the nature and condition of the eyes corrected; that the convention endorses legislation governing optometry, and that suggestions to be passed on at a future convention be forwarded to the present by opticians throughout America. A communication was received from the American Optical Association proposing affiliation with the Optometrical Association of Ontario.

Philadelphia.

Louis Stern is visiting the factory at Providence, R. I.

M. Costello, jeweler, has removed from 125 S. 7th St. to 714 Sansom St.

Lewis Keubler, 2317 Germantown Ave., has gone to New York on a business trip.

Thomas Galligan, 5216 Market St., is visiting his old home in Providence, R. I.

Joseph B. Bechtel is attending the anniversary of Old Home Week at Frederic, Pa.

Ira Scebacher, with M. Sickles & Sons, has returned from an extensive southern trip.

F. E. Goode, with the Philadelphia Watch Case Works, New York, called on the trade.

G. A. Lanz, Norristown, Pa., has just returned from a business trip to Washington, D. C.

A. W. Arton, Sunbury, Pa., has accepted a position with C. R. Smith & Son, 18th and Market Sts.

George L. Paine, of the L. Paine Co., North Attleboro, Mass., called on the trade during the week.

L. M. Simmons, with the Ford & Carpenter Co., Providence, R. I., was a recent visitor to this city.

John W. Ford, a local jeweler and coroner of this city, is listed for re-election for the same office.

Sam Sacks, formerly with the Fox Optical Mfg. Co., has returned to his old position with D. V. Brown.

L. H. Rowe, of L. H. Rowe & Co., Daytona, Fla., stopped off in this city on his way home from Lilydale, N. Y.

Mrs. L. Harkness, representing S. V. Brown, has returned from a pleasant vacation spent at Atlantic City, N. J.

Fred Sauter, 2719 Girard Ave., has just installed a new bulk window and has added several new show cases to his store.

H. J. Andrews, of H. J. Andrews & Co., 108 S. 8th St., has started with a party of friends on a fishing trip at Beach Haven.

George Reed, of Larter & Sons, New York, has joined his family at Beach Haven, where he will remain for his vacation.

Charles Detto, until recently with Frank Schuler, 4548 Frankford Ave., has accepted a position with W. N. Moore, 1708 Ridge Ave.

Carl Kempter, retail jeweler, formerly at 3d and Poplar Sts., has opened a new store on Girard Ave. between 11th and 12th Sts.

Ed. and Lou Sickles, of the firm of M. Sickles & Sons, have closed their cottages at Atlantic City and have returned to town with their families.

Victor Kurtz, wholesale jeweler, 900 Chestnut St., has just returned from a business trip throughout the West and reports business good and promising.

S. H. Becker, 5225 Passyunk Ave., has recently been appointed treasurer of a new South Philadelphia theatre. Mr. Becker will continue his jewelry business.

Clarence Lukens, a new jeweler at 1212 N. Hutchinson St., has announced his marriage to Miss Carrie L. Ziegler. After a trip to Boston they will return to this city.

Charles P. Meyer, 929 Passyunk Ave., who has been on a pleasure trip through Chicago, Detroit and the Northwest, is home, and very much benefited by the trip.

Charles Koshland, of the Koshland Bros. Co., has started on his southern trip. He will cover North and South Carolina and Virginia and will be absent about three weeks.

Walter Kruse, a representative of James Allan & Co., Charleston, N. C., is on a visit to this city, where he is well known in the trade. Mr. Kruse was formerly employed by a local firm.

George W. Koehler, 6227 Woodland Ave., has remodeled his store for the holiday season. A new set of wall and display cases have been installed and have added much to the store's attractive appearance.

The carnival held recently at 60th and Market Sts., by the business men in this district, has been voted a big success. Among the jewelers actively interested were J. M. Keller, William Keller and William Shalet.

Kenneth Hoffman, bookkeeper for Joseph B. Bechtel & Co., was quietly married Sept. 20, to Miss Anna Kilmer, of this city. Mr. and Mrs. Hoffman have started on a wedding trip, and upon their return to this city will reside at 2913 Judson St.

The funeral of Theodore Lassen, which was held Sept. 8, at his residence in Germantown, was largely attended. Among the jewelers present were F. S. Reick, Harry Greenwald, Charles Bonnafau, John Smith, Andrew Smith, J. E. Fisher and John Spencer.

The following jewelers were visitors to this city during the week: John S. Vaughn, Georgetown, Del.; E. B. Kelley, Chester, Pa.; E. L. Thomas, Phoenixville, Pa.; E. P. Zane, Christiania, Pa.; D. N. Krause North Wales, Pa.; N. B. McFarlan, E. Dowingtown, Pa.; M. L. Hunter, Beverly, N. J., and E. K. Bean, Lansdale, Pa.

William H. Jones, a colored man giving his address as Jessup St., was arrested and held for court by Magistrate Carey on the complaint of Christian Reiss, a jeweler of 141 N. 9th St. According to Reiss, the man came into his store and asked to look at rings; he was shown a tray, and selecting a diamond ring valued at $70 offered to pay a small deposit on it. After he had replaced the ring in the tray the jeweler discovered that the man had substituted for it a ring with a sham diamond. He had already made his escape, but was quickly followed by an officer and arrested.

Frank Hall, Watertown, N. Y., has gone to his camp at Palmer Creek Reservoir, where he will remain deer hunting until the close of the season.

Smith & Webster, Richmond, Va., presented a handsome loving cup to the winner of the championship of the Richmond American Baseball League. The cup will be contested for each season.

People Prefer

Gorham Silverware because they know its beauty, quality and craftsmanship excel all other makes. Many have as evidence articles bearing the Gorham Trade-Mark that have been in the family for generations and still retain their original beauty and usefulness.

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is the standard by which all silver is measured—the goal which all silversmiths strive to attain. You can unconditionally guarantee the quality of all Gorham Silverware. Its exceptional beauty and recognized value make it easy to sell. Our liberal policy and methods make it profitable to you. Gorham Silver is nationally advertised and universally in demand.

You increase your profits and add to your local prestige by selling Gorham Silverware. Responsible jewelers only sell it.



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GORHAM SILVER POLISH — The Best for Cleaning Silver

THE JEWELERS' CIRCULAR
THE HOROLOGICAL REVIEW. THE JEWELERS' WEEKLY. THE JEWELERS REVIEW

PUBLISHED EVERY WEDNESDAY BY
THE JEWELERS' CIRCULAR PUB'G CO.
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Newspaper Misinformation About Gems.

UNDER the heading "Artificial Diamonds Within Sight," the Racine (Wis.) *Journal* recently published an abstract of the article which appeared in THE JEWELERS' CIRCULAR-WEEKLY many months ago about colorless carborundum crystals, but with several misstatements as to the hardness of these crystals and their properties. The most pronounced misstatement was in the last sentence, in which, after stating that carborundum crystals were so brittle that they would not stand the process of cutting, goes on to say "but it is hoped this defect will be overcome later, in which case gems in every way equal to the diamond will become almost as cheap as glass."

The silliness of this statement is apparent to anyone who knows anything about diamonds and carborundum, but the effect of such news on the public, as well as the heading under which the article appeared, can do no good to the diamond trade, as it tends to shake the faith of the ordinary purchaser in the diamond as an investment. Why a reputable newspaper will lend itself to the publication of items of such a character it is hard to understand, but it is in line with the tendency that many daily papers have shown to publish anything about gems and jewels that is submitted to them without any attempt at verification, or without a thought as to the effect it may have upon the public. It is safe to say that no industry in the country has suffered more at the hands of the careless and thoughtless newspaper writer than has the diamond trade, nor has so much misinformation been given to the public on any subject as has been given about gems and jewelry.

If jewelers throughout the country would immediately write to their local papers whenever a misstatement appears about their industry, and call the attention of the editor to the carelessness, if not absolute wrong, of permitting such matter to be published, it might do some good in making ordinary newspaper men understand that any statement they may wish to make about gems and jewelry is not good newspaper "copy," and it might cause them to be more careful, at least to the extent of verifying their facts (?) before they use them as a basis of a sensational article.

The Time of Danger from Crooks.

THIS is the season of the year when past experience has taught the jewelers to look out for the visits of crooks and swindlers, and the danger from these criminals will increase proportionately as business increases, up and through the holiday season. The older members of the trade need no warning in this respect, but the younger members of the trade, and particularly the clerks and salesmen new to the business, should take heed of the warnings that have been given so often by the protective associations and by this journal to be on the alert for all kinds of tricks, and never consider themselves too busy to take the precautions that safety requires, or ever consider that it is safe "to take a chance."

> **The day of untruthful advertising in the responsible publication is passed. Advertising in the high class trade journal nowadays may be depended upon. This means that you are safe in answering advertisements even to the extent of sending money in advance.**
>
> *—Frank Farrington, Author of "Store Management Complete," etc., etc.*

It is true that the clever criminals of various kinds, check swindlers, "flim-flammers," pennyweighters, short change men, sneak thieves, etc., operate at all times, but it is the busy season of the jeweler on which they count to reap their harvest. What all of them need to be successful is a chance to distract the jeweler's attention, or make him forget caution for a moment or two, and this can always be better done when the jeweler or his clerk is busy or pressed for time, than under ordinary circumstances. Consequently, the salesman or saleswoman must be prepared to keep on the alert more particularly when they are working under pressure, as it is at such times that the novice in the business is apt to feel that the necessity of attending properly to his customers outweighs the necessity for caution, at least for a short time.

One point which should be clearly impressed upon all young men and women engaged in the jewelry trade is that the greatest danger is apt to come from sources which excite little or no suspicion. In fact, the suspicious looking or suspicious acting customer is not much of a menace, because he or she is bound to be watched. Clever crooks and those whose operations are the largest and the most daring are often men and women of pleasing personality, educated and refined in their manner of talking, and in their deportment; often they are carefully, tastefully and even expensively dressed, and have all the outward appearance of a wealthy, pleasant and desirable customer. In their actions these people will not excite suspicion. On the contrary they often lull it by their apparent frankness and simple honesty. This is something that is hard for the young salesman or saleswoman to thoroughly comprehend; nor do they often realize that they are making a mistake in thinking that they know all about a customer because he or she has visited the store a few times and made a few purchases.

Jewelers' Gold Bars Withdrawn and Exchanged at New York.

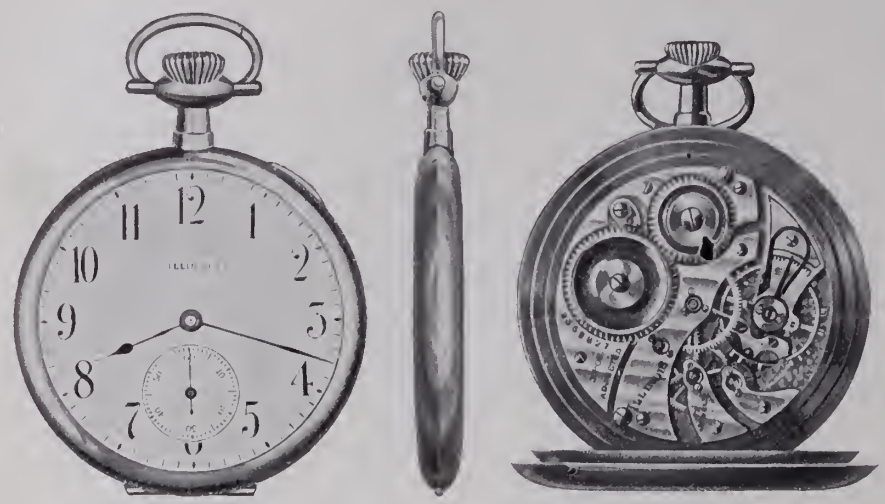
Week ended Sept. 16, 1911.

The U. S. Assay Office reports:

Gold bars exchanged for gold coin	$654 181 62
Gold bars paid depositors	85,003.29
Total	$739,184 91

Of this the gold bars exchanged for gold coin are reported as follows:

Sept. 11	$184 306.31
" 12	97 364 79
" 13	86,405 63
" 14	133,559.96
" 15	96 824 11
" 16	55,740.82
Total	$654,181.62



THE GENTLEMAN'S WATCH FOR THE HOLIDAYS

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W. H. WARRINGTON
FRANK SHADBOLD } West
LEWIS J. ZAHN—South

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EXTRA THIN

Open Face, 12 Size, 17 Ruby and Sapphire Jeweled, 3 Position Adjusted Illinois Watch, cased in Crescent 25-year and 14-Karat Solid Gold Cases

COMPLETE

in Morocco Box with *Rating Card* for Each Movement

CROSS & BEGUELIN

Wholesale Distributors of Gems, Jewelry, Watches, and Jewelers' Supplies

23 Maiden Lane
NEW YORK

Lancaster, Pa.

George R. Weber made a business trip to New York last week.

John L. Simcoe, Buffalo, N. Y., is visiting relatives in Columbia.

G. William Reisner was in Port Deposit, Md., on business, last week.

T. Wilson Dubbs and wife have been enjoying themselves at Atlantic City.

Frank B. Fon Dersmith, with Louis Weber & Son, and his wife, are spending several weeks at Atlantic City.

David B. Kester, Columbus, O., who was recently married in Pittsburg, spent several days last week among relatives in Lancaster.

The celebration last week of the silver wedding of Mr. and Mrs. E. S. Musser, of Marietta, gave a lot of business to the jewelers of that place, as the couple received numerous gifts of silver articles.

Francis Costard, widely known as a skilled engraver, died here Sept. 12 of heart trouble. He was born in New York 50 years ago. He did work for most of the jewelry stores of Lancaster, where he had lived many years.

The following out-of-town jewelers recently visited Lancaster: George L. Hepp, Lititz, Pa.; J. M. Kreider, Ephrata, Pa.; J. A. Kirk, Quarryville, Pa.; Jack Fisher, Elizabethtown, Pa., and S. H. Miller, Mt. Joy, Pa., who made the trip on his new motorcycle.

Miss Ruth A. Jones, daughter of W. L. Jones, of Martinsburg, W. Va., president of the West Virginia Retail Jewelers' Association, has been visiting Miss Mary Charles, at Mountville, Pa. Willard Jones, Port Jefferson, L. I., has been visiting friends in this city.

During a visit to Wild Cat Falls, on the Susquehanna, last week, F. A. Peters, of the H. S. Meiskey Co., got into territory occupied by a five-foot blacksnake, which attacked him. Mr. Peters had a few minutes of very exciting work, when he succeeded in despatching the reptile.

Clarence E. Bowman, Strasburg, has entered the Ezra F. Bowman Technical School as a student in engraving. Chas. F. Frey, Lancaster, has entered as a student in watchmaking. H. L. Glenn, son of F. M. Glenn, Parsons, W. Va., is a student in engraving. Adolph Thoma, of A. Thoma & Sons, Piqua, Ill., is a student in engraving.

A letter received here last week by friends of Robert B. Carter, a former resident of Lancaster, now of Seattle, Wash., says his jewelry store was robbed, Sept. 5, of jewelry and bric-a-brac worth nearly $700. Mr. Carter's family occupies quarters over the store, and a member of the household heard a noise, but paid no attention to it.

John B. Roth, Jr., manufacturer, was a witness on Sept. 18 at the United States District Court in Philadelphia in the case against George H. Mackinson, a United States mail wagon driver at Lancaster, who was recently arrested for robbing the mails at various times. Among his thefts were goods sent to Mr. Roth to be repaired, some of which were found in possession of Mackinson when he was taken into custody.

New York Notes.

Carl Brinker, Cincinnati, O., sailed from this city last week for Europe.

The firm of Greenberg & Brecht, 16 W. 45th St., has been succeeded by Nathan Greenberg.

B Munk, of Nebenzahl & Munk, 71 Nassau St., is on a western trip in the interests of his concern.

C. L. Ruth, of C. L. Ruth & Son, Montgomery, Ala., has been a visitor in this city during the past week.

B J Meyer, of Joseph H. Meyer Bros. Co., 59 Nassau St., left last week for a two weeks' trip to the west

William Hofman, of Eichberg & Co., 65 Nassau St., returned to this city Saturday on the *Lusitania* from a trip to Europe.

M. Goodfriend, of Goodfriend Bros., 13 Maiden Lane, has returned from a six weeks' fishing trip to Moose Lake, Canada.

Charles Miller, an American pearl dealer, Comanche, Ia., was in the Maiden Lane district during the past week on a business trip.

Mr. Hardy, of the Hardy & Hayes Co., Pittsburgh, Pa., was in this city last week, and made his headquarters at the Holland House

Ralph Halloway, formerly a traveler for N. H. White & Co., 23 Maiden Lane, is now with the Scribner & Loehr Co., Cleveland, O.

S. O. Bigney, of S. O. Bigney & Co., Attleboro, Mass., was in this city Thursday of last week, and paid a visit to the office at 3 Maiden Lane.

Pickslay & Co., 570 Fifth Ave., have renewed the lease of the store and basement which they occupy for a term of 10 years from May 1, 1911.

Leonard Krower, New Orleans, La., who has been detained in this city since he underwent an operation some time ago, has returned to his home.

Lee Kohns, of L. Straus & Sons, 42 Warren St., returned to this city recently after a three weeks' cruise among the Thousand Islands in his steam yacht.

Charles Forsythe, who covers the south for Manning, Bowman & Co., Meriden, Conn., and the Meriden Cutlery Co., arrived in this city recently from New Orleans.

The August *Bulletin* of the National Association of Credit Men reports 22 new members in this city. The *Bulletin* also contains a number of articles of general interest.

Conditions in the jewelry workers' strike in this city have showed little change in the past week, although it is reported that a number of workmen have returned to the factories.

James L. Hand, auctioneer, 14 Maiden Lane, has just returned from Duluth, Minn., where he conducted a sale for the Henricksen Jewelry Co., which is retiring from business.

H. F. Mackenzie, representing Geo. F. Bassett & Co., 52 Park Pl., left the headquarters of his concern in this city last week on a trip to include the principal cities of Pennsylvania.

Frederick W. Cox, of the Utopian Silver & Novelty Co., is spending a short time in Boston, and expects to be away about three weeks, covering the important cities of New England.

H. P. Thurner, Bloomington, Ind., was among the out-of-town visitors in the Maiden Lane district during the past week who called at the office of THE JEWELERS' CIRCULAR-WEEKLY.

Among the eastern jewelers in the Maiden Lane district, last week, were: William Williams, of Williams & Payton, Providence, R. I.; Edward White, of Mills & White, Providence, R. I.; Fred A. Howard, of F. M. Whiting & Co., North Attleboro, Mass.

Morris J. Hart, of the Hart Jewelry Co., New Orleans, La., returned to this city from Europe, last week. Mr. Hart, who has been abroad for over three months, made the return trip on the *New York*. He expects to return to New Orleans in about two weeks.

There has been on exhibition in a John St. store during the past week the trophy presented to Earle L. Ovington, American aviator, by Hon. Timothy Woodruff. The trophy was presented in honor of Mr. Ovington's areoplane flight from Belmont Park to the Garden City Estates.

The Camber Mfg. Co. has been incorporated under the laws of the State of New York to manufacture jewelry, with a capital of $5,000. The incorporators are Jacob Newman, 1229 Park Ave.; Jesse J. Goldberg, 2071 Fifth Ave., and Wm. Goldberg, 20 E. 90th St., all of New York City.

The engagement of Morris Klipper, of Klipper Bros., 68 Maiden Lane, to Miss Lillian Kirschberg, of this city, has been announced. Mr. Klipper is now traveling through the western States and is on his annual trip, but will return to New York in November, at which time the date of the reception will be announced.

Goodman King, of Mermod Jaccard & King Jewelry Co., St. Louis, Mo., was among the prominent western jewelers who arrived in town last week, and was among the callers at the office of THE JEWELERS' CIRCULAR-WEELKY. J. J. Menges, buyer for the same firm, was also in New York, and has been stopping at the Hotel Astor.

Creditors of the S. F. Myers Co., bankrupt, are notified that personal property belonging to the estate of the bankrupt will be sold under the direction of Horace M. Peck, the trustee, at public auction at 113 Leonard St., Sept. 28, at 2 P. M. A general description of the property includes stones, rings, brooches, pins, spoons, old watch cases and movements, old gold and silver, safe, books, etc. The trustee reserves the right to withdraw any of the property from sale, unless it shall bring at least 75 per cent. of the appraised value. John J. Townsend is the referee in bankruptcy.

At the regular monthly meeting of the Jewelers Board of Trade held last Thursday at the offices of the Board 15 Maiden Lane, 31 new concerns were admitted to membership in the Board. The total membership is now 733. The concerns admitted last week are: Cohn, Abraham & Co., Charles H. Conant, I. N. Deitsch, Inc., Dreyfus Mfg. Co., European Specialty Co., Fishel Nessler Co., Edward W. Kahn, Inc., Keller Mfg. Co., Herman Kohlbusch, Sr., Herman Levy & Co., McKinley Music Co., Joseph H. Meyer Bros., Inc., Floyd S. Neely, Zach. A. Oppenheimer, Rogers-Jones Mfg. Co., J. Sandusky & Co., Max Schweiger, Vitelli & Co., Math. Wratschko, Zeitner & Herwig and Jacob Strauss & Sons (Associate), all of New York; Parks Bros. & Rogers and Rex Mfg. Co., Providence, R. I.; Newark Jewelry Novelty Mfg. Co., and Essex County National Bank (Associate), Newark, N. J.; Advance Optical Co., Kansas City, Mo.; Edward H. Croninger and Lindenberg & Fox, Cincinnati, O.; Eagle Lubricant Mfg. Co., Canton, O.; Ericksen, Krause & Co., Chicago; Otto Sizeler, New Orleans, La.

A strong effort is now being made by the officers of the Maiden Lane Historical Society to increase the membership of the organization before the presentation and dedication of the tablet containing the history of Maiden Lane which will take place some time next month. This tablet, as recently noted in these columns, is a magnificent work in bronze, presented to the society by Edward Holbrook. It was made at the Providence works of the Gorham Mfg. Co., and will be placed on the Silversmiths' building. The date of the dedication of the tablet has been deferred until after the return of Mr. Holbrook from Europe. The Maiden Lane Historical Society was formed as a result of the interest taken in the history of the jewelry trade's great thoroughfare, which followed the publication of the serial article, "The Story of Maiden Lane," which appeared in THE JEWELERS' CIRCULAR-WEEKLY last Fall and Winter. The object of the society is to encourage interest in the history of Maiden Lane, and emphasize its prominence and unique characteristics as a locality devoted essentially to the jewelry and kindred industries. All members of the trade desiring to join before the dedication of the tablet should notify the membership committee, which consists of John W. Sherwood, of the Solidarity Watch Case Co., 54 Maiden Lane; Fred L. Goddard, of the Jewelers' Safety Fund Society, 15 Maiden Lane; Harry Larter, of Larter & Sons, 21 Maiden Lane; William Barthman, 174 Broadway, and T. Edgar Willson, of THE JEWELERS' CIRCULAR-WEEKLY, 11 John St. The dues of the society are $3 per annum.

The new jewelry store of Theodore B. Starr, Inc., on the southwest corner of Fifth Ave. and 47th St., which was completed last week, is one of the most luxurious salesrooms ever opened by a jewelry concern in this city. Teakwood floors, bronze trimmed oak showcases, colonnade of chandeliers, rooms for the private inspection of gems and objects of art, gilded upholstered chairs, mahogany-backed and beveled glass shelved show cabinets, adapted to show exactly how fine tableware appears in the homes, and a system of light and focussing effects that shows how jewelry and gems when worn appear at all angles and under varying conditions, are a few of the features that makes the establishment of especial attractiveness. Simplicity and elegance are the scheme of ornamentation and much time and attention

(*New York Notes continued on page 101*)

THE

LIBERTY
NATIONAL BANK
OF NEW YORK

OFFICERS

Fred'k B. Schenck, President.
Daniel G. Reid, Vice-President.
Zoheth S. Freeman, Vice-President.
Charles W. Riecks, Vice-Pres. and Cashier.
Fred'k P. McGlynn, Assistant Cashier.
Henry S. Bartow, Assistant Cashier.

Henry P. Davison, Chairman Exec. Com.

DIRECTORS

Edmund C. Converse
George B. Case
Henry P. Davison
Zoheth S. Freeman
Thomas A. Gillespie
Francis L. Hine
Arthur F. Luke
Howard W. Maxwell
Charles A. Moore
Ambrose Monell
Daniel G. Reid
Charles W. Riecks
Fred'k B. Schenck
Charles H. Stout
Henry C. Tinker
Charles H. Warren

CAPITAL, SURPLUS AND UNDIVIDED PROFITS

$3,700,000.00

FIDELITY TRUST COMPANY

Notable Events of the Year

Elected to membership in the NEW YORK CLEARING HOUSE ASSOCIATION, making checks on this company, in payment for drafts, etc., acceptable by all banks and trust companies, members of the Clearing House, and checks certified by us acceptable by the U. S. Collector of Customs in payment of duties on imports.

Designated a Depository for the General Funds of the State of New York, in addition to those of the City of New York.

Paid 2% extra as a Christmas Dividend, in addition to the regular dividends for the year, which amounted to 6%.

Increase in Capital & Surplus from $1,500,000.00 to $2,000,000.00, enabling the company to broaden its business.

Increase in Resources to over $10,000,000.00.

President - Samuel S. Conover
Vice-President Wm. H. Barnard
Vice-President - John W. Nix
Secretary Andrew H. Mara
Asst. Sec'y - Stephen L. Viele
Trust Officer Arthur W. Mellen

FIDELITY Trust Company
Chambers St. and West Broadway, New York

1850 *The Jewelers' Bank for half a century in the same location* 1911

THE CHATHAM AND PHENIX NATIONAL BANK

Broadway and John St., N.Y. **Accounts Invited**

OFFICERS

LOUIS G. KAUFMAN, President
GEORGE M. HARD, Chairman of the Board
FRANK J. HEANEY, Vice-President
WM. H. STRAWN, Vice-President
ALFRED M. BULL, Vice-President
WALTER B. BOICE, Ass't Cashier
BERT L. HASKINS, Cashier
HENRY L. CADMUS, Ass't Cashier
NORBORNE P. GATLING, Ass't Cashier
HENRY C. HOOLEY, Ass't Cashier

DIRECTORS

Horace E. Andrews Pres. N. Y. State Rys.
August Belmont August Belmont & Co.
Daniel J. Carroll Pres. Alberene Stone Co.
William B. Conrad W. B. Conrad & Co.
P. S. DuPont E. I. DuPont de Nemours Powder Co.
Desmond Dunne Pres. Desmond Dunne Co
O. G. Fessenden H. W. Wheeler & Co.
Elbert H. Gary Chairman of the Board, U. S. Steel Corp'n.
H. Stuart Hotchkiss V.-Pres. and Treas. L. Candee Rubber Co.
John M. Hansen Pres. Standard Steel Car Co.

DIRECTORS

Parmley W. Herrick New York City.
George M. Hard Chairman of the Board.
Frank J. Heaney Everett, Heaney & Co.
August Hecksher Vice-Pres. Eastern Steel Co.
Franklin S. Jerome Pres. 1st Nat. Bank, Norwich, Conn
Adrian H. Joline New York City.
Louis G. Kaufman President.
Hamilton Kean Kean, Taylor & Co.
Edward E. Loomis Pres. Del., Lack. & West. Coal Co.
William A. Law V-Pres. 1st Nat. Bank, of Philadelphia, Pa.
Frank R. Lawrence Counsellor-at-Law.
Waldo H. Marshall Pres. Am. Loco. Co.
John Ringling Ringling Bros.
Edward Shearson Shearson, Hammill Co.
Henry F. Shoemaker New York City.
Sanford H. Steele Pres. Gen. Chem. Co
Fred'k D. Underwood Pres. Erie Railroad Co.
John D. Vermeule Pres. Goodyear Rub. Co.
Geo. Coffing Warner New York City.
Samuel Weil Samuel Weil & Son
Frank S. Witherbee Pres. Witherbee, Sherman & Co.
Joseph H. Wright Pres. U. S. Finishing Co.

The Market and Fulton National Bank of New York

Organized 1852 **81-83 FULTON STREET**

CAPITAL, $1,000,000 **SURPLUS, $1,700,000**

PROGRESSIVE—CONSERVATIVE—SUCCESSFUL

ALEXANDER GILBERT, - President
R. A. PARKER, - - Vice-President
T. J. STEVENS, - - - - Cashier
JOHN H. CARR, - - - Asst. Cashier
W. M. ROSENDALE, - - Asst. Cashier

Invites the Accounts of Jewelers

Will extend every facility that good banking will justify

SAFE DEPOSIT VAULTS

AUGUST OPPENHEIMER
President

J. HEYNEN
Secretary

THE JEWELRY TRADE IS INVITED TO INSPECT THE REMODELED AND IMPROVED PREMISES OF THE

New Maiden Lane Safe Deposit Co.

170 Broadway, Cor. Maiden Lane, New York

WHICH HAVE BEEN ESPECIALLY EQUIPPED FOR THEIR REQUIREMENTS

Trunks and Packages received at all hours, day, night, Sundays and Holidays, at our special 24 hour rate

Main Vault accessible every business day from 8.30 A.M. to 6 P.M. Use of sample rooms to renters of safes

New York Notes.

(Continued from page 99.)

has been given to making the store both beautiful and attractive.

Charles Stanley, of the O. M. Draper Co., returned early last week from a trip through New York State.

E. S. Smith, who is opening a large retail store at Olean, N. Y., is in this city purchasing his opening stock.

Philip Jacoby, Kalispell, Mont., was a visitor to this city last week and made his headquarters at the Prince George Hotel.

Leon Simons, New York representative for Ford & Carpenter, 15 Maiden Lane, returned on Monday from a trip to Philadelphia, Baltimore and Washington.

Charles Swartz, formerly with Haldurian & Co., is now representing Jacob J. Schmukler, 131 Canal St., for whom he carries a full line of clocks and watches.

A. Schorr, 15 Maiden Lane, returned on Saturday from a purchasing trip abroad. During his absence Mr. Schorr has been traveling on the Continent and visited a number of places of interest.

The Jewelers Board of Trade reports that the assets of the White Jewelry Co., Vinita, Okla., which filed a petition in bankruptcy Sept. 8, are $4,239, and the liabilities are $8,652. A meeting of the creditors will be held Sept. 23 at Vinita, Okla. The stock has been authorized to be sold Sept. 22.

A. M. Laird, of A. M. Laird & Co., Prairie du Chien, Wis., who spent some time in this city last week, sailed on Thursday for Europe on *La Savoie*. During October Mr. Laird will make his headquarters at the Hotel Continental in Paris. He expects to make a tour of the principal cities and will probably return the latter part of November.

A. C. Smith, general watch inspector for the railroads of Mexico and the leading American jeweler in the City of Mexico, arrived in this city on Saturday on the *St. Paul* from Europe, where, with his family, he has been spending the Summer. Mr. Smith will remain in New York a week or so before going to Mexico. He was one of the visitors at the offices of THE JEWELERS' CIRCULAR-WEEKLY.

In the *New York Times* Supplement published Monday on the 60th anniversary of that newspaper appeared the advertisements of a number of concerns which have been in business at least 60 years. Among them were John Waters' Son, gold and silver refiners, 10 Dutch St., established in 1839; Rogers Bros. Mfg. Co., 121 Nassau St. (this advertisement was reproduced from a publication printed nearly 60 years ago. About this time the Meriden Brittania Co. purchased the business.); A. C. Benedict & Co., 28 Bowery, established in 1818; Samuel Hammon & Co., 72 Wall St., established in 1837; Geo. H. Squire, 1 Maiden Lane, established in 1837; Alois Kohn & Co., manufacturers of solid gold chains.

Methods of increasing export trade will be freely discussed at the second annual convention of the American Manufacturers' Export Association, which is to be held at the Hotel Astor on Sept. 25 and 26. Such subjects as reciprocal trade relations, international banking facilities, improvement of the American merchant marine, foreign tariffs and a conciliatory policy wtih commission houses, foreign trade conditions, credit reports and inquiries and the closer co-operation of the consular service and the other Government bureaus for the extension of American foreign trade will be discussed. The convention will close on the evening of Sept. 26 with a banquet. The American Manufacturers' Export Association officers are: W. B. Campbell, president; J. K. Rodgers, first vice-president; J. H. Cherry, treasurer; Henry T. Wills, secretary.

Among department store buyers who registered in this city recently were B. Hillman, for Hillman & Co., Chicago; H. G. Clogg, for Stewart & Co., Baltimore, Md.; B. M. Thomas, "The Fair," Chicago; M. N. Fuhrmann, for A. S. & T. Hunter, Utica, N. Y.; J. A. Stolberg, the Golden Rule, St. Paul, Minn.; F. Voreuberg, for A. Shuman & Co., Boston, Mass.; W. D. Broom, buyer of silverware for the W. Barie Dry Goods Co., Saginaw, Mich.; Miss M. Lensenhuber, for J. N. Adams & Co., Buffalo, N. Y.; Miss K. L. Sullivan, E. W. Edwards & Son, Syracuse, N. Y.; M. F. Goodwin, buyer of silverware for R. H. White Co., Boston, Mass.; Miss A. Brown, for the Ives, Upham & Rand Co., Meriden, Conn.; Miss B. Strohl, for Hess Bros., Allentown, Pa.; H. A. Miller, for H. S. Barney & Co., Schenectady, N. Y.; A. Rosenthal, for M. Goldberg, Washington, D. C.

The will of Adelbert A. Webster, head of A. A. Webster & Co., Brooklyn, N. Y., was filed in the Surrogate's Court in Mineola last Tuesday morning. To the widow, Annie Webster, is left the use of the property and residuary estate of over $100,000, which goes to the children in equal shares after her death. The executors, the two sons, Henry G. and Clarence B. Webster, who are authorized to carry on the business, incorporate it in a stock company if they see fit, and keep the present partner, Irving A. Lewis. If the business is continued as at present, Clarence B. Webster is to be allowed to buy a $5,000 interest in it on his own terms. Henry G. Webster is made guardian of the estate of a daughter, Marjorie. Mr. Webster had a home at Freeport, where he died. The will was signed on March 21, 1909. Three other children surviving are Irving L. Webster, Ethel W. Corbett and Aveline W. Failing.

Among the jewelers visiting in the city during the past week were Joshua S. Lipkin, Boston, Mass.; P. T. Kisler, Lancaster, Pa.; James V. Varley, president of R. J. F. Roehm & Co., Detroit, Mich.; Herman Friedman, of F. & M. Jewelry Co., Indianapolis, Ind.; James A. Pitts, Montreal, Can.; Mr. Bims, buyer for Henry Birks & Sons, Toronto and Montreal; V. E. Jacobs, of V. E. Jacobs & Co., Jacksonville, Fla.; O. O. Stillman, New Brunswick, N. J.; Mr. Derby, of the Derby Jewelry Co., Concord, N. H.; C. A. Mealy, of J. W. Mealy & Sons Co., Baltimore, Md.; A. D. Ackerman, Fairbury, Nebr.; F. M. Rowe, of L. H. Rowe & Co., Daytona, Fla.; Mr. Gregory, of Taylor & Gregory, Derby, Conn.; Messrs. Bruns and Dixon, of Garibaldi, Bruns & Dixon, Charlotte, N. C.; Aug. Meyer, Grand Island, Nebr.; Mr. Theus, of Theus & Co., Savannah, Ga.; W. R. Magee, Fall River, Mass.

The Jewelers and Stationers' Bowling League, the name of the combination of the two leagues formerly maintained by the jewelry and stationery trades which have been joined, held a meeting Friday afternoon in the room of the Jewelers' 24-Karat Club in the Silversmiths' building, 15 Maiden Lane, at which time officers for the coming season were elected, as follows: President, Stanley Jones, with William Dixon, Inc.; vice-president, C. E. Petri, with *Geyer's Stationer;* treasurer, Mr. Solzgeber, with the Solidarity Watch Case Co., and secretary, W. Forshaw, with the L. E. Waterman Co. The prize committee is composed of officers of the organization. The schedule committee is composed of Frank Schaller and William H. Forshaw. The meeting was attended by a good representation, and it was decided that the season's bowling tournament will open Oct. 2. It is expected there will be 14 teams in the league this year.

Horace M. Peck, trustee in bankruptcy of the S. F. Myers Co., formerly in the mail-order business, at 49 Maiden Lane, has filed a petition with John J. Townsend, referee in bankruptcy, praying that he may be authorized to compromise for $3,000 the suit brought by him in the United States District Courts to set aside certain payments made to the S. F. Myers Realty Co. which were alleged to be preferential and void as against the creditors in this matter, the offer further providing that the S. F. Myers Realty Co. is to pay $1,250 legal expenses of the trustees in connection with the suit and that the company is to withdraw its claim heretofore filed for $2,366.67, but without prejudice as to its claim against the trustee for use and occupation; and further providing that objections to the claim of Bertha Myers are to be withdrawn by the trustee. A special meeting of creditors to pass upon the petition and to advise and instruct the trustee therein, and to transact such business as may properly come before the meeting, will be held at the office of Referee John J. Townsend, 45 Cedar St., on Thursday, Sept. 28, at 11 A. M.

Two men who are supposed to be swindlers have been operating recently in the Bronx and have visited several jewelers in that section of the city. At one place they secured a $45 watch. The men entered the store of H. Falkenstein, at 446 E. 138th St., last Thursday, and said they would like to look at watches. The taller of the two explained that he had lost his brother's watch and wished to get one exactly like it. He said it was an 18-size Waltham. Mr. Falkenstein said he did not have one in stock, but would get one. The men said they would return in a day or two. They did not again appear. Two men thought to be the same ones who visited Mr. Falkenstein called at the store of H. B. Kahn, 372 E. 138th St., and made a similar request to see watches, and although Mr. Kahn would not talk of the case when a reporter for THE JEWELERS' CIRCULAR-WEEKLY called on him, he admitted that he had been robbed of a watch and discovered his loss after the two men had left the store. The police were notified, and detectives are now

(*New York Notes continued on page* 103.)



Sterling Silver

Our line, both in Flatware and Hollow Ware, should be seen by every dealer preparing for the Fall Trade. We also call attention to our lines of

Silver Plate
Silver Inlaid
Silver Deposit
Cut Glass

Our display is unequalled in quality and beauty, and surpasses, in extent and variety, that at the world's expositions.

Dealers, when in New York, are invited to make our warerooms their headquarters.

International Silver Co.

WAREROOMS:

18-22 John Street
(Subway Entrance)

9-19 Maiden Lane

NEW YORK

FACTORIES:

THE BARBOUR SILVER CO.
THE HOLMES & EDWARDS SILVER CO
MERIDEN BRITANNIA CO.
THE MERIDEN CUT GLASS CO.
1847 ROGERS BROS.
ROGERS & BROTHER.
ROGERS, SMITH & CO.
WILCOX SILVER PLATE CO.
THE DERBY SILVER CO.
WILCOX & EVERTSEN.
THE MERIDEN SILVER PLATE CO.
THE WM. ROGERS MFG. CO.
THE ROGERS & HAMILTON CO.
SIMPSON, HALL, MILLER & CO.
THE WATROUS MFG. CO.

GENERAL OFFICE: MERIDEN, CONN.

New York Notes.

(*Continued from page* 101.)

working on the case. One of the men is described as being about 5 feet 8 inches high and the other is about 5 feet 2 inches high. Both were well dressed. Neither of the men spoke very good English.

Holder & Landscadel, 2937 Third Ave., have been succeeded by Carl T. Holder.

Johanna Goldschmidt, David J. Gallert and Louis Cohn have withdrawn from the Steele & Taylor Co., 48 W. 22d St.

The Seth Thomas Clock Co., 15 Maiden Lane, has installed a large tower clock on the factory building of W. Grundy & Co., Bristol, Pa. The clock has four dials 14 feet in diameter.

Mr. Foster, of the A. D. Foster Co., El Paso, Tex., is in this city on a business trip, and while in the Maiden Lane district paid a visit yesterday to the offices of The Jewelers' Circular-Weekly. He is stopping at the Herald Square Hotel and will be in town about 10 days.

The Jewelers' 14-Karat Club, an organization of the younger men in the Maiden Lane district, held their first fall meeting Monday night at the Faust, Columbus Circle, at which time it was decided to organize a bowling team. It was also decided to give a dance shortly after Thanksgiving Day.

On Tuesday afternoon of last week about 0 representatives of many of the most important cut glass manufacturing concerns n this country met at the New Grand Hotel nd perfected the organization of the Naonal Association of Cut Glass Manufacrers. At this meeting there were 47 manfacturers represented who produce 96 per ent. of all the figured blanks cut in this ountry. A board of directors was appointed to lay plans for such an organizaon and draw up a constitution and byaws. The board consists of President D. H. arey, of the Laurel Cut Glass Co., Jermyn, a.; First Vice-President J. E. Marsden, of he Liberty Cut Glass Works, Egg Harbor ity, N. J.; Second Vice-President Chas. . Taylor, of the Jewel Cut Glass Co., ewark, N. J.; Thos. P. Strittmatter, of the uaker City Cut Glass Co., Philadelphia, a.; Secretary Arthur L. Blackmer, of the lackmer Cut Glass Co., New Bedford, ass., and E. J. Koch, of the Koch Cut lass Co., Chicago, Ill.; G. L. R. Masters, Unger Bros., Newark, N. J.; W. E. orcoran, of the Empire Cut Glass Co., emington, N. J.; William Sells, of rantz-Smith & Co., Honesdale, Pa.; Thos. otton, of the Shotton Cut Glass Works ooklyn, N. Y.; W. C. Anderson, of the nerican Cut Glass Co., Lansing, Mich.; S. Atterholt, of the Luzerne Cut Glass .. Pittston, Pa.; W. J. Ford, of Burley Tyrrell Co., Chicago; R. W. Murphy, of Keystone Cut Glass Co., Hawley, Pa., d H. S. Hunt, of the Hunt Cut Glass Co., rning, N. Y.

A man who represented himself as the n of Harry Weiss, a Canton, O., jeweler, led at the offices of the Rogers, Jones g. Co., 53 Ann St., last week, and after plaining that he wished to purchase stock f his store in Canton, gave Mr. Weiss as a reference. He selected a general line of jewelry, including scarf pins, chains, etc., to the value of $300, and told the concern that he would return later in the day and select more. The Rogers, Jones Mfg. Co. telegraphed to Mr. Weiss in Canton to learn if the man's representations were true, and received a reply from the Canton jeweler that the man was an impostor and that he was wanted by the New York police and the police of other cities. After the receipt of the telegram the Rogers, Jones Mfg. Co. held up the man's order, and upon investigation learned that he had also visited the offices of J. W. Forsinger, at 2 Maiden Lane, and ordered a bill of goods valued at $800, later going to J. S. Sampson & Son, 513 Broadway, and purchasing goods there. Both of the latter firms looked up the man's references and found them unsatisfactory, and none of the goods he had ordered were shipped to the address he had given in Canton. When the man did not return to the offices of any of the three firms from whom he had ordered goods, suspicion was aroused and the police were notified. The man told representatives of the firms from whom he purchased the jewelry that he was well known in Canton, and spoke so familiarly of various hotels and firms in that city, that it led the jewelers to believe that his references were perfectly authentic. He is described as being about 40 years of age, 5 feet 6 inches in height, smooth shaven, and wore a dark suit of clothes.

News Gleanings.

Wm. J. E. Griffin, Bay City, Mich., is reported as having retired from business.

C. T. Stevenson, of Jackson, Minn., has purchased new fixtures for his jewelry store.

K. M. Saunders, of Pomeroy, Ia., has decided to establish himself in the jewelry business at Reynolds, Ill.

E. J. Steuerwald, of Two Harbors, Minn., will sell his jewelry store fixtures and his stock of jewelry.

J. A. Filion, Lowell, Mass., was in Boston on a business and pleasure trip in his new touring car recently.

John A. Lill, formerly with F. Schnetzer, Jr., & Co., Boston, Mass., has opened up a repair shop at 36 Bromfield St.

A. E. Johnston, of Hannaford, N. Dak., has ordered a line of silverware, watches, jewelry and clocks for his new store.

The store occupied by the Engstrom Jewelry Co., is being remodeled and a new plate glass front put in, at Cokato, Minn.

W. W. Wright, Courtenay, N. Dak., will take charge of the jewelry business in the Jacobson Drug Store, at Hankinson, N. Dak.

Ludwig Eng, of the Corner Drug & Jewelry Store, at Balaton, Minn., is having a new display window placed in front of his store.

James F. Murphy, formerly with J. S. Lowell, Boston, Mass., is now located in his fine new quarters, room 27 Jewelers building.

G. Clark Jones, with C. H. Broadbent, jeweler, La Fayette St., Utica, N. Y., has gone to Kingston, Jamaica. He will return about Oct. 1.

Hulett & Church, jewelers, 61 Ford St., Ogdensburg, N. Y., will dissolve. Mr. Church will continue the business at the conclusion of a special sale now under way.

Gilbert Gilbertson and O. D. Wood purchased the jewelry stock and fixtures of P. H. Lee, at Beach, N. Dak. Mr. Wood will continue to run the business as before.

Wm. H. Finck, pioneer jeweler in Seattle, Wash., disposed of his business at 816 2d Ave., to A. F. Low, who will take charge at once. Mr. Finck has been in business in Seattle for 29 years.

Feraud Bros., Madison, Ill., recently caused the arrest of a customer who had purchased two watches on the instalment plan. The man refused to make payments under the lease and pawned the goods when requested to return them. Feraud Bros., considering this an embezzlement, had him arrested on that charge, and the customer, after spending a few days in the local jail, settled in full for the embezzled artices, and also paid all the expenses of the court proceedings. He was then released.

Minneapolis and St. Paul.

George Hines, of the St. Paul Jewelry Mfg. Co., will be married shortly.

I. W. Marx, of D. Marx's Sons, St. Paul, has been visiting his brother at Belle Plaine, Minn.

Frank A. Ubel, 478 Wabasha St., St. Paul, has improved his store by the addition of a new front.

W. R. Cooper, of S. H. Clausin & Co., who has been ill and detained from the store for a fortnight, is reported to be improving.

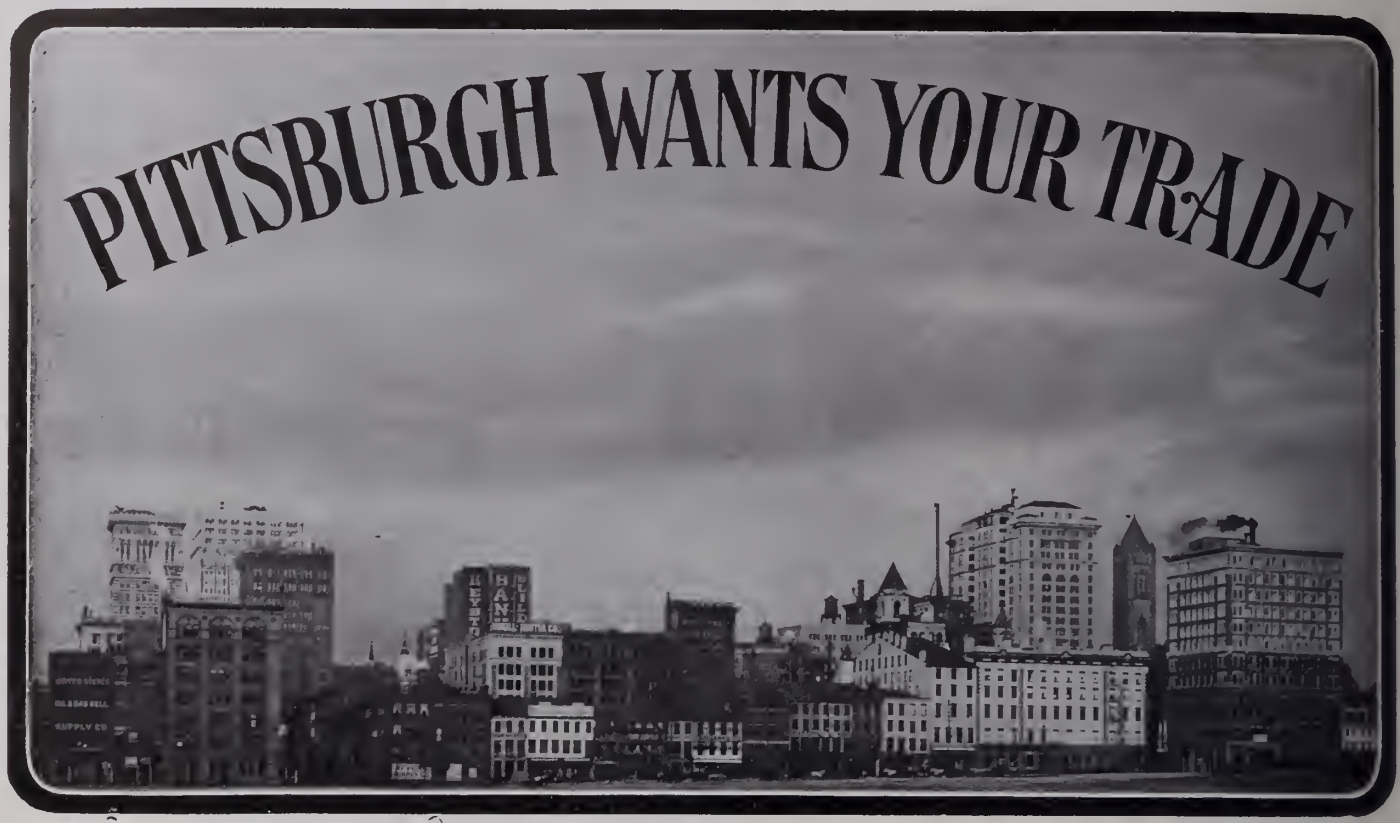
George Young, formerly with the Paegel Jewelry Mfg. Co., Minneapolis, has arranged to engage in the retail business at Terry, Mont.

W. E. Mowrey, St. Paul, is moving his refining and assaying plant to the new building on University Ave., in the Midway district.

Erick Melin, Cambridge, Minn., recently bought an opening stock in the Twin Cities. He has been doing repair work, but will now engage in business as well.

Among out-of-town retailers in the Twin Cities recently were: Ole O. Leksell, Ironwood, Mich.; C. O. Querna, Madison, Minn.; E. J. Swedlund, Williston, N. Dak.; H. L. Waldron, Staples, Minn.; A. G. Anderson, Oakes, N. Dak.; Oscar Holmes, Cambridge, Minn; W. B. Sherratt, Mapleton, Minn.; John S. Bush, Eyota, Minn.

Aaron Poupenay, president and manager of the Western Mfg. Co., Minneapolis, died Sept. 13, in Northwestern hospital, Minneapolis, following an operation which was performed Aug. 28. Mr. Poupenay was formerly a commercial traveler for a number of years. Some years ago he sustained an accident from which gangrene ensued, and he was laid up for a number of months and had numerous operations. He was 61 years of age. He has been manager of the Western Mfg. Co, which has done a wholesale business in the Lumber Exchange for a number of years. A widow and two daughters survive him. Interment was in St. Paul.



YOUR JEWELRY OR GEM WANTS CAN BE SUPPLIED HERE



DIAMONDS GOLD JEWELRY
GOLD-FILLED JEWELRY
ALVIN PLATED FLAT WARE

Positively no goods sold at retail

MARSH, BROWN, MATHER CO.
215 Bessemer Bldg.

ESTABLISHED 1867

HEEREN BROS. & CO.
Manufacturing and Wholesale Jewelers
IMPORTERS OF ART GOODS AND NOVELTIES
AND
EVERYTHING NEEDED BY JEWELERS
HEEREN BUILDING
PENN AVENUE AND EIGHTH STREET

W. G. INGHAM
WHOLESALE JEWELER
JEWELRY DIAMONDS SILVERWARE CUT GLASS CLOCKS
ROOM 312, OLIVER BUILDING
Cor. Smithfield Street and Sixth Avenue

GEOGRAPHICALLY SITUATED SO AS TO BE ABLE TO FILL ORDERS QUICKLY FOR THE GREAT MIDDLE WEST

Pittsburgh.

John Callan has returned from a two weeks' trip to Atlantic City.

J. S. Bickert has started on a western trip for the I. Ollendorf Co.

Jesse C. Crawford began touring western Pennsylvania last week in quest of business.

D. G. Krouse, of the B. K. Elliott Co., was in New York last week on business for his house.

M. S. Niemann, McKeesport, Pa., has returned from Mt. Clemens, Mich., greatly improved in health.

R. M. H. Jantzen, Bessemer building, left last week for Cambridge Springs, to spend a short vacation.

Harvey Clunk, Franklin, Pa., and his family were in Pittsburgh last week for a few days on business and pleasure.

J. Loughrey Roberts, of the John M. Roberts & Son Co., has returned from a pleasant vacation spent at Atlantic City.

M. Mossen, Monongahela, Pa., is closing out his stock of goods at auction, intending to retire from the jewelry business.

Addison Stevenson, treasurer of the Marsh, Brown, Mather Co., has been spending his vacation at his home in Bellevue.

G. R. Patterson, East Liverpool, O., was a caller in Pittsburgh last week, and reports things moving along nicely in the pottery town.

Earl Witzenhausen, Newark, N. J., with the Goldsmith Koch Co., spent a few days in Pittsburgh last week calling on his business friends.

M. N. Price, proprietor of the People's Store, Cumberland, W. Va., was in Pittsburgh last week on business, and says trade is good.

D. T. Reed, who was threatened with pleurisy, is able to be about his room. It will be a week before he will be able to leave his home.

Heeren Bros. & Co. made the souvenir badges and sold the loving cups used in the festivities celebrating the opening of the Sewickley-Coraopolis bridge.

Samuel M. Sipe, of the house of Sam F. Sipe, has returned from a farm visit to Kokomo, Ind. Mr. Sipe is training all of his sons in the jewelry business.

Charles Sloan, at one time in business in Pittsburgh, recently fitted up a very pretty store at 508 Eighth Ave., Homestead, one of the best mill towns in the State.

The police have no trace of the thief who a week before last threw a brick through a window of the store of R. Siedle & Son's and made away with a dozen watches and other goods.

C. M. Hyatt, Connellsville, Pa., was in Pittsburgh last week attending the Pittsburgh Exposition and buying stock. He reports trade fair in his section of the country, the coke regions.

Edward Newlin has gone on the road for M. Goldstein & Co., 209 Pittsburgh Life building, 6th St. and Liberty Ave. He is covering Pennsylvania for that concern with a high-grade line of jewelry.

The J. C. Grogan Co. is displaying the cups which will be competed for in the golf tournament on the grounds of the Pittsburgh Golf Club this week, and which event is one of much local interest.

The annual election of officers of the Pittsburgh Association of Credit Men will be held to-morrow. This always is an event of unusual interest. Enoch Rauh, one of the city's councilmen, is the president of the organization.

B. Shulgold, who formerly was engaged in business in Frankstown Ave., has returned to Pittsburgh from Denver, where he spent some time for the benefit of his health. He is now looking for a new location, and expects to again open a jewelry establishment in the near future.

Kurtz & Gestrich, Bessemer building, have installed a sample line of cut glass and have put in show cases for exhibiting the goods. Heretofore the members of this firm had been showing this line at the Anderson Hotel, but the business has grown to such an extent that it was found to be unsatisfactory to exhibit in that way.

Jewelers in the Turtle Creek Valley were given a good scare last Friday night when many stores in the section were flooded because this creek and other streams overflowed their banks. A large number of buildings were carried away, but so far as known none of the jewelers in the flooded district suffered any damage.

Steele F. Roberts returned last Friday from New York, where he attended the meeting of the Jewelers Board of Trade called for the purpose of planning ways and means of protecting jewelers against crooks, swindlers and those who attempt to take life. Mr. Roberts said he was agreeably surprised with the intense interest shown.

Among the out-of-town merchants in Pittsburgh during the week buying stock were the following: A. Schmidt, Braddock; W. H. Boyd, Toronto; F. H. Hayes, Washington; B. E. Brown, Monessen; A. Katzenmeyer, Burgettstown; J. B. Bruce, Burgettstown; A. Teplitz, McKeesport; Christian Meader, Scottdale; Frank Bloser, New Kensington; Edward Isaacson, Braddock, and L. Schmidt, Braddock.

G. S. Moorehead, Brownsville, Pa., recently returned from a trip to Europe, which embraced visits to Italy, Switzerland, France, Germany and elsewhere. He was accompanied to Paris by a niece, Miss Margaret Milligan, who went there to resume her studies. Mr. Moorehead had a splendid time in the Old World, especially in Switzerland, which country he admired very much. He was greatly benefited by the trip.

The announcement of the wedding of Miss Margaret E. McConnell, daughter of W. T. McConnell, president of the Pittsburgh Association of Optometrists, to E. A. Speer, Los Angeles, Cal., at that place Sept. 1, has just been received. Miss McConnell, who went to California several months ago and met Mr. Speer. The wedding took place in the First United Presbyterian Church at Los Angeles, and the couple are now at home to their friends at 626 9th St., that city.

The dealers in the block in Federal St. between Robinson and Lacock Sts. are experiencing all sorts of trouble. The street is being filled in by the city to bring the grades above the flood levels. The street has been filled in in front of the Federal Loan Co., Ira E. Reidenbach and John A. Studer, to a depth of 8 feet, and the buildings must be raised. The street improvement forced W. J. Sarver to move as well as the Chessman Optical Co., all of which concerns had places of business in the block.

Letters patent have been granted to Wilson C. Atkinson, of the Jenkins Arcade, on what is known as a cap spectacle. Mr. Atkinson undertook to work out plans after a visit of Fred Clarke, manager of the Pittsburgh baseball club, who suggested that he would like to have a pair of eyeglasses that could be attached to a cap. Mr. Atkinson accommodated him, and his invention is easily adjusted. The glasses can be attached to any cap, and are destined to become popular among ball players. They also will prove of inestimable value to engine and automobile drivers, or any person who is affected by the sun's rays.

Washington, D. C.

Mrs. A. O. Hutterly has just returned from a trip to Niagara Falls.

Adolph Kahn, who has been in Europe for several weeks, is expected home the first of October.

Members of the local jewelers' association were cordially urged to join the Maryland jewelers at the annual outing at Pen Mar on Defenders' Day, but as this is not a holiday in the District the Washingtonians were obliged to decline the invitation.

Gerome Desio, of Victor E. Desio & Co., has returned after a three months' stay abroad, where he visited the expositions of Turin and Rome. Miss T. F. Desio, buyer for the same firm, has returned after a five weeks' stay on the Massachusetts and Jersey coasts.

Julius H. Duehring, secretary of the Retail Jewelers' Association of the District of Columbia, has just returned from a two weeks' camping and fishing trip at Lower Cedar Point. Mr. Duehring says more fish are being caught in the Lower Potomac than in several years past.

Ellis Luber, of 505 4½ St., S. W., lost a valuable gold watch through an old trick Friday. Luber went out for a couple of hours and left his wife in charge of the store. During his absence a stranger entered and informed the jewelers' wife that he had left a watch several days ago to be repaired. "There it is," exclaimed the man, pointing to the handsomest one on the repair rack. "I live up the street and will be in and pay for it in a day or two," he added as the woman handed it over to him. Luber discovered fraud immediately upon his return to the shop. The matter was reported to the police, but no clue has been found to the identity of the thief.

It is reported that Joseph Whiteford, Baltimore, Md., has gone out of business

The Bly-Botkin Drug Co., Inc., Farmland, Ind., has been succeeded by J. L. Hoppes.

TO JEWELERS

Who Use Imitation Watch Materials

¶ What would you think of a jobber who sent you imitation watch oil?

¶ What would you think of a druggist who filled a prescription for you with imitation materials?

¶ What would you think of a painter who mixed his paints with imitation white lead?

¶ What would you think of a man who tried to use counterfeit money in his payments to you?

¶ You'd avoid these people, wouldn't you?

¶ What, then, do you suppose your customers would do if they even suspected that you used imitation materials in the repairing of their watches?

¶ Why run such a risk? It doesn't pay.

¶ Your competitor may advertise at any time that he uses genuine materials only.

¶ See where that would put you?

¶ Better use the genuine materials altogether and be on the safe side.

¶ An illustrated net price list of the genuine Illinois Materials will be mailed upon request.

Illinois Watch Company
Springfield

CHICAGO AND WEST

I WILL

Western Office:
503 Heyworth Bldg., 29 E. Madison St.,
Chicago.

Telephone:
Randolph 1079,
Chicago.

Vol. LXIII. CHICAGO, WEDNESDAY, SEPTEMBER 20, 1911. No. 8.

Chicago Notes.

Harry E. Farquaharson leaves this week on an eastern trip.

H. M. Kohn, with the Stein & Ellbogen Co., has returned from his trip abroad.

Tom Stanek, of Graffe & Stanek, is making a trip to Wisconsin points this week.

John Hillinger, with R. J. Hillinger & Co., has returned from a Pacific Coast trip.

M. L. Sandfelder, Chicago representative of the D. F. Briggs Co., is on a trip southwest.

S. H. Clausin, of S. H. Clausin & Co., Minneapolis, was a recent visitor in Chicago.

J. Lachman, Seattle, Wash., stopped over here recently on his way home from New York.

L. H. Schafer and F. C. Strang, of L. H. Schafer & Co., leave this week on a southern trip.

Chas. P. Crane, Chicago representative of Bliss Bros. Co., leaves on his usual trip this week.

L. Finch, western representative of the R. F. Simmons Co., left last week on a Coast trip.

Albert Cohn, western representative of the Lyons Mfg. Co., has returned from a western trip.

Geo. G. Gubbins, traveler for the Illinois Watch Case Co., has left on a southwest and eastern trip.

G. S. Titus, Chicago representative of the A. J. Gannon Co., was showing his line at the Palmer House last week.

G. Y. Cheney, Chicago manager for the American Silver Co., made a trip to Louisville and Indianapolis last week.

Jack Leibowitz, son of S. Leibowitz, St. Joseph, Mo., has accepted a road position with Sadler, Richter & Co., covering Indiana.

E. M. Lunt, Chicago manager for the Towle Mfg. Co., has returned after an extensive trip in the East, including a visit to the factory.

Sigmund Stern and Nathan J. Stern, of the diamond department of Stern Bros. & Co., visited the Chicago office of the company last week.

E. E. Swadener, of F. A. Hardy & Co., accompanied by his family, is enjoying a lake trip on the steamer *Minitonqua*. He will return Sept. 25.

Z. M. Hanau, traveler from the Chicago office of the Towle Mfg. Co., leaves this week on a trip covering his territory in Michigan, Ohio and West Virginia.

Hugh E. King, western representative of the Queen City Silver Co., is on a northwestern trip; Don W. King, of the same office, has returned from a visit to the Bitter Root Valley, Montana.

Mr. Noyes, of Noyes & Huber, Paris, Tex., and his family were recent visitors here, stopping over on their way home after a vacation. Mr. Noyes, Jr., remained here, as he will attend the Northwestern University this year.

Theo. Jacobs recently acquired a 50-foot lot on South Halsted St., in Englewood. He also recently sold an undivided one-half in his lots on Division St., on which they have let a contract to put up six white enamel front stores.

Charles M. Slemmons, traveler for J. W. Forsinger, and formerly with the Illinois Watch Co., was married recently to Miss Lucille Nau. After a wedding trip through the east they will return about Oct. 1, to be at home at 3529 W. Adams St.

M. H. LeBolt, of LeBolt & Co., recently returned from a two weeks' buying trip of precious stones in Europe. He reports pearls are 20 per cent. to 30 per cent. higher than last year and a general increase in the price of precious stones.

Terrell, Ward & Co., in bankruptcy, are offering a settlement with their creditors on the following basis: 33⅓ per cent., with interest bearing notes in instalments every 90 days covering a period of two years, and the remainder, 66⅔ per cent., to be paid in stock of a proposed new organized company.

The Creditors' Committee in charge of the affairs of the M. S. Fleishman Co., have asked for bids on the stock, fixtures and good will of the concern, and the sale took place Monday, Sept. 18, at 11 o'clock. The accounts were bid in by the Lincoln Trust Co. for $7,000, and Mr. Fleishman exercised his right to repurchase them for that sum. The stock was bid in by Ben Roth for $14,000, subject to Fleishman's right to repurchase at once. It is believed creditors will realize 50 per cent.

The following were among the out-of-town buyers here recently: Leslie L. Wallace, of the Edwards & Sloane Jewelry Co., Kansas City, Mo.; G. A. Brock, of Brock & Feagans, Los Angeles, Cal.; Fred Gruen, of D. Gruen, Sons' & Co., Cincinnati, O.; O. C. Zinn, Hastings, Nebr.; Mr. Hall, of Hall & Sales, Janesville, Wis.; Mrs. Edw. Werder, Charles City, Ia.; E. B. Hall, Springfield, Mo.; Perry Short, Monett, Mo.; Mr. Cook, Cook Jewelry Co., Fayetteville, Ark.; Mr. Gose, of Gose & Yost, Shelbina, Mo.; A. E. McCulloch, Maryville, Tenn.; Wm. Arnold, Jr., Ann Arbor, Mich.; W. D. Werner, Grand Rapids, Mich.; Leo P. Robertson, Moweaqua, Ill.; F. A. Hannis York, Nebr.; J. M. Kaden, Grand Haven, Mich.; Geo. H. Huizinga and Joe Koocker, Holland, Mich.

Cleveland.

A. D. Weed, of the Bowler & Burdick Co., was in Akron last week invoicing the stock of the late W. J. Kappeler.

C. E. Deming has purchased the stock and fixtures of James Iredale and will continue business at 9001 Superior Ave.

The Newmyer School of Engraving has moved its quarters from the third to the 12th floor of the New England building.

As was stated in a recent issue of The Circular-Weekly, Mrs. Wm. Griffith has purchased from the Guardian Bank, as trustee of the estate of the late Wm. Griffith, his stock and fixtures, and will continue business in the same place. She has succeeded in getting C. F. Shrader for manager of the store, and it is expected that they will soon resume operation. Mr. Schrader has been with F. W. Rose for the past year, and previous to that time was with the Bowler & Burdick Co. Several years ago he was employed by Mr. Griffith, so that his latest venture is not entirely new to him.

The following were among the retail jewelers who were in Cleveland last week: Sam Brainard, Medina, O.; J. E. Wolf, Spencer, O.; J. W. Hood, Akron, O.; Chas. Savage, Elyria, O.; C. H. Dexheimer, Bedford, O.; A. O. Amsden, Ashtabula, O.; D. Leonheiser and wife, Huron, O.; G. A. Clark, Lorain, O.; Mr. Hale, of Hale Bros., Cuyahoga Falls, O.; Wm. Burger, Kelleys Island, O.; C. F. Gardner, Newton Falls, O.; Mr. Koch, of Koch & Craft, Bellevue, O.; F. C. Figert, Wooster, O; E. H. Holten, of W. H. Dueble, Canton, O.

A. Arikson, Dighton, Kans., has been succeeded by Fallir & Fallir.

THE JEWELERS' HANDY BOOK

1912-1913



ILLUSTRATED CATALOGUE

This is a reduced size fac-simile of design to be used on the cover of our new

S. T. & W. Illustrated Catalog

which we will send to *Retail Jewelers* only, about Oct. 1st.

We have spent much time and used the utmost care to make this, our first edition, one that will reflect credit on ourselves and be of special value to every retail jeweler.

We show no old goods, but have made all new cuts of the latest styles and designs on the market in the best known makes of merchandise.

Waltham Watch Movements and Fahys Watch Cases

We especially feature these two lines and strongly recommend them as a complete watch combination unexcelled by any of other makes, and forming the most representative American watch in the market.

Other goods, of which we show complete lines, are as follows:

Diamonds and Solid Gold Jewelry, Gold Filled Jewelry, Sterling Silver Table Ware, Toilet Ware and Novelties. Silver Plated Ware, Clocks, Umbrellas, Cut Glass, Fountain Pens, Etc.

Will send Catalog on request to any Retail Jeweler. If your name is not on our mailing list, write us at once.

SLADE, TENNEY & WEADLEY, FORMERLY WITH LAPP & FLERSHEM

37 S. WABASH AVE. POWERS BUILDING **Chicago, Ill.**

Evansville, Ind

John Rholander, a Main St. jeweler, will make a trip to Indianapolis the latter part of this month.

Benjamin Floyd, local optician, has returned from a visit to his old home in western Kentucky.

Moses Gans, of I. Gans & Sons, wholesale and retail jewelers here, will spend part of the coming Winter in Florida, accompanied by his wife.

R. N. Sisson, a dealer in pearls at Hazleton, Ind., and Decker, Ind., was in Evansville on business a few days ago. He reported the pearl business this year the best on record.

Paul Strong, optician, has taken rooms on upper 2d St., in the rear of Schiaepfer's drug store. Dr. Strong is being urged to make the race for Congress in the First Indiana District on the Socialist ticket.

The Vanderburg County Grand Jury is in session here, and is investigating the case of Lloyd Kiefer, who is now in jail here. Kiefer, who was formerly a traveling salesman for a Cincinnati jewelry house, is charged with the theft of an automobile at Indianapolis, which he sold at Staunton, Va.

The Evansville Retail Jewelers' Club will probably hold monthly meetings this Winter to get the members closer together on business questions and give them a clearer understanding as to local wants. The club is the largest retail club in the State, and a majority of the local jewelers are members.

Chris Hewig, who is being urged by his friends for the Republican nomination for Mayor of Evansville, served one term in the Indiana State Legislature, and made a good record. Mr. Hewig has many friends here, who would like to see him capture the nomination for Mayor, as they believe he would make a good one.

Oliver M. Artes, who recently accepted a position with the Rockford Watch Co., Rockford, Ill., has made a trip for the company through Louisiana, Texas and Mississippi, and is now on a trip through Tennessee and Arkansas. He will return about Dec. 15. Mr. Artes still retains his interest in the jewelry store of Charles Artes & Sons.

Denver.

A. Fiegenbaum has opened a trade shop in the Jacobson building, 16th and Arapahoe Sts.

James R. Lewis, of the Lewis Jewelers' Supply Co., has left on an extended trip through the State and the northwest.

Matt Bakula, who has been associated with H. C. Baisch, Telluride, has gone to Waterloo, where he will be connected with S. A. Asquith.

Herman L. Kortz, who recently disposed of his jewelry business, is said to be preparing to resume activities in a new store in 15th St., between Stout and Champa.

The Shriners are holding a special meeting at Trinidad, at which E. L. Allen, a prominent jeweler and Shriner is putting a special class through for El Jebel Temple, Denver.

R. N. Dickey, of the Charles M. Robbins Co., Attleboro, Mass., who has been in Denver during the last week, went to Trinidad with a delegation of Shriners, and will assist in the initiation ceremonies.

Out-of-town jewelers calling on the Denver trade last week, were: Mr. and Mrs. Ewald Velhagen, Alamosa; C. W. Wyman and wife, Glenwood Springs; Dan S. Park, Cheyenne, Wyo.; F. M. Smith, Grand Junction, and Ray Stewart, Loveland.

Detroit.

R. C. Allen and wife, Harbor Beech, were visitors in Detroit last week.

The Jewelers Board of Trade held its regular monthly meeting last week, but only routine business was transacted.

Hugo Stahl, in charge of the material department with Noack & Gorenflo, has just returned from an enjoyable vacation.

F. A. Kelsey, of Wright, Kay & Co., has returned from an extensive holiday spent in the Cobalt region of northern Ontario.

Max Jennings, St. Clair, was a Detroit visitor last week, having just returned from a holiday spent at an up-State resort.

Mr. Edwards, of Edwards & Adams, Carleton, was in the city last week, stocking up in anticipation of a good fall business.

Noack & Gorenflo supplied a handsome loving cup which was this week presented to Police Justice Stein by a number of his friends.

Samuel Miser is opening a new business at 44 Monroe Ave. The business will be conducted under the name of the National Jewelry Co.

Jacob Keller, in business for 30 years at 236 Randolph St., has removed to a new stand a few doors farther north, his new number being 252.

Louis W. Berger, until recently a resident of Pittsburgh, has engaged in business in room 806, Gas building. He will conduct his business on the instalment plan.

The Weyhing Bros. Mfg. Co., with a factory at 141 Woodward Ave., has leased a commodious and handsome salesroom on the second floor of the new Newton Annis building.

Edward Jacobi, who for several years has been identified with his father, has branched out for himself, having opened a store at the corner of Fort St. and St. Aubin Ave.

The store of Thomas Kins at 3186 W. Jefferson Ave., was visited by burglars several days ago. Among the loot taken were three Wadsworth gold filled watch cases, seven bracelets, one chair, one tray of brooches and one of scarf pins. The police have no clue to the identity of the burglars.

The following out-of-town jewelers called on local wholesalers during the past week: L. H. Cooper, Oxford; C. F. Bay, Milan; Charles B. Martin, Brooklyn; H. E. Allen, Morenci; George Blashill, Morenci; J. T. Eddington, Pontiac; E. S. Barnes, Rochester; Fred N. Pauli, Pontiac, and D. D. Shane, Grand Ledge.

Miller & Miller, Pottsville, Pa., will install automatic grinding machinery in their store at that place.

Milwaukee.

TRADE CONDITIONS.

Business is reported as being unusually active this week, due largely to the fact that the annual Wisconsin State fair is being held in this city. It is estimated that 100,000 out-of-town people are in attendance at the fair. The weather has been ideal, and merchants in all lines are meeting with a better trade. The regular Fall revival is beginning to make itself felt and business from now on is expected to show steady improvement.

R. P. Fisher, optometrist, Clintonville, Wis., and F. A. Wambold, Lancaster, Wis., recently called upon the Milwaukee trade.

News has reached Milwaukee that 25 business men of Oshkosh, Wis., have installed clocks furnished by the Self-Winding Clock Co.

Milwaukee wholesale jewelers have been notified that C. W. Roskie, Portage, Wis., has moved into a new store. New fixtures have been installed, and the stock has been increased.

New optical parlors have been opened on National Ave. by C. R. Farnham. Mr. Farnham was formerly located in Milwaukee, but for the past year and a half has been taking a post-graduate course in New York City.

Mandelker & Kapper, 697 Forest Home Ave., who recently opened a new branch store at 1060 Teutonia Ave., have installed optical parlors in the new store. The branch establishment is in charge of Edward Kupper.

Milwaukee wholesale jewelers have received news that the Doering Jewelry Co. has opened its new jewelry store at Berlin, Wis. The firm is made up of R. S. Doering and F. J. Griffin. The formal opening was held on Sept. 7.

Among the out-of-town Wisconsin jewelers who were Milwaukee visitors last week were the following: F. William Vockman, Lake Mills; F. P. Beswick, Racine; L. C. Bruss, Reedsville; John Ronsholdt, Racine, and E. H .Rummele, Sheboygan.

George Fink, of the Fink-Boszhardt Co., watchmakers' and jewelers' supplies, Enterprise building, is rapidly recovering from an operation recently performed at one of the city hospitals. Mr. Fink is expected to be about again in a couple of weeks.

It is reported from Jefferson, Wis., that Thomas Maloney, a traveling mason, recently found a pearl in the Rock River weighing 49 grains. The pearl is dead on one side, however, but it is believed that it can be peeled and still have a value of several hundred dollars.

Most of the leading jewelers of Sheboygan, Wis., have agreed to close their places of business every evening at six, except Saturday evening. The jewelers who have agreed to the plan include Henry Hoppe, A. Imig & Son, Herman Kraemer, Theodore Dieckmann, E. H. Rummele, R. Kuehne, J. Grandlie, J. S. Grasser and E. Thimmig.

The regular monthly meeting of the Manufacturing Jewelers' and Jobbers' Association of Milwaukee was held at the Hotel Blatz Monday evening, Sept. 11. The weather was inclement, the attendance was light, and little was accomplished. The association has now completed plans for issuing a monthly advertising calendar.

Los Angeles.

H. F. Wallace is back from a vacation spent at Catalina Island.

M. S. Sparrow, representing Stern Bros., is spending a few days here.

George H. Miller, of the Gorham Co., is a visitor in Los Angeles at present.

Ben Frankel, salesman for E. Gerson, 545 S. Broadway, is taking a vacation at Redondo Beach.

J. H. Boal, formerly of Mansfield, Ill., has taken a position as watchmaker with Newton Moore.

Dr Blackburn, optician with the Whitley Jewelry Co, has returned from a visit to Chicago and the east.

All the traveling representatives of Meyer, Cahn & Talbott are out on the road and report good business.

Ed Turner, of the E. W. Reynolds Co., is home after a business trip to San Diego and other southern California towns.

H. E. Rader, Monrovia, has opened his new store in Sierra Madre, a little town in the foothills about five miles from Pasadena.

Alfred S. Varian, of the silver department of Brock & Feagans, is away on a two weeks' vacation, during which he will visit Catalina Island and San Francisco.

Mrs. Myers, manager of the new E. Fleming store, 709 S. Broadway, is taking a needed rest. During her vacation Mrs. Beck, formerly with the J. C. Fleming Co., is taking her place in the store.

Ben Cassiday, of the H. F. Wallace Co., is taking a vacation. He will visit several different places in southern California. Harry Seaman, of the same company, has returned from a business trip to San Diego.

George A. Brock, of Brock & Feagans, is home again from Chicago. In accordance with arrangements made by Clarence Blake with Mr. Brock, the latter has retired from the diamond department of this firm.

F. J. Hart, formerly with A. J. Stark & Co., Denver, Colo., has taken a position as watchmaker with F. Selkinghaus, 502 S. Broadway. Dr. C. E. Stokoe, optician, with Mr. Selkinghaus, is spending two weeks in Michigan.

Jacob Miller, traveling representative of the E. Bastheim Co., has returned from an extensive business trip through the north. George Germain, of the same company, is about to start for a trip through the towns of southern California.

H. Jehlinger, manager of the jewelry department of A. Hamburger & Sons, is back at his place in the store. Some of the large stock of goods which he bought while in the East have already arrived and are being placed in the show cases.

Charles B. McNiff and George W. Miller, buyers for the gold and silver departments, respectively, of Brock & Feagans, are now busy arranging for the arrival of the large stock of new goods they bought during their recent trip east.

As a result of advertising in THE JEWELERS' CIRCULAR-WEEKLY, Meyer, Cahn & Talbott recently received an order of considerable size from New York city, a location usually considered outside the selling field of Los Angeles jewelers.

F. L. Strickler, who came here from Salina, Kans., a few months ago, has taken a position as salesman with J. T. Harris in his new store, 761 S. Broadway. Mr. Strickler was formerly with his brother in the jewelry business in Salina.

Newton Moore, 354 S. Broadway, has been detained at home much of the time recently on account of the illness of his wife. Mrs. Moore is recovering, however, and it is hoped that her health will be better than it has been for several years past.

The work of enlarging and improving the rooms of the Carl Entenmann Jewelry Co. has proceeded to the stage where the decorators are engaged on the walls and ceilings. It will be some time, however, before all the new arrangements are completed.

Among the out-of-town visitors in the city recently were: R. H. Wilson, Ocean Park; Mr. Crowell, Riverside; Ira M. Stabler, Pomona; Mr. Rasmussen, Ventura; F. H. Reynolds, Escondido; George L. Dietrick, Anaheim; E. B. Smith, Santa Ana; S. C. Foster, Burbank.

Wm. B. Kelly has vacated his store on 212 W. 4th St., but as the alterations and improvements in his new store, 555 S. Broadway, have not been completed he is not able to open there at once. Work is being rushed, however, and it will be ready for the opening in a few days.

Julius Wiesenberger, 453 S. Broadway, intends to begin immediately a reconstruction of the front of his store. The doors will be moved backward into the store some 10 or 12 feet, and display windows made on each side, thus largely increasing the opportunity to exhibit goods.

M. M. Graham, who recently bought out the Brandenburg Jewelry Co., 1010 Broadway Central building, is well pleased with the outlook for his business. Within the past few days he has received orders not only from California customers, but from Nevada, Arizona and New Mexico.

S. Simons, diamond merchant, 218 W. 3d St., is one of the directors as well as a leading stockholder in a big corporation which has just been formed here for the purpose of constructing auto-motor trucks. Work will be begun at once on the factory covering a space of 250 by 200 feet, and the company hopes to be building trucks by Nov. 1.

Jacob Jepson, president of the Whitley Jewelry Co., has donated a handsome trophy for the little car event in the Santa Monica automobile race, which is to take place Oct. 14. The trophy is in the form of a cup about 25 inches high. The design is on the order of an urn, the material being copper and silver. The cup is suitably engraved and stands on a rosewood base. It is on exhibition in the window of the Whitley Jewelry Co.

George McBride, Cleburne, Tex., has retired from business.

A note in the *Daily Consular and Trade Reports* states that jewelry stores are wanted in the new northwest Canadian towns of Chauvin, Semans, Spy Hill, Waldron and Unity. The secretaries of the boards of trade at those places invite correspondence.

San Diego, Cal.

A new front is being put in Sam Goldberg's jewelry store at 738 5th St.

George W. Gardner head salesman for the Ernsting Co., has been enjoying a vacation in the surrounding country.

Among the speakers at the annual outing of the Merchants' Association at Lakeside Tuesday evening was C. W. Ernsting, of the Ernsting Co.

A. C. Trell, formerly doing business in San Francisco as the Pacific Jewelry Co., has come to San Diego and opened up a fine store at 1430 D St. M. C. Lewis is the optician with him.

Salesmen recently in town include Harry E. Heacock, William Link Co.; Jos. Leudan, A. R. Katz & Leudan Co.; Al Cantor, Nordman Bros. Co.; Frank Stirling, E. W. Reynolds Co.; L. D. Anderson, L. D. Anderson Jewelry Co.

Max Baranov, for some years in business in Los Angeles, has come to this city and secured a central location at 936 5th St., where he has opened the Elgin Jewelry Store. With him is Lee Sanders, a salesman who was in his employ in Los Angeles.

J. H. Dancy, for some time watch maker with the Ernsting Co., has gone with Brock & Feagans, Los Angeles. His place has been taken by H. H. McPherson, formerly with a concern in Atlanta, Ga. W. L. Drukker, formerly from Louisiana, has taken a position as watchmaker with the Ernsting Co.

The August report of Collector of the Port Walter T. Blake shows imports for that month to have included the following: From Germany—decorated china, $373; undecorated china, $111; enameled ware, $286. From England—decorated china, $111. From Mexico—base bullion, $3,800; refined bullion, $4,603.

Alonzo Jessop, of J. Jessop & Sons, has returned from a four months' trip abroad, during which time he visited some of the largest jewelry establishments in Great Britain and on the Continent. Besides his sojourn in the French capital, Paris, he spent some time in Heidelberg, Strasburg, Frankfort, Berlin and Cologne, in Germany; Amsterdam, The Hague, Antwerp and Brussels, in Holland and Belgium respectively; he also visited London, Sheffield and Manchester, in England, and Edinburgh and Glasgow, in Scotland. In the British Isles he had a special interest, having been born there, and he found great pleasure in visiting old scenes. He was honored, while in London, with an invitation from Sir Thomas Lipton to visit him at his country place, and spent several days there and on board Sir Thomas's yacht, the *Erin*, in Southampton Water. When he was leaving he was presented by his host with a handsome pin, bearing the green shamrock on a gold pennant, the special Lipton insignia. Mr. Jessop has been commodore of the San Diego Yachting Club, which annually conducts a yacht race in Pacific waters for a cup which Sir Thomas Lipton gave as a trophy some years ago.

John M. Beutter, Stratford, Ont., has discontinued business.

San Francisco.

J. N. McLain, Chicago, is making a short stay in San Francisco.

Milton Weiss, who has been office man with the Alphonse Judis Co. for several years, is out on the road this season.

Sam Kuhn, formerly with the Fred L. Lezinsky Co., Mutual Savings Bank building, has resigned to accept a position with the Alphonse Judis Co.

Alphonse Judis, of the Alphonse Judis Co., recently returned from a short business trip to the southern part of the State. He went as far south as San Diego.

Mr Larson, of the new firm of Larson & Elliott, Sacramento, Cal., is in San Francisco making selections of stock. For 12 years this retailer was connected with the firm of Shreve & Co.

Hale Bros., who operate a large department store here with a jewelry department, have made arrangements to erect a building at 5th and Market Sts. and will commence work on the structure as soon as possible.

Among the recent visitors to this city were L. A. Dollner, Visalia, Cal.; A. White, Vallejo, Cal.; P. S. Seamons, Palo Alto, Cal.; L. Seeleman, of Ciner & Seeleman, New York, and Jake Levin, Providence, R. I.

M. H. Rosenthal, who recently severed his connection with the M. H. Rosenthal Co., 45 Kearny St., is now settled in commodious quarters at 704 Market St., where he is carrying a line of jewelers' findings and novelties.

A. H. Whitman, Jr., who until recently was with Shreve & Co., of this city, has left for Anaheim, Cal., where he has purchased the business of G. L. Deitrich. It is his intention to install new fixtures and to remodel the store.

The Garin Jewelry Co. has secured the lease of a store at 971 Market St., and shortly after the middle of the month plans to open for business. The location is in the new theatre district, and near several large department stores.

The Emporium, which maintains a large jewelry and silverware department, has greatly added to its space by fitting up the large basement in its store to be used as a salesroom. The jewelry department will be maintained as usual on the main floor, but when special sales are held a special section in the basement will be used by this department.

D. Holzberg, who is at present connected with the Standard Jewelry Co., 797 Market St., is planning to branch out in business on his own account, and before the close of the present month will open a jewelry store at 768 Market St. in the Phelan Building. Decorative work on the new store has been commenced, and the fixtures have been ordered.

The downtown store of Kallmann Bros., 797 Market St., now presents a unique appearance, but in spite of the rebuilding operations business is being continued. This firm leased quarters at this location several months ago, and had scarcely become settled when the owners of the building decided to remodel it and change the store and office structure into a theatre building. The other tenants disposed of their leases, but Kallmann Bros. refused to move, as the location is a very desirable one. The rest of the steel frame and brick building has been torn down, and the jewelry firm is now doing business while a new structure is being erected.

A report has been received from C. Seighold, Salinas, Cal., that on Sept. 1 he was robbed and a tray containing 30 rings, 15 signet, some plain gold and 15 other rings with imitation sapphires opals and rubies, the total value of them being about $300. Suspicion is directed toward an Italian who is described as 25 years of age, five feet eight inches in height, and of medium build. This Italian, it is said, called at the store during the afternoon of Sept. 1 when the jeweler's daughter was in charge, and said he wished to purchase some rings. After the man had looked over the rings for some time he left the store, and it was then that the jewelry was missed. While the man was in the store the girl was called to the rear of the store, and it is thought that during her temporary absence the man took the tray.

Pacific Northwest.

William Pelley has opened a store at Klamath Falls, Ore.

A new store has been opened by Harold Johnson at Tacoma, Wash.

The store of A. B. Gardner, Salem, Ore., located at 332 State St., was recently visited by a burglar and goods valued at $100 taken. No attempt was made to open the safe.

The Emil Pfund Jewelry Co., Aberdeen, Wash., has filed articles of incorporation, the capital stock being $10,000. The interested parties are L. S. Agnew, Emil and Flora Pfund.

The home of M. J. Jacobowsky, 958 E. Everett St., Portland, Ore., was entered recently by a burglar, who was discovered by the jeweler before anything of value was taken. He succeeded in making his escape.

The store of J. R. Landon & Son, Woodburn, Ore., was entered by thieves recently and considerable stock was taken. The stolen articles include 125 gold rings, two watches, a large amount of silverware and 40 fountain pens.

A. J. Metzger, Corvallis, Ore., who recently erected a fine cement business block at that place, has now installed a large street clock in front of his place of business, this standing 15 feet in height and weighing over half a ton.

E. C. Barker, Coquille, Ore., was the victim of a smooth fingered customer recently, but was fortunate in being enabled to get his property back again. The thief, who afterward gave the name of Alvin Pierce, stole a watch chain and a ring while being shown goods and was arrested shortly afterward. When searched the jewelry was found in his possession, together with much other loot.

E. S. Smith, who about a year ago conducted a jewelry store in Olean, N. Y., has announced that he will re-enter the jewelry business about Oct. 10. He has purchased the fixtures in his old quarters and will install an entirely new stock of jewelry and silverware for the opening.

Indianapolis.

Mr. and Mrs. Jacob C. Sipe have gone to Yellowstone Park.

Edward Mayer, son of Charles Mayer & Co., has gone east to attend Williams College.

Ferdinand L. Mayer, who has been in Europe several months, is expected home about Oct. 15.

E. M. Craft has returned home after a two weeks' automobile trip through Indiana, Illinois and Wisconsin.

Mrs. Charles W. Lauer, Jr., has returned from New Haven, Conn., where she spent several weeks visiting her parents.

An extensive business trip through northern Indiana is being made by L. Bowman, traveling salesman for the I. Groh's Jewelry Co.

A temporary position to learn the engraving business has been taken by Harold Kelso, son of a local retail jeweler, with Arthur Hutto.

Arthur Hutto has been commissioned to engrave a fine silver trophy won by J. B. Sedwicks & Co., of Pendleton, at the Indiana State Fair.

A $5,000 damage suit brought some time ago by Aaron E. Hardin against John E. Steinkamp, a jeweler at Jasper, has been compromised for $50, the plaintiff paying the court costs.

The Hoosier Loan & Jewelry Co. will open a pawnshop and retail jewelry store at 242 Massachusetts Ave., the former location of Moe Amdur, who recently went through bankruptcy.

Henry D. Burgheim has returned from Louisville, Ky., where he attended a meeting of delegates of the 71st district Improved Order of Hetasophs. He was elected district deputy supreme archon.

During the night of Sept. 10 two men threw a brick through the plate glass window of H. Cohen & Son's store, in the I. O. O. F. building and took a tray containing 24 rings valued at $350. The men escaped.

The Indianapolis Retail Merchants' Association, including officers and members, were the guests of the Columbus Retail Merchants' Association at Columbus, O., on Sept. 14. After a dinner at the Country Club the visitors spent several hours going through retail stores.

The engagement of Max C. Lang to Miss Mary Thornton has been announced, and the wedding will take place on the evening of Sept. 28 at the home of the bride's mother, Mrs. Eva Thornton, 1216 Broadway. Mr. and Mrs. Lang will go to New York immediately after the ceremony.

Omer Shultz, a paroled convict, entered the jewelry store of Samuel Behrman, at Logansport, on the evening of Sept. 8. Shultz asked to see a revolver, and, obtaining one, loaded it with shells and demanded that Behrman hold up his hands. Instead, Behrman unarmed Shultz, locked the door and called the police. Shultz confessed he intended to rob Behrman.

A. F. Koons, son of Frank T. Koons, a jeweler in Allentown, Pa., was severely burned recently by an explosion in the engine of his automobile while he was adjusting part of the mechanism.

St. Louis.

Max Weiss, of Weiss & Fassett, is on a business trip through the South.

F. Dienstbier is making arrangements to take an automobile trip to Chicago.

J. E. Riley, of the Gutfreund-Kemper Co., is traveling through the southwest.

Edgar Herrick, Paragould, Ark., spent part of the last week in St. Louis on a vacation trip.

J. C. Faulkner, Russellville, Ark., accompanied by his wife, spent part of the past week in St. Louis.

J. W. Cary, president of the J. W. Cary Co., has just returned from his Summer home on Lake Superior.

A. Maschmeyer, president of the Maschmeyer-Richards Silver Co., has returned from a business trip to New York.

Mr. Stevens, of the Mermod, Jaccard & King Jewelry Co., has been confined to his home by sickness for the past three weeks.

J. J. Hagen, assistant manager of the F. W. Drosten Jewelry Co., has returned from a two weeks' stay at the Michigan resorts.

Thomas Elkington, formerly with the Mermod, Jaccard & King Jewelry Co., has taken a position with the F. W. Drosten Jewelry Co.

Rudolph Huesgen, of the Bauman-Massa Jewelry Co., has returned from a vacation trip of two weeks to Chicago and other places.

C. L. Horace, of the Hess & Culbertson Jewelry Co., has returned from New York and Atlantic City, and A. O. Grimes has returned from the Michigan lakes.

J. Reed Elliott, president of the Elliott Jewelry Co., and his wife, who have been traveling in Europe the past five weeks, will return to St. Louis, next week.

Mrs. S. Van Raalte, wife of S. Van Raalte, president of the S. Van Raalte Jewelry Co., who has been traveling all Summer in Europe, will return about Oct. 1.

W. K. Urbani, the jeweler who was elected mayor of Vandalia, Ill., at the sping election, has found the duties of a city's executive irksome and has tendered his resignation.

L. Harris, of the Harris Diamond Importing Co., returned from Europe recently on the steamer *Lapland*. Mr. Harris visited the European diamond markets, where he made extensive purchases.

Louis H. King, formerly engaged in the cut glass line in St. Louis, now traveling for a ring manufacturing company of Philadelphia, has been visiting old friends in St. Louis during the past week.

S. Ruby has issued many invitations for the formal opening of his new store at 409 N. 6th St., in the Equitable building, which is to take place Monday. The store is one of the most attractive in the downtown district.

J. L. Wolff, Paducah, Ky., spent several days in St. Louis on business and pleasure, accompanied by Mrs. Wolff. Mr. Wolff is a brother of Al P. Wolff, traveler for the Elliott Jewelry Co.

F. W. Drosten, president of the Drosten Jewelry Co., returned Friday from a six weeks' pleasure trip to the Yellowstone Park and Canada, returning by way of Michigan, where he enjoyed two weeks' fishing. He was accompanied by Mrs. Drosten.

A justice court suit of the Smith's Credit Jewelry Co. against Anna Zelleken for a diamond ring valued at $187.50 was decided in favor of the defendant. The dispute was as to the identity of the ring, which the defendant claimed to have lost.

George J. Hess, president of the Hess & Culbertson Jewelry Co., has been confined to his home for a week past by illness, but his condition is improved. S. D. Culbertson, vice-president of the company, will return about Oct. 1, from the northern lakes, where he and his family spent the Summer.

The Hess & Culbertson Jewelry Co., has been awarded the contract to furnish 65 cups and shields to be contended for at the Y. M. C. A. field day, to be held on the Christian Brothers' Campus, on Oct. 1. The trophies, a handsome lot, are now on exhibition at the Hess store, 7th and St. Charles Sts.

Many out-of-town dealers are expected to be brought to St. Louis by the announcement of a fare and a third excursion rate over the Illinois Traction System that has been secured by the Interstate Merchants' Association. It is to be in effect from Sept. 18 and 30, and will be good for any retail merchant or members of his family.

Kaesser Bros. have just completed extensive alterations and improvements in their store at 6206 Easton Ave. A double front show case has been placed and the general appearance of the store greatly improved. The Easton Ave. store is in charge of Paul V. Kaesser. The firm's other store at 2326 Franklin Ave., is in charge of Herman Kaesser.

Paul E. Pautler, vice-president of the Brooks Jewelry & Optical Co., was married Wednesday to Miss Sylvia Engler, of 2833 Shenandoah Ave. They left the same evening on a three weeks' wedding trip through the South, with the intention of spending much of the time in Texas. On their return they will make their home for the present with the bride's parents.

Among the out-of-town dealers in St. Louis during the past week were J. A. Hartmiller, Lebanon, Mo.; F. B. Wolff, Chester, Ill.; J. C. Faulkner, Russellville, Ark.; C. H. Gieseke, Trenton, Ill.; E. L. Bersche, Columbia, Ill.; J. L. Wolff, Paducah, Ky.; Edgar Herrick, Paragould, Ark.; Mr. Newland, secretary of the Bolton Jewelry Co., Fulton, Mo.; F. O. Leidel, Troy, Ill.; N. P. Jensen, Marissa, Ill.

George R. Stumpf, president of the Stumpf Jewelry Co., has just returned from an extensive pleasure trip, accompanied by Mrs. Stumpf, to the Thousand Islands, Canada, and all through the northern country. Mr. and Mrs. Stumpf say the trip was one of the most delightful ever taken by them, and they have traveled a great deal. On this Summer's trip they were gone upwards of two months.

Mrs. F. H. Ingalls, proprietress of the Ingalls' time payment establishment, had a narrow escape from serious injury when a buggy, in which she and Mrs. Charles P. Johnson were riding was demolished, Thursday, by being dashed against a telephone pole at Washington Ave. and Whittier St. Both women were thrown out and bruised and Mrs. Ingalls fainted, but was quickly revived and was found not to have sustained any considerable injury.

E. A. Cosgrove, formerly manager of the cut glass and silver department of the Barr Dry Goods Co., has been appointed sales manager of the Mermod & Jaccard & King Jewelry Co., a position that was created for him. Before going with the Barr company he was with the Mermod company. His former department at the Barr store, which was very successful under his direction, has been split up, the silver going to the jewelry department and the cut glass to the china and glass department.

When Ben Grabinsky, arrested a few days ago at Kansas City by Pinkerton men, on the charge of passing a worthless check on a Memphis, Tenn., bank, gets through defending himself against that charge, he will have to face a charge of stealing $77 worth of jewelry from A. Hotchner & Son, in the Holland building. According to the Hotchners, the jewelry was taken Nov. 1, 1910. Grabinsky's arrest was the culmination of a three months' pursuit. He was taken back to Memphis. The Hotchners say they will send a representative to Memphis to prosecute the young man.

Elie Van Raalte and Miss Theresa Van Raalte, son and daughter of M. Van Van Raalte, of S. Van Raalte & Co., 413 N. 6th St., were parties to an unusual double wedding when they were married recently, Miss Theresa to Henry Rottersman and Elie to Miss Minna Rottersman, also brother and sister. Elie Van Raalte was formerly in business with his father, but is now traveling with another line.

Franklin Ave. jewelers have taken an active part in "Franklin Ave. Slogan Week," just closing, which has done much to draw attention to that thoroughfare and boost business. The street has been illuminated and decorated and the jewelers have made special displays and distributed prizes and souvenirs. Herman Mauch was a member of the committee of arrangements and other jewelers who entered enthusiastically into the celebration were the Stumpf Jewelry Co., the National Jewelry Co., the Michaels Loan & Mercantile Co., and the T. Dunn Loan & Mercantile Co.

Omaha.

Albert Edholm returned from Isle Royal, Lake Superior, last week.

Harry Greenblatt returned last week from a western business trip.

Herbert Ryan, of the Ryan Jewelry Co., is spending his vacation in the State of Maine.

Joseph P. Frenzer has returned from a three weeks' fishing trip on the Chippewa River, Wis.

Mr. Furen, a well-known jeweler of South Omaha, was married a few weeks ago to Mrs. Harry Davis, Omaha.

Arthur Lyons, engraver for John T. Cooper for a period of five years, leaves shortly for Chicago, where he will study designing and illustrating at the Art Institute.

J. L. Jacobson has received $100 from the Jewelers' Security Alliance, the sum to be given to the officer who successfully

caught the man who robbed his shop early in the Summer.

C. B. Brown states that, while this is but the month of September, a number of his patrons have already selected Christmas presents, which have been laid away until the stated time.

During the Nebraska State Fair held in Lincoln during the week of Sept. 3, a number of jewelers from Iowa and Nebraska, accompanied by their families, spent a few days there taking in the sights.

The following out-of-town jewelers were in Omaha last week: John Douglas, Onawa; J. Block, Hot Springs; S. M. Jolliffe, Logan; J. F. Stowe, Lincoln; H. C. Madsen and Mr. Sorenson, Kimballton, Ia.; Jno. King, Hooper; Frank Comte, Springfield; D. N. Wonder, Blue Springs, and H. Heitzman, West Point.

Cincinnati.

TRADE CONDITIONS.

A much greater activity is shown in the business circles of local jewelers, both wholesale and retail. The convention of stationary engineers during the past week added considerably to the retail trade, and the general awakening throughout the country, which comes at this time of the year, is felt by the wholesalers. The campaign for Fall business is now on and the outlook is very satisfactory indeed

F. S. Eachus will open a store at Gallipolis, O.

W. J. Heins, Knoxville, Tenn., is in the city replenishing his stock.

F. Phillips, of Richter & Phillips, is traveling in Indiana and Illinois.

Lee Kahn and Lee Horn are traveling in the south for Lindenberg & Fox.

J. D. Ward, Rising Sun, Ind., is going into business at Washington, Ind.

G. M. Braham, of A. & J. Plaut, has left for his trip in West Virginia.

Gus. Peck, of Peck, Selmeier & Peck, is in from a successful trip through northern Ohio.

For Albert Bros., Robert J. Siefert is traveling in Indiana and H. A. Chaffee in Ohio.

W. H. Snyder, of Klein Bros. Co., will leave on Monday for a trip through Indiana.

S. L. Hermanson, Keystone, W. Va., was in the city during the past week, buying a stock of goods.

After a vacation of about five yeeks, A. C. Jacobs, of D. Jacobs' Sons Co., will take the road next week. His route will lie in Indiana.

A. E. McCulloch, Maryville, Tenn., who has taken a course at the Northern Illinois Optical College, stopped in this city on his way home.

Joe Arnold, of A. G. Schwab & Sons, will leave next week for Texas and Arkansas. Louis Lange has returned from his vacation.

Sol. Gilsey, of S. & H. Gilsey, is in New York, where he will show a line of goods for about three weeks. Mr. Gilsey has found business very profitable in the metropolis.

Tom Brown, formerly of the Spencer Optical Co., has accepted a position with the Universal Lens Co., Atchison, Kan., and has left for that city. The Spencer Optical Co. reports business as being very good.

J. B. Osthoff, of the Jos. Noterman Co., has returned from a two weeks' trip through Ohio, and will leave Monday for a western trip. Mr. Pflueger has left for a trip of about 10 days in southern Ohio and West Virginia.

The first meeting since its Summer vacation was held by the Cincinnati Optical Club last night (Sept. 19) at the Grand Hotel. The study course will be resumed at that time and will be continued throughout the Winter.

Burton Fox, of Fox Bros. & Co., has arrived in Europe, where he will remain in the diamond market for the remainder of the year. I. M. Fox has gone on a business trip to the Pacific Coast. Fox Bros. report business as being very good.

The next meeting of the Entre Nous Club of the Oskamp Nolting Co., will be held at the home of Mrs. E. W. Allen. Mrs. Allen was formerly credit clerk with the Oskamp Nolting Co. A very dainty Year Book done in yellow and blue has been issued by the club.

Clifford Ehrmantraut, general manager of the Toric Optical Co., 1060 Linn St., was married to Miss Clara Thursdelda Greazer, Monday, Sept. 4, at the home of the bride's parents, 920 Richmond St. Mr. and Mrs. Ehrmantraut left for a two weeks' honeymoon in the south.

The Gustave Fox Co. has closed a contract with the head lodge to make exclusively the patented and official Moose emblems. At least 30 firms were bidding for this contract, and the Gustave Fox Co. feels honored that it was chosen to do this work. The new catalogue of this firm is now on the press and will be issued shortly.

After delightful vacations, Laurence Herchede and Edward Herchede have returned, the former from the Thousand Islands, and the latter from a fishing trip in the Northwest. Frank Herchede is at present registered at the Hotel Astor, New York. The Frank Herchede Co. furnished the three carat diamond and the loving cup which were given to the newly-elected president of the Stationary Engineers, whose convention was held in this city during the past week.

A great many out-of-town customers were in the city during the past week, buying fall goods. Among them were H. Fischer, Scarbro, W. Va.; H. Joseph, Mattoon, Ill.; F. H. Hauer, of F. H. Hauer & Bro., Chattanooga, Tenn.; Fred Bentel, of Bentel Bros. Co., Hamilton, O.; J. O. Endris, New Albany, Ind.; L. English, Jackson, Ky.; W. S. Keister, Lake Charles, La.; H. F. Storer, Central City, Ky.; R. O. Weiland, Greenville, O.; Wm. McCutchum, Chattanooga, Tenn.; I. M. Goldberg, St. Paris, O.; A. J. Vess, Tuscaloosa, Ala.; Geo. J. Kreke, Lexington, Ky.; B. B. Floyd, F. E. Breeder and W. J. Heins, of Knoxville, Tenn.

R. N. Fisher has taken over the business of E. C. Fisher & Co., Manistee, Mich.

Wilcox & Olsen, Capron, Ill., has succeeded to the business of Marcus F. Nesmith.

Kansas City.

C. E. Bunnell, cashier for the C. B. Norton Jewelry Co., is enjoying a brief vacation in Chicago.

M. S. Murray and W. C. Schumann, representing the C. B. Norton Jewelry Co., are replenishing their trunks and cases.

Geo. Taylor, traveling man for the Woodstock-Hoefer Watch & Jewelry Co., will be in town for several days replenishing his trunks.

Walter Kaffenberger, in the employ of Porter & Wiser Jewelry Co., has recovered from an illness that confined him to the Wesley Hospital for three weeks.

Leslie White, traveling representative for D. B. Ward & Co., is in the house replenishing his trunks. He went out a few weeks ago for an extended campaign, but active buyers soon cut down his supplies.

Miss Fannie Levine and John Mednikow were married in St. Joseph, Mo., Sept. 17, at the residence of the bride's parents. The bridegroom is a manufacturing jeweler in the employ of Hassig Jewelry Co., this city.

The following retail jewelers were in town during the week: B. H. Beatte and his son Fred, Woodward, Okla.; H. G. Bearnes, Hope, Kan.; S. P. Campbell, Excelsior Springs, Mo.; J. Lytle, Frankfort, Kan.; W. A. Curtis, Cherryvale, Kan.

The second trial of Frank Garnier, charged with receiving goods stolen from the Woodstack-Hoefer Watch & Jewelry Co., is set for the first week in October in the Court of Common Pleas, Kansas City, Kan. The same witnesses will be called to the stand by the prosecution as in the trial of Garnier on a charge of receiving goods stolen from Nevin Bros. In this trial he was convicted and received a penitentiary sentence. The case is still pending, however, on appeal in the Supreme Court of Kansas. Incidentally, it may be remarked that the young men who, as employes of Nevin Bros. and Woodstock-Hoefer Watch & Jewelry Co., were involved in the theft of the goods from these two houses, have been out on bail for some time and are now employed, though not by jewelry houses. So far they have made good records and have shown a disposition to correct their past departures from honesty.

Pacific Coast Notes.

J. P. Alverson, Tulare, Cal., has been taking a vacation in San Francisco.

Ed Haas, Haywards, Cal., recently went on a camping trip through Lake county, Cal.

L. A. Dollner, Visalia, Cal., has been making a tour, during which he visited San Francisco, Los Angeles and San Diego.

H. E. Carrington, Napa, Cal., has just returned from a two weeks' trip through the beautiful Lake country with his automobile.

E. H. Pollock, formerly of Pollock Bros., Riverside, Cal., who sold out there and moved to Eugene, Ore., has sold his interest at Eugene to his brother, McLean Pollock, and has returned to Riverside and opened a store there.

"America's Leading Jewelry Auctioneer"

JAMES L. HAND,

14 Maiden Lane, New York

Just concluded one of the most successful Summer sales ever conducted in the United States, selling the magnificent stock of the Henricksen Jewelry Co., of Duluth, Minn., in ten weeks.

The Henricksen stock inventoried close to ($150,000) one hundred fifty thousand dollars, and their store was regarded as one of the finest in the northwest.

Read What Duluth Thinks of Hand!

To Whom It May Concern:

We wish to express our appreciation of the services rendered us by James L. Hand, who conducted our auction sale during July and August, 1911. We have been pleasantly surprised over our expectations to find in him the ability to handle the most exclusive and choicest goods to advantage, presenting them to our best customers in a manner most pleasing, leaving them satisfied, without forfeiting the prestige held by our house. Our sale has been most ably conducted and we cannot speak too highly of Mr. Hand's ability and personality, and the firm that secures his services is indeed fortunate.

THE HENRICKSEN JEWELRY CO.,
M. HENRICKSEN, President.

Just another great Hand success, and more wonderful because it was conducted during the hottest weeks of Summer when few auctioneers would venture to attempt the sale of any jewelry stock.

At all of my sales I have associated with me one of the best trained jewelry auctioneers in this country, thus offering you a combination of talent which will surely obtain the desired results, and it costs no more for the services of two. If you value your reputation and want to be certain of a successful sale, write or wire "Hand." All correspondence confidential.



JAMES L. HAND.

The Duluth Herald, Sept. 9, '11, says:

NEW YORK MAN MAKES BIG SUCCESS IN DULUTH

James L. Hand, Jr., of New York City, who bas been in Duluth for tbe past month conducting a sale of the jewelry stock for the Henricksen Jewelry Company has completely changed tbe attitude of Duluth people toward auction sales.

Under Mr. Hand's able management the sale has been a great success. During the progress of the sale it has, at times, been a hard matter to get into the store, so great have been the crowds.

Before Mr. Hand's coming Duluth people were inclined to look with suspicion on a jewelry sale conducted by auction. By his courteous, frank and obliging manner, combined with his honesty and fair dealing, this feeling has been changed entirely.

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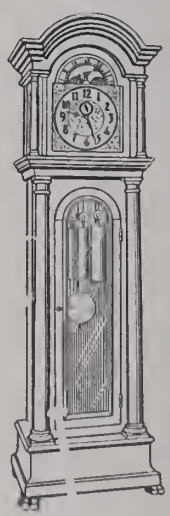
POTMEND will stick solidly and permanently different substances, such as: SILVER and GLASS; IVORY and METAL, MARBLE and WOOD; ONYX and MARBLE; LEATHER and METAL; STONE and METAL; ALUMINUM and GLASS and so through any combination you want to make with any material.

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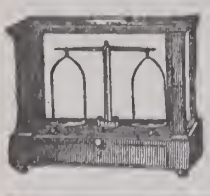
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In all cases, if answers are to be forwarded, 10c. extra to cover postage must be enclosed.

All answers to advertisements addressed care The Jewelers' Circular-Weekly, should be sent to the New York Office, unless the Chicago Office is specifically mentioned.

Situations Wanted.

WANTED, position as foreman on fine platinum work; experienced. Address "F., 4870," care Jewelers' Circular-Weekly.

STONE SETTER, young man, with some experience, wishes position; reference. Address "A., 5636," care Jewelers' Circular-Weekly.

MANAGER of watch department wants position; salary, $35 per week. Address Wm. Sauer, 2036 Flagler Pl., N. W., Washington, D. C.

FIRST CLASS JEWELER, diamond setter and engraver with 10 years' experience, best references. Address "Box 5612," care Jewelers' Circular-Weekly.

HUSTLER; salesman desires position with diamond house or general line; first class references. Address "B., 5613," care Jewelers' Circular-Weekly.

BOY, 15, public school graduate, bright, ambitious, wishes position with large jewelry firm; references. Address E. Goodman, 1623 Ave. A, New York.

YOUNG MAN, experienced in taking care of orders and stock, wishes position with reliable house. Address "Box 5499," care Jewelers' Circular-Weekly.

WANTED, position as a salesman; 25 years' experience in a first class retail store; best references. Address "S. L., 5566," care Jewelers' Circular-Weekly.

SALESMAN, thoroughly experienced with retail trade, wishes to communicate with jobber or manufacturer. Address "C., 5617," care Jewelers' Circular-Weekly.

YOUNG MAN, 23 years old, with own tools, wishes position as plain watchmaker and jewelry repairer. Address A. R. Medlin, 812 St. James St., Peoria, Ill.

COLORER and plater expert, all finishes, make solutions; steady, sober; can install plant and take charge; references. Address M. Berlin, 81 Delancey St., New York.

DESIGNER and practical jeweler for first class platinum diamond mountings, desires position with reliable firm. Address "E., 5635," care Jewelers' Circular-Weekly.

YOUNG LADY wishes position with good jewelry house; eight years' experience as saleslady in retail jewelry store. Address "J., 5553," care Jewelers' Circular-Weekly.

FIRST CLASS ENGRAVER, willing to assist at jewelry repairing, go anywhere; good wages; best references. Address G. Seymour, 195A Dean St., Brooklyn, N. Y.

WANTED, sample line of gold filled jewelry for California, Oregon and Washington, to sell to retail jewelry trade. Address M. Lesser, 58 Moss St., San Francisco, Cal.

SALESMAN desires to represent a manufacturing line of plated and gold filled jewelry in New York City and vicinity. Address "I., 5554," care Jewelers' Circular-Weekly.

YOUNG MAN, 19, unquestionable references, knowledge of jewelry, desires connection with wholesale house; future. Address "Box 5552," care Jewelers' Circular-Weekly.

FIRST CLASS SALESMAN, young man, with eight years' experience, wishes position; first class references. Address "J. K.," Apartment 41, 557 W. 124th St., New York.

YOUNG MAN desires a position as salesman with a reliable house; five years' experience; can furnish best of references. Address "D., 5631," care Jewelers' Circular-Weekly.

WANTED, position with firm that will send on road in about a year, by a young man 20 years old with five years' experience. Address "Box 5529," care Jewelers' Circular-Weekly.

HUSTLING YOUNG MAN, 20, with several years' experience, wishes position with wholesale jewelry or diamond house. Address "Box 5498," care Jewelers' Circular-Weekly.

COMPETENT WATCHMAKER, familiar with railroad inspection, age 27, own all up-to-date tools; no bad habits, good reference. Address "F., 5641," care Jewelers' Circular-Weekly.

WANTED, high class city position by competent salesman and buyer, well versed in jewelry, watches and silverware; fine reference. Address "G., 5642," care Jewelers' Circular-Weekly.

YOUNG MAN, 23, with seven years' experience in wholesale jewelry house as order and charge clerk, desires position; best references. Address "Box 5627," care Jewelers' Circular-Weekly.

SALESMAN, acquainted with the retail jewelers, New York City and vicinity, open for manufacturer's line on commission basis. Address "Box 5624," care Jewelers' Circular-Weekly.

OFFICE MAN, 26, five years' experience in jewelry line, four years other lines, wants steady position by Oct. 16; hard worker. Address "Box 5625," care Jewelers' Circular-Weekly.

TRAVELING MAN desires manufacturer's line of gold or gold filled jewelry at once, or make arrangements for first of year. Address I. Lewin, 2937 Columbia Ave., Philadelphia, Pa.

EXPERIENCED ENGRAVER with some knowledge as jeweler wants position with opportunity to improve in repairing; samples and reference. Address "E. R. C.," 150 Milner St., Alliance, O.

YOUNG MAN thoroughly familiar in the jewelry business, wishes position with a first class retail jeweler; furnish best of references. "S. S., 5063," care Jewelers' Circular-Weekly.

MANUFACTURING JEWELER with 12 years' experience in general manufacturing of new work and general repairing; have had a shop for three years. Address J. Goodwin, 1224 State St., Erie, Pa.

YOUNG MAN, 21, with over 10 years' experience, wishes position at once as salesman, assist with books and engraving; salary, $15 per week to start. Wm. Sheff, R. D. No. 1, Parkersburg, W. Va.

COMPETENT WATCHMAKER wishes position with a first class establishment; salary $25 per week; best references, best tools. Address "Competent, 5464," care Jewelers' Circular-Weekly.

THOROUGHLY experienced retail and wholesale jewelry salesman would like to connect with reliable firm; best of reference furnished. Address "Box 5178," care Jewelers' Circular-Weekly.

YOUNG LADY desires to finish jewelry trade watchmaking, etc., with good watchmaker and jeweler; two years' experience; best reference. Address "M., 5591," care Jewelers' Circular-Weekly.

WATCHMAKER, practical, wishes a steady job; 20 years at bench, good on railroad work, also Swiss; ordinary jewelry repairs; reference. Address "Box 5644," care Jewelers' Circular-Weekly.

WATCHMAKER of 25 years' experience wants position in store as manager of watch department; A1 references; state salary in first letter. Address "R. E. X., 4860," care Jewelers' Circular-Weekly.

WANTED, permanent position as jobbing jeweler and engraver with good shop experience; salary, $25 weekly; can furnish best of references. Address "Permanent, 5497," care Jewelers' Circular-Weekly.

BY JEWELER on medals, badges, class pins, rings, special order work and repairing; can do enameling and plating, modeling and casting. Address M. Edelstein, 503 Harman St., Brooklyn, N. Y.

ELECTROPLATER, thoroughly experienced on coloring and polishing jewelry, mix all solutions, wishes position with good house; best of reference. Address "F., 5596," care Jewelers' Circular-Weekly.

WATCHMAKER, light manufacturing jeweler, stone setter, all around engraver, in or near New York City or south; prefer no watches; high wages. Address "F., 5560," care Jewelers' Circular-Weekly.

WATCHMAKER, thoroughly competent and reliable, desires position with first class firm; the best of references furnished; central or nearby States preferred. Address "C., 4986," care Jewelers' Circular-Weekly.

HIGH GRADE WATCHMAKER, with 23 years' experience in repairing of fine and complicated watches, desires position; salary $25 per week. Address I. A. Rothstein, 1779 Fulton Ave., Bronx, New York City.

YOUNG MAN, several years' experience, familiar with all lines, wishes position as salesman or inside man with house offering real opportunity; A1 references. Address "B., 5633," care Jewelers' Circular-Weekly.

ALL AROUND MAN, good jeweler, salesman, clock repairer, general assistant in store; American, married, best New York City references; in or near New York. Address "G., 5610," care Jewelers' Circular-Weekly.

POSITION WANTED now or later by watchmaker, all store experience, 25 years' experience, including righting fine watches to time; age 40, American. Address "Watchmaker," care Dyer Hotel, Bellevue, Mich.

SUCCESSFUL watch and jewelry salesman, 12 years' experience, employed at present by leading Fifth Ave., New York, retail house, desires change now or Jan. 1. Address "C., 5629," care Jewelers' Circular-Weekly.

YOUNG MAN, 19 years of age, with three years' experience in retail jewelry line, would like to make change to wholesale business; best references can be furnished. Address "G., 4945," care Jewelers' Circular-Weekly.

A FIRST-CLASS diamond setter and jeweler wishes a position as foreman with a high-class house; highest references as to ability, etc.; south or west preferred. Address "F., 5366," care Jewelers' Circular-Weekly.

FIRST-CLASS all around engraver, licensed, practical optician, holding best references, desires position by Oct. 15; young lady having four years' actual experience. Address "Hula, 5351," care Jewelers' Circular-Weekly.

TRAVELING SALESMAN, 10 years' experience, best trade south and middle west, desires position with manufacturer of high class line only; record open and clean. Address "Box 5626," care Jewelers' Circular-Weekly.

STEADY POSITION by first class watchmaker and engraver, age 24 years, seven years' experience, married; familiar with railroad inspection; salary, $25; all tools. Address "Box 5614," care Jewelers' Circular-Weekly.

WATCHMAKER, does good jewelry and clock repairing and plain monogram engraving, wants permanent position; New York or vicinity; 27 years old, married; 10 years' experience; salary, $20. Address S. Freed, 72 Union St., Trenton, N. J.

HIGH CLASS WATCHMAKER, with many years' experience in watch factories and stores, desires permanent position Oct. 1 or 15; wages, $25 per week; will do watchwork only. Address "Scandinavian, 5573," care Jewelers' Circular-Weekly.

POSITION by first class all around manufacturing jeweler, stone setter and repairer, with retail jewelry store; will take charge of small shop; state salary and particulars in first reply. Address "B., 5586," care Jewelers' Circular-Weekly.

YOUNG MAN, 22, well familiar in all branches of jewelry business, has ability and eight years' experience, also at silverware, desires position with wholesale or retail house; good reference. Address "M., 5494," care Jewelers' Circular-Weekly.

EXPERIENCED SALESMAN and watchmaker wants position with a nice firm; 23 years of age, single, good habits and A1 reference is furnished as to my honesty and ability. Address "Box 5618," care Jewelers' Circular-Weekly.

SITUATIONS WANTED—Continued.

FIRST CLASS WATCHMAKER, jeweler, setter and assistant engraver, 20 years' experience, can furnish best references, wishes position in Atlanta, Ga., or Georgia State; state salary Address "R., 5581," care Jewelers' Circular-Weekly.

GRADUATE OPTOMETRIST of Northern Illinois College of Ophthalmology, of Chicago, also first class engraver desires position about Oct. 15; age 29; southwest preferred; A1 reference. Address "B., 5567," care Jewelers' Circular-Weekly.

YOUNG LADY, thoroughly experienced in jewelry business, capable of taking full charge of stock room, order department and shipping department, also salesman sample lines, desires position. Address "H., 5595," care Jewelers' Circular-Weekly.

SITUATION WANTED as manager in small jewelry store by a man who has had six years' experience and is strictly temperate; can furnish reference in regard to character and ability. Address "W., 5282," care Jewelers' Circular-Weekly.

YOUNG MAN, 22, selling ability, nine years' experience in jewelry business, understands it thoroughly, also knowledge of clocks and silverware desires position with reliable house; good reference Address "Box 4725," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER desires position with reliable house by Oct 1; present position with railroad inspector as head watchmaker; good salesman, fair knowledge of optics, plain engraver, habits temperate, married, best of references. Address "A., 5565," care Jewelers' Circular-Weekly

FIRST CLASS WATCHMAKER and salesman, good engraver, desires to change; want lower altitude; must be first class store and best grade work; permanent; American, single; references; want northwest or coast. Address "Jeweler," Box 1103, Butte, Mont.

A YOUNG, EXPERIENCED JEWELER, with thorough knowledge of the business, fully competent of taking charge, and knowing how to estimate on special orders and repairs, is now open for position of responsibility; best references furnished. Address "Box 5632," care Jewelers' Circular-Weekly.

EXPERIENCED WATCHMAKER, engraver and optician, good salesman, etc., wants a position to take charge of the watch repairing or the optical department; can take full charge of store, if wanted to; A1 references furnished as to honesty and ability. Address "O. F. E., 5238," care Jewelers' Circular-Weekly.

WANTED, by young woman, permanent position in watch department, wholesale house; experienced in all makes of watches and cases, care of travelers' stock, etc., good at figures; also experienced in jewelry; now employed with jobbing house; best references; might leave city. Address "C., 50," care Jewelers' Circular-Weekly, *Heyworth Bldg., Chicago, Ill.*

YOUNG EXPERIENCED HUSTLER, with a following through the middle west and south, open for position with representative diamond and jewelry house. Address "I., 5593," care Jewelers' Circular-Weekly.

I AM 27 YEARS OLD, have thorough knowledge of jewelry, silverware, clocks, cut glass, musical merchandise, optical business, 12 years' experience buying, selling cataloging, managing, wholesale and retail, aggressive salesman, initiative and executive ability, have the "make good" stamina; what opening have you? Address "Producer, 5556," care Jewelers' Circular-Weekly.

AN ENGLISHMAN, 39, married, desires position with sound business firm, 20 years' experience, jewelry, precious stones, accredited fine judge, expert salesman, open to test; both languages, highest references, here and England; would prefer jewelry business, New York, wholesale or retail; personal interview, Montreal; has small income. "Herbert," 119 Mansfield St., Montreal, Que., Can.

Side Lines.

SALESMAN, 20, carry as side line our famous Elk and emblem jewelry and lodge membership card cases. Schickerling & Co., 71 Nassau St., New York.

SALESMAN WANTED to carry as a side line a legitimate and good selling article; good commission; see advertisement page 146 this issue. The Oscar Onken Co., Cincinnati, O.

SALESMAN for west, middle west and south, and also for New York City and vicinity, to sell a line of jewelry boxes on commission basis. Address "Box 5598," care Jewelers' Circular-Weekly.

Help Wanted.

WANTED, experienced watchmaker, engraver and optician. Address G. Holman, Casper, Wyoming.

WANTED, a first class optician to go south. Address "H., 5555," care Jewelers' Circular-Weekly.

WANTED, finished engraver and watchmaker; reference required. Address M. A. Selbert, Frankfort, Ky.

FIRST CLASS stone setter wanted, also an engraver for general work. Address Wright, Kay & Co., Detroit, Mich

WANTED, watchmaker, at once; state salary and experience, give references. Address Perry & Stone, Mystic, Conn.

WANTED, competent clockmaker for large jewelry store in Brooklyn Address "G., 5559," care Jewelers' Circular-Weekly.

SILVERWARE SALESMAN, must be experienced with best retail trade Address Mermod, Jaccard & King, St. Louis, Mo.

WATCHMAKER; good position offered to sober, steady man, must be able to wait on trade. Address Phil Brenner, Monessen, Pa

OPTICIAN, must be ophthalmic college graduate and experienced with best retail trade. Address Mermod, Jaccard & King, St. Louis, Mo.

WANTED, engraver and jeweler; first class; permanent position; state salary in first letter. Address R. H. Stearns & Co., Pine Bluff, Ark.

JEWELER, first class repairer, who is able to do manufacturing and stone setting; salary according to ability. Address Harry N. Clark, Syracuse, N. Y.

WANTED, at once, jeweler and engraver, must be good on general repairs; salary $16 or $18 per week. Address "H. & H., 5423," care Jewelers' Circular-Weekly.

JEWELER who can repair clocks and assist with watch repairing; reference required; salary, $60 per month. Address Fred T. T. Vaissiere & Co., Rome, Ga.

WANTED, experienced die sinker; steady employment for steady man; send references. Address Heeren Bros. & Co., Penn Ave. and 8th St., Pittsburgh, Pa.

JEWELER WANTED who can do repair work and some new work and set stone goods; steady job in this shape. C. Van Schoor, 2041 45th St., W., Cleveland, O.

WANTED FOR FLORIDA, watchmaker, also engraver; first class man; permanent position; $30 per week. Address Henry Freund & Bro., 71 Nassau St., New York.

ASSISTANT WATCHMAKER who is a good engraver and willing to make himself useful; must be neat in appearance, state salary wanted and give references. Address Keith & McChesney, Iowa City, Iowa.

WANTED, man to work on jewelry repairing or watches and assist on clocks; give references, age and experience. Address "D., 5587," care Jewelers' Circular-Weekly.

WANTED, at once, a first class watchmaker and stone setter, or engraver; must be first class and have good references; state salary. Address "Box 285," Ft. Smith, Ark.

IN VIRGINIA, a jeweler, good on all repairs and plain engraving; state reference, salary and full particulars in first letter. Address Buckingham & Flippin, Lynchburg, Va

WANTED, watchmaker and engraver, one with knowledge of jewelry repairing preferred; salary, $15 to $18 Address "Rundback's," 2232 Third Ave., near 122d St., New York

WANTED, for southwestern city, first class watchmaker, stone setter or engraver; good salary for proper party. Address Henry Freund & Bro., 71 Nassau St., New York.

WANTED, WATCHMAKER who does engraving; good opportunity for energetic young man to work himself up. Address A. Jacobs & Co, 519 Superior Ave., N. W., Cleveland, O.

WANTED, engraver and general workman; send sample; state salary wanted in first letter; permanent position to right party. Address "N., 5387," care Jewelers' Circular-Weekly

WANTED, traveling salesman for general jewelry line, to sell $50,000 and upward; salary, $3,500 and commission; now or Jan. 1 Address "A., 5471" care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER and engraver; apply at once, giving references and salary required and state experience; must have tools. Address Perry & Stone, New London, Conn.

WANTED, first class engraver and assistant watchmaker; send samples of engraving, state salary expected in first letter Address Greenwald & Adams, 141 E. Congress St, Tucson, Ariz.

WATCHMAKER and energetic salesman for retail store in North Carolina; only first class salesman need apply; salary $100 per month. Address "Box 5458," care Jewelers' Circular-Weekly.

WANTED, good all around watchmaker and jeweler, able to wait on trade, near New York City; hours, 8 to 6; permanent; give all particulars. Address "B., 5407," care Jewelers' Circular-Weekly.

WANTED, as soon as possible, a good engraver, jewelry and clock repairer; $25 per week; steady position for right man. Address J. & C. N. Thomas, 22 Broughton St, West, Savannah, Ga.

WANTED, a competent watchmaker and engraver; short hours, good pay, permanent position; send specimens of engraving and reference. Address "G., 5269," care Jewelers' Circular-Weekly.

JEWELER AND ENGRAVER, at once, one who can assist with watches preferred; a willing worker with average experience will do; write fully in first letter. Address Claud Wheeler, Columbia, Mo.

AT ONCE, want a good jeweler who can do any and all kinds of jewelry repair work; send reference with first letter; a good job for the right man. Address Meyer & Schamber Jewelry Co., Meridian, Miss.

WANTED, at once, first class letter and monogram engraver, good, fast workman; send samples, references and state salary expected; permanent position. Address W. F. Kirkpatrick & Co, St. Joseph, Mo.

WANTED, an active salesman for New York City jobbing and department store trade; a good position to the right party to handle a plated line. Address "Box 5648," care Jewelers' Circular-Weekly.

YOUNG MAN as second watchmaker and fine clock repairer, engraver preferred; must be thorough, state experience, references, age and salary. Address "Connecticut, 5577," care Jewelers' Circular-Weekly.

AT ONCE, first class watchmaker; one who can also do engraving; must have thorough knowledge of watch repairing and fast; state wages wanted and full particulars in first letter. R. J. Atwell, Middletown, Conn.

COMPETENT WATCHMAKER, experienced in railroad work, with complete set of tools; references required; state age, experience and whether married or single. Address "N., 5506," care Jewelers' Circular-Weekly.

WANTED, ENGRAVER, jeweler and clock repairer; only first class man with references need apply; position permanent; samples of engraving stating salary wanted, in first letter. Address H. D. Fisher, Oswego, N. Y.

WANTED, WATCHMAKER, jeweler and engraver, one understanding optics preferred; must be well recommended; state salary in first letter; permanent position; married man preferred. Address V. J Pekor, Columbus, Ga.

WANTED, at once, a first class engraver and a good jeweler; prefer one who can assist in watch work; send samples of engraving and references, also state salary expected. Address The Little-Long Co., Charlotte, N. C.

BY OCTOBER 15, first class watchmaker, one who can also do engraving; must have thorough knowledge of watch repairing and fast; state wages wanted and full particulars in first letter. A. B Kurtz, 131 Main St, Connellsville, Pa.

(*Special Notices continued on page* 126.)

Special Notices.

(*Continued from page 125.*)

HELP WANTED—Continued.

WANTED, first class watchmaker, experieneed at railroad work, to go to Mexieo City; single man preferred; write, stating experienee, salary and full information in first letter. Address "Box 5638," eare Jewelers' Cireular-Weekly.

WANTED, single man, engraver and salesman; prefer one who ean do jewelry repairing; first class referenees and sample engraving in first letter; write at onee what salary is wanted. Address A. Rabinowitz, 113 Atlantie St., Stamford, Conn.

FIRST CLASS WATCHMAKER on medium and high grade Ameriean and foreign watches, who ean turn staffs and set jewels; $25 per week; permanent position; fine elimate; give references and age. Address "D., 5111," eare Jewelers' Cireular-Weekly.

DIAMOND IMPORTERS handling loose goods only want salesman to sell retail trade. Address "E., 5609," care Jewelers' Circular-Weekly.

PERMANENT POSITION for good jeweler, engraver and man who ean do plain watch work; want young single man; send sample of engraving in first letter; salary, $20 per week. Address J. J. Palmer's Sons, 2704 Washington Ave., Newport News, Va.

WANTED, a first-class manufaeturing jeweler and repairer; must furnish best of references as to honesty and ability; permanent position with large store in city in the South for the right man. Address Arthur A. Everts Co., Main and Murphy Sts., Dallas, Tex.

WANTED, immediately, first class engraver, must be ahle to eut for enameling; no die work neeessary; also wanted, a first elass jeweler, must be a good stone setter; position is permaent to right man. Address Margolis Jewelry Co., 1007 Main St., Kansas City, Mo.

$35 WEEKLY for an experienced, qualified manufacturing jeweler and engraver; permanent position to capable man. Address Albert Pfeifer & Bro., Little Rock, Ark.

DIAMOND IMPORTERS want salesman with established trade for middle west; we want a good man and will pay well. "Hustlers, 4951," care Jewelers' Circular-Weekly.

WANTED, at once, first-class watchmaker, good appearance and good references; must speak English; will pay good wages to right man. Address Taylor & Gregory, Derby, Conn.

WANTED, at onee, first class watehmaker, jeweler and plain engraver; permanent position to right man; good place to work where you will be treated right; send referenees and state salary in first letter; booze fighter and boteher not wanted. Address T. E. Epting, 1000 Gervais St., Columbia, S. C.

FINE OPPORTUNITY is offered by large jobber in middle west for representative; trade has been established; ean be home every week or two; finest selling line on road, all kinds of watches; Iowa, Nebraska; prefer one who has made territory. Address "B., 5448," eare Jewelers' Cireular-Weekly.

WANTED, ENGRAVER, one who can do ornamental engraving, chasing, die and enamel cutting; only men with good recommendation need apply; steady position and good wages guaranteed to the right man; state wages and time you would be willing to start in your first letter. Address Carl Entenmann Jewelry Co., 217½ S. Spring St., Los Angeles, Cal.

FOREMAN for manufacturing jewelry repair shop in western city of 100,000; man with long experience in large eastern repair shop; willing to take hold and do anything to build up new business; good wages; send referenees; must know how to do everything pertaining to the business. Address "B., 5584," eare Jewelers' Circular-Weekly.

WANTED, a first class manufacturing jeweler and stone setter, one capable of making and setting gold and platinum mountings, to take full charge of a first class power shop of a retail establishment; only men having experience in like position and who ean furnish A1 referenee need apply; position permanent; state reference and where last employed in first letter. Address "A., 5605," eare Jewelers' Circular-Weekly.

ENGRAVER AND CHASER, experienced on fine badge, jewel and emblem work, enamel cutting and carving; permanent position; state age, experience and salary expected. Address Wende l & Co., 237 W. Madison St., Chicago, Ill.

DESIGNER OF MEDALS, jewels, class pins, made to order jewelry, etc., must be able to produce original and attractive designs; permanent position in our Chicago factory; state age, experience and salary expected. Address Wendell & Co., 337 W. Madison St., Chicago, Ill.

Business Opportunities.

CASH PAID for surplus stocks of watches, diamonds and jewelry; money sent by return mail; best of referenees. Address Emil Noel, 541 E. 46th Pl., Chicago, Ill.

FOR SALE, elegant jewelry store in Wisconsin city; doing $12,000; ean be inereased; elean stock; can be bought right. Address "C., 5411," eare Jewelers' Cireular-Weekly.

ESTABLISHED JEWELRY STORE, Brooklyn, for sale; stock and fixtures not exceeding $1,200; must sell at once, going to Europe. Address "Box 5645," eare Jewelers' Cireular-Weekly.

PARTNER WANTED with $5,000 to $10,000 to start job lot business or general line of jewelry; have big trade and experience but no money. Address "D., 5608," eare Jewelers' Cireular-Weekly.

FINE LOCATION; stock for sale on account of death; only jeweler in town, 1500 inhabitants; anyone having $500 to $1,000 ean make arrangements. Address The A. F. Smith Co., Omaha, Nebr.

FOR SALE, new stock and fixtures, fine location, city of 50,000; $4,000 will handle; get in for the holiday business; middle west; write for full particulars. Address "E., 5583," care Jewelers' Cireular-Weekly.

PARTNER WANTED; an established manufaeturer and designer of fine diamond jewelry in New York desires to meet salesman or jeweler with a little capital. Address "Box 5594," care Jewelers' Cireular-Weekly.

FOR SALE, jewelry store established 30 years on main business street of town; plenty repairing; stock and fixtures reduced to $1500; rent of store, $36 per month. Address A. W. Austin, 40 Wall St, Norwalk, Conn.

SOUTHERN TOWN; wanted, jeweler with small stoek; we have a store which was oeeupied by jeweler 15 years for rent; good opportunity for someone; store rent reasonable. Apply to Citizens' Bank of Wilkinson County, Woodville, Miss

FOR SALE, jewelry and optical business, only jeweler in town; abundant repair work; best opportunity in New York district; a first elass opportunity for a man with small capital. Address "Opportunity, 5597," eare Jewelers' Circular-Weekly

FOR SALE; here is your chanee if you are looking for a good paying jewelry, watchmaker's and optical business; good run of repair work; only jewelry store in the town; price for stock and fixtures, $13,000. Address "C. G., 5540," eare Jewelers' Circular-Weekly.

ARE YOU GOING OUT OF BUSINESS? We pay highest cash valuc for entire stoek, or part of jewelry, diamonds and fixtures; communicate with us, it will be to your advantage; rating and referenees of the highest order. Van Praag & Co., 11 Lispenard St., New York, established 1889.

HIGH CASH PRICES paid for diamonds and watches; immediate returns made; bank references. Address M. Iralson, Masonic Temple, Chicago, Ill.

I PAY CASH for your surplus stock of diamonds, watches and jewelry; business confidential; National Bank references. H. Schwartz, 903 Heyworth Bldg., Chicago, Ill.

IS IT CASH you must have quick? $200,000 ready cash always on hand will buy your business at once. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

I PAY 20% MORE for your surplus stock of watches, diamonds and jewelry than any other cash buyer; national bank references. Emil Noel, 541 E. 46th Place, Chicago, Ill.

OWING TO RETIREMENT of partner an opportunity for a man with $10,000 to $15,000 to actively engage in well established manufacturing jewelry business in Southern California; this is a paying business and will stand fullest investigation; man with office experience preferred. Address "Box 5409," care Jewelers' Circular Weekly.

DO YOU WISH TO RETIRE? We pay the most cash for entire or surplus stocks of jewelry; communications confidential. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

ANYONE having $1,000 ean purchase a nice up-to-date jewelry and optical store situated in a city with between 8,000 and 10,000 population one of the most healthy places in New Jersey; fine place for good watch repairer and optician, no optical laws; age and desire to retire from business reason for selling. Address "De la Pole, 5652," eare Jewelers' Circular-Weekly.

A BARGAIN; am selling out at a big sacrifice, a recently acquired stock of a large retailer consisting of diamond and gold jewelry on which you can save 30 to 40 per cent.; all or part. Address Max Kleinman, 1367 Broadway, New York.

DO YOU WISH TO SELL part of your entire stock of diamonds, watches, jewelry, etc.? We purchase quick and pay spot cash, no matter how large the quantity may be. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y

DIAMONDS at great bargains, $45 per carat and up; mounted rings and other diamond jewelry bought from private people sold at half the regular price; sent on memo. bill to rated dealers; sold for cash only. Dan I. Murray, 3 Malden Lane, New York.

ON ACCOUNT of the recent death of Mr. John B. Humphrey of Boston, the diamond cutting and jobbing business conducted by him for 35 years will be sold at a sacrifice to responsible purchasers. Address G. E. Smith, 55 Williston Road, Brookline, Mass.

SELL $3,000 TO $20,000 per week profitably during September and October, turn your dead stock into cash, build up your reputation, increase the patronage of your store; we can tell you how; write us to-day. Address Mitchell & Tillotson, 35 Maiden Lane, New York.

USINESS OPPORTUNITIES—Cont'd.

)R SALE, established paying retail jewelry store, desirably located on main retail street in large city; enjoys patronage best people and tourists; beautiful store, solid mahogany and rosewood fixtures; stock clean and up-to-date, invoices $40,000; no debts or incumbrances; clean, safe, legitimate, excellent opportunity for party with $25 000 or more; references exchanged. Address "Confidential, 5634," care Jewelers' Circular-Weekly.

)R SALE, an old established, good paying, fine jewelry and optical store in live town of 5,000 inhabitants in western New York, county seat, three railroads, center of trade for 40,000 people, best location in town; fine run of work; old age and poor health only reason for selling out; low price and easy terms if sold very soon, must give up business. Address "Jeweler, 5650," care Jewelers' Circular Weekly.

YOU NEED a few thousand dollars we can get it for you quickly and profitably and in a way that will be of positive benefit to the future welfare of your business; tell us your troubles and we can help you; write us to-day. Address Mitchell & Tillotson, 35 Maiden Lane, New York.

For Sale.

ES, will sell at one-quarter cost, strictly modrn line of jewelry dies. Address Schickerling Co., 71 Nassau St., New York.

XTRA LARGE Seth Thomas street clock for ale cheap; perfect condition; settling up estate. Address Mrs. G. Brann, Hotel Ashton, 93d St. and Madison Ave., New York. Tel. Lenox 1880.

FOR SALE CHEAP, two floor cases, 4½ x 12 x 4½ feet high, not including bases, sliding doors; write for description and price. The Gorham Co., Silversmiths Bldg., Chicago, Ill.

A LARGE SAFE, with 27 top drawers, two lower vaults, one a fine steel vault containing five drawers, and the other vault about six drawers; it is a Marvin safe suitable for a loan office or a jeweler; sold at a great sacrifice owing to the death of the proprietor. Inquire at John J. Aarnis' Office, 11 John St., New York.

To Let.

TO LET, office at Fifth Ave. Building, to sub-let cheap. Inquire W. J. Kittel, 95 Zabriskie St., Jersey City, N. J.

IF YOU WANT a desirable desk room to let, can find same including use of desk, Room 407, 9 Maiden Lane, Jewelers' Building, New York.

LOFT TO LET; 1,650 square feet; suitable for manufacturing jeweler; drop press post and cellar for washing barrels on premises; live steam and all improvements. Enquire Engineer, 24 Boudinot St., Newark, N. J.

Lost.

STOLEN, WALTHAM OPEN FACE, 12 size, 21 jewel, bridge movement, No. 9,503,772, Crescent case; if offered for sale or repair notify "R. H., 3149," care Jewelers' Circular-Weekly.

LOST, 12 size, open face, Vacheron & Constantin movement, No. 349,781, in 18K. sun ray case, National Watch Case Co., No. 78,101; liberal reward. "C. V., 3385," care Jewelers' Circular-Weekly.

Wanted to Purchase.

WANTED, second hand manufacturing jeweler's outfit, rolls, presses, sand blast, jobbing stones, etc, anything required by a manufacturing jewelry repair shop; must be guaranteed; what have you? Give full description. Address "C., 5585," care Jewelers' Circular-Weekly.

Wanted to Rent.

FIRST CLASS jewelry engraver and designer wants space in office down-town jewelry district, New York, with jewelry house; has large jewelry patronage, to exchange work benefit to both; am all around jewelry expert. Address "J. W.," 272 12th St., Brooklyn, N. Y.

Miscellaneous.

ALL KINDS of job lots of jewelry bought for cash. Address Klein & Bendheim, Room 708, 49 Maiden Lane, New York.

PORTRAIT MINIATURES copied from any photo on watches, dials, brooches or lockets. Goldstein Engraving Co., 45 Maiden Lane, New York.

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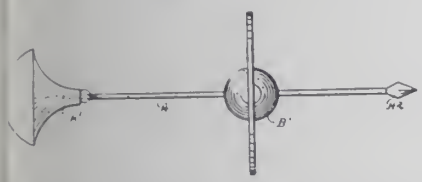
[WHICH IS CONTAINED A LIST OF THE LATEST PATENTS GRANTED BY THE UNITED STATES AND GREAT BRITAIN. THE UNITED STATES PATENTS THAT HAVE EXPIRED AND THE REGISTERED TRADE-MARKS.]

UNITED STATES PATENTS.

ISSUE OF SEPT. 12, 1911

002,867. HAT-PIN. Alice A. Roberts, New York. Filed Dec. 13, 1909. Serial 532,783.

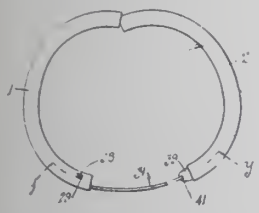
A hat-pin having one end flattened, the other d screw-threaded and sharpened and having a ad adapted to serve upon the screw-threaded d in combination with a fibrous disk and a tallic member adapted to slide longitudinally



on said pin, said metallic member being provided th a recess for the reception of the flattened d of the pin, and a circumferential groove for e reception of the said fibrous disk as specified.

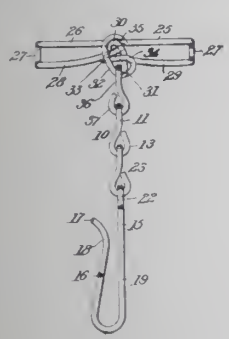
002,922. BRACELET. Walter S. Lenerer, Providence, R. I. Filed Oct. 26, 1910. Serial 589,100.

In a bracelet, hollow wings, hinge members con- ed and secured within the adjacent ends of d wings, one hinge member comprising a block h parallel ears having perforations, the second ge member comprising a block with arms there- embracing the ears and provided with open-



gs registering with said perforations, said blocks ing contained within said hollow wings, a pintle ated in the openings and perforations, and a ring upon said pintle intermediate said ears th its ends extending in opposite directions and cured to said blocks within the adjacent ends the hollow wings.

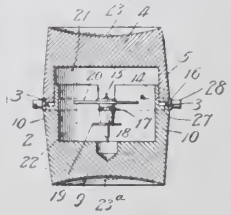
003,090. WATCH CHAIN. John J. Conelly, Branch Dale, Pa. Filed Nov. 1, 1910. Serial 590,186.



A watch chain bar composed of bent wire comsing a straight portion bent to provide ends arranged at right angles thereto, the extremities of the wire being bent around each other with one extremity around said straight portion and formed into a loop to engage a link for connection with the watch chain.

1,003,132. BALANCE-WHEEL HOLDER. Frank W. Buckingham, Chicago, assignor to the Metal Specialties Mfg. Co., Chicago. Filed May 20, 1911. Serial 628,388.

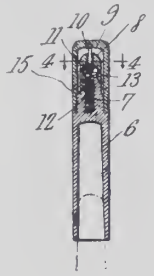
A balance-wheel holder, comprising a pair of wheel-clamping members adapted to be held be-



tween thumb and finger, said members having complemental flanges with external marginal recesses affording reduced circumferential bearing surfaces adapted to be embraced by a wheel-rim, and said recesses affording, also, wheel-clamping shoulders, one of said flanges having transverse spoke-receiving recesses.

1,003,190. FOUNTAIN-PEN CAP. Hosea A. Mason, Taunton, Mass. Filed June 11, 1910. Serial 566,438.

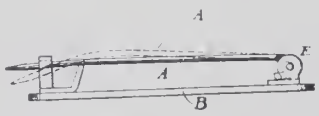
A device of the class described comprising a reservoir having a conical inner surface, and provided with an opening; a spring pressed stylus movable in the opening, and having a conical head seating against the conical surface



of the reservoir, to effect a closure of the opening; the head having a peripheral notch, permitting the liquid which is within the reservoir, to enter between the conical, contacting surfaces of the head and the reservoir, thereby to moisten hardened accumulations between the head and the reservoir.

1,003,216. BROOCH. James E. Sullivan, Pawtucket, R. I. Filed Feb. 23, 1910. Serial 545,372.

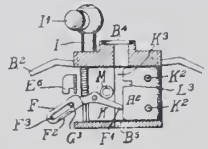
A brooch comprising a body-portion, a pin, means for pivotally connecting one end of the pin to one side of the body-portion at the rear thereof, a relatively short base plate fixedly secured to the rear face of the body-portion at the side opposite to that to which the pin is pivotally connected, a rearwardly-extending arm integral with said base plate at the outer portion thereof and bent at its outer terminus to provide a guard, a rearwardly-projecting rigid member formed in-



tegral with the inner portion of said base plate and permanently spaced throughout from the guard and providing a permanent stationary fulcrum and a lock for the free end of the pin when the latter is shifted to extend under the guard and when the pin is bent intermediate its ends toward the brooch while the free end of the pin is positioned under the guard thereby preventing separation of the pin from the guard.

1,003,227. WATCHMAN'S CLOCK. Alois Beyer, Chicago. Filed Jan. 14, 1910. Serial 538,021.

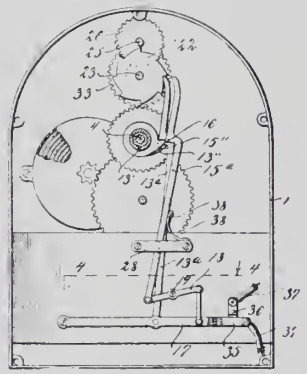
In a clock of the kind described, the combination of a recording mechanism comprising a main frame having a keyhole and key slot, a double ended lever pivotally supported in said frame transversely of said keyhole and slot and adapted to be moved by a key insertible therein, a spring supported in said frame extending through an elongated aperture in said lever and adapted to return said lever when moved by a key and released therefrom to a normal position, a shield pivotally supported in said frame in contact with said spring, a shaft in said frame in contact with



said shield adapted when rotated to actuate said shield and spring, a shutter slidably supported on said frame and pressed by said spring and thereby held in a normal position over said key slot in said frame, said shutter being adapted to be moved on said frame by said spring from over said key slot, and a guide member secured on said frame adapted to support and guide said shutter.

1,003,335. TIME-CONTROLLED MECHANISM. Adam Carpenter, Tacoma, Wash. Filed Dec. 7, 1910. Serial 596,119.

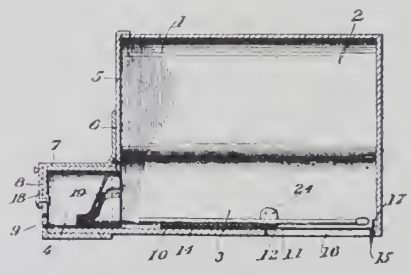
In a time-controlled device, the combination of clock mechanism including an hour shaft, inner and outer sleeves mounted on said shaft for normal movement therewith and adapted for independent movement under positive actuation, setting indicators associated with said sleeves, controlling mechanism, cams carried by the respective sleeves co-operating with the controlling mechanism, and means for adjusting the positions



of the sleeves with their cams comprising a countershaft, a gear rotatable with the countershaft and connecting the same with one of the sleeves, a setting sleeve mounted on the countershaft, a gear connecting the setting sleeve with the other of the first mentioned sleeves, and members for operating the setting sleeves and countershaft, to independently adjust the positions of the setting indicators.

1,003,357. MATCH-SAFE. Arthur D. Hallett, Vancouver, British Columbia, Canada. Filed Jan. 10, 1911. Serial 601,797.

A match-safe comprising a member having a cylindrical discharge portion, a sleeve closing one end of the said discharge portion, a hinged cover on the safe, means on the sleeve for engaging



the cover to hold the same in a closed position, the said sleeve having an opening therein, a spring member extending longitudinally of the safe adjacent to the bottom thereof and having a forward serrated portion disposed in line with the opening in the sleeve, igniting devices located in the cylindrical portion of the safe and having



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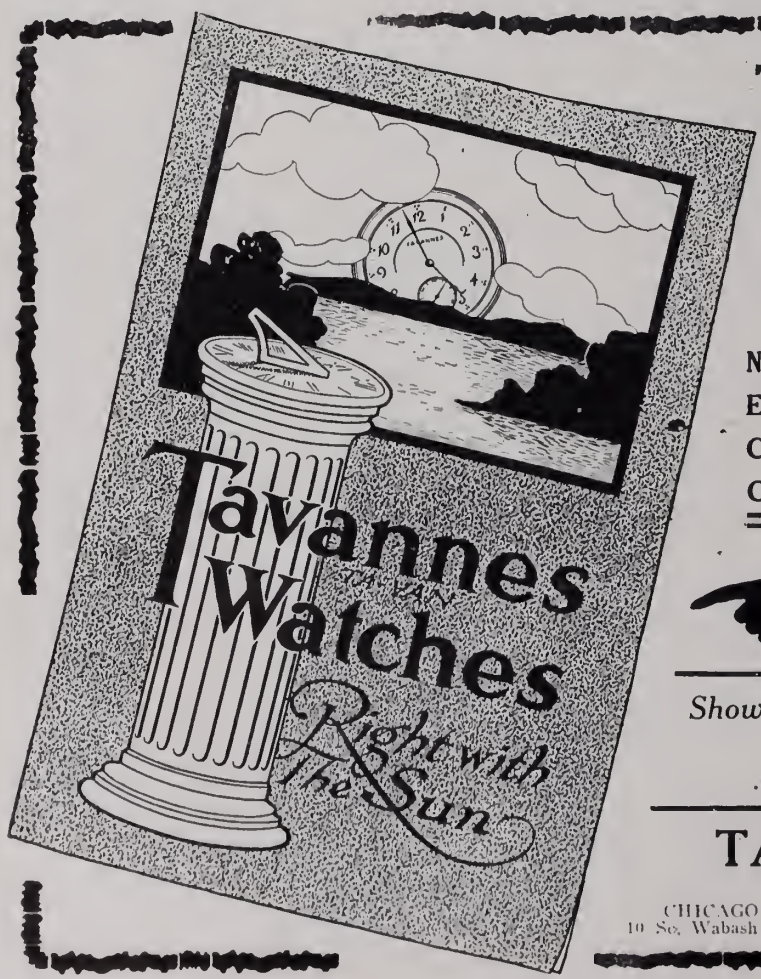
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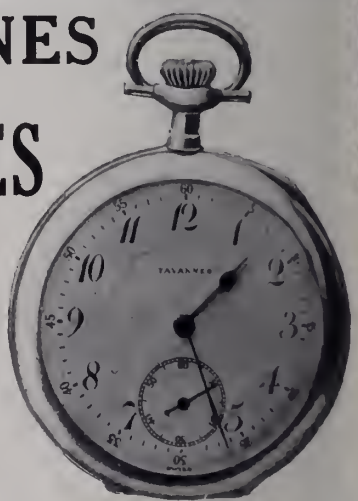
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ce spring portions disposed above the serrated ortion of the said spring member, and a match ector for singly moving the matches on the ring member and in the direction of the igniting vices and toward the opening in the sleeve.

Designs.

1,761. FRATERNITY BADGE OR EMBLEM. Robert C Wagner, Jr., Champaign, Ill



Filed Feb. 13, 1911. Serial 608,477. Term of patent 7 years.

1,763. GUARD FOR EYEGLASS-MOUNTINGS. Frederick W. King, Cleveland, O



Filed June 27, 1910. Serial No. 569,248. Term of patent 7 years.

1,764. SUGAR-BOWL OR SIMILAR ARTICLE. Andrew J. Sanford, Newark, O



Filed April 20, 1911. Serial 622,420. Term of patent 14 years.

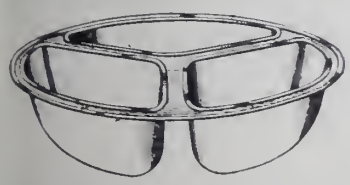
1,765. TEA-POT, COFFEE-POT OR SIMILAR ARTICLE. Morris Weintraub, New York





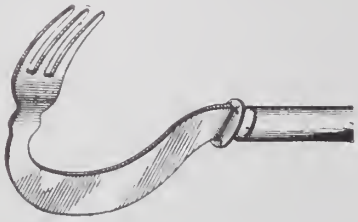
Filed May 19, 1911. Serial 628,247. Term of patent 7 years.

1,766. VEGETABLE DISH. Theodore Bender,



Providence, R. I., assignor to the Roger Williams Silver Co., Providence, R. I. Filed May 26, 1911. Serial 629,752. Term of patent 14 years.

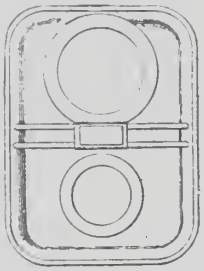
41,767. COMBINED KNIFE AND FORK. John Samuel Cameron, McKeesport, Pa.



Filed March 30, 1911. Serial 618,031. Term of patent 3½ years.

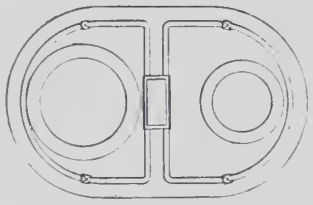
41,770. SMOKING SET. Charles Nelson, New York, assignor to S. Sternau & Co., Brook-

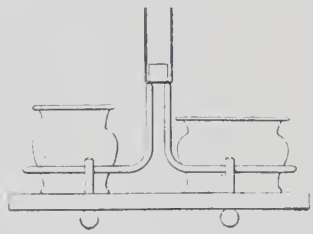




lyn, N. Y. Filed June 2, 1911. Serial 630,902. Term of patent 7 years.

41,773. SMOKING SET. Charles Nelson, New York, assignor to S. Sternau & Co., Brook-





lyn, N. Y. Filed June 2, 1911. Serial 630,903. Term of patent 7 years.

UNITED STATES TRADE-MARKS.

[The following trade-marks have been adjudged entitled to registration under the Act of Feb. 20, 1905, and are published in compliance with Section 6 of said act.]

TRADE-MARKS PUBLISHED SEPT. 12, 1911.

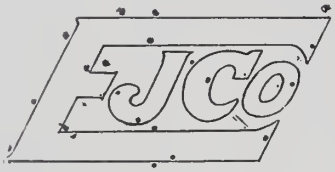
Ser. **53,348.** (CLASS 26. MEASURING AND SCIENTIFIC APPLIANCES.) Shulze & Billerbeck, Berlin, Germany. Filed Dec. 17, 1910.

Euryplan

Particular description of goods.—Optical instruments, telescopes, binocles, telemeters, aim-telescopes, lenses, reflection-prisms, inverting-prisms, parallel reflectors for terrestrial magnetic instruments, teinoscopes (prism-telescopes and binocles), telescope object-glasses and ocular glasses, far-object glasses, object-glass sets and double-Anastigmatic glasses, single object-glasses (aplanatic construction).

Claims use since March, 1903.

Ser. **54,290.** (CLASS 27. HOROLOGICAL INSTRUMENTS.) Elliott Jewelry Co., St. Louis, Mo. Filed Feb. 3, 1911.



Particular description of goods.—Watches.

Claims use since Oct. 1, 1910.

Ser. **57,781.** (CLASS 28. JEWELRY AND PRECIOUS-METAL WARE.) The Williams & Anderson Co., Providence, R. I. Filed July 22, 1911.



Particular description of goods.—Jewelry for personal adornment.

Claims use since Feb. 1, 1911.

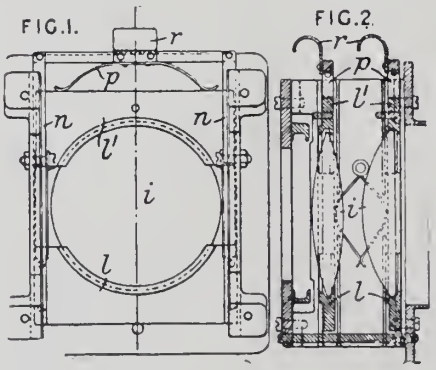
BRITISH PATENTS.

(Abridgments of Specifications, 1910, from *The Illustrated Official Journal.*)

ISSUE OF AUG. 30, 1911.

10,977. OPTICAL PROJECTION APPARATUS. L. Kamm, London. May 3. (Class 97 [i].)

A condenser cell or mount for a projecting lantern has each lens of the condenser carried in a detachable slide or carrier. Each lens-carrier comprises a channelled frame *n*, a plate *l* fixed to the inner *n* a movable plate l^1 adapted to slide in the channelled frame *n*, the plates *l*, l^1 being curved and grooved to engage the edge of the lens *i* and to hold the lens between them, and a



spring *p* for holding the movable plate l^1 against the lens *i* when in position. A curved lug *r* is used for removing each lens from the cell.

11,042. JEWELRY. C. G. Muller, London. May 4. (Class 43.)

A brooch, locket, charm, etc., the ornamental design of which may be altered and restored at will, comprises three small circles A, B, C, Fig. 3, each having a small peg M, N, O, fixed on the back. The circles A, B have small pins which pass through the circles and project inwards to engage with grooves on the outside of the circles B, C_2 so that the circles can rotate inside one another.

THIS is one of a series of 27 advertisements that will appear in the popular journals of the country commencing with the September issues, with a total circulation of more than seven million copies.

HAMILTON WATCH CO.



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Watch inspection statistics prove that over one-half the railroad men on American Railroads where official time inspection is maintained carry Hamilton Timekeepers!

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The Hamilton Timekeeper

is not made exclusively for railroad use. It simply keeps such positive and continuously accurate time as to be constantly in demand wherever exact time is a necessity.

Ask Your Jeweler

Hamilton Timekeepers are made in all regular watch sizes from the "Lady Hamilton," a tiny Timekeeper for women, to the "12-size" and "16-size" popular with men. Prices for complete watches that are timed and adjusted are from $38.50 to $125.00.

Write for "The Timekeeper"

Further information about the Hamilton Timekeeper is set forth in an instructive and interesting booklet, which is well worth saving against the day when you will want to buy a watch. We gladly send it to those interested in the purchase of a watch.

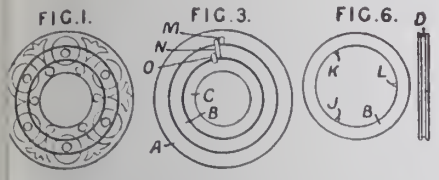
HAMILTON WATCH COMPANY. Columbia Avenue, Lancaster, Pennsylvania

Makers of The Railroad Timekeepers of America

Hamilton Watch Company

LANCASTER, PA.

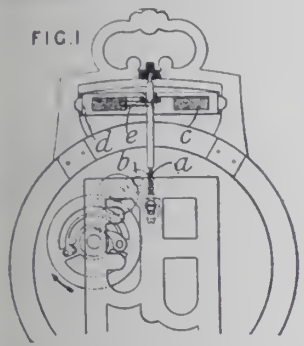
ig. 6 shows the circle B having inwardly project- ig pins J. K. L and a groove D on the outside. he design of the brooch, etc., Fig. 4, may be



tered by rotating the circles and can be restored y turning them back until the stops N. M. O ome against one another.

1,070. CLOCKS. E. Specht, Schramberg, Württemburg, Germany. May 4. (Classes 13 and 139.)

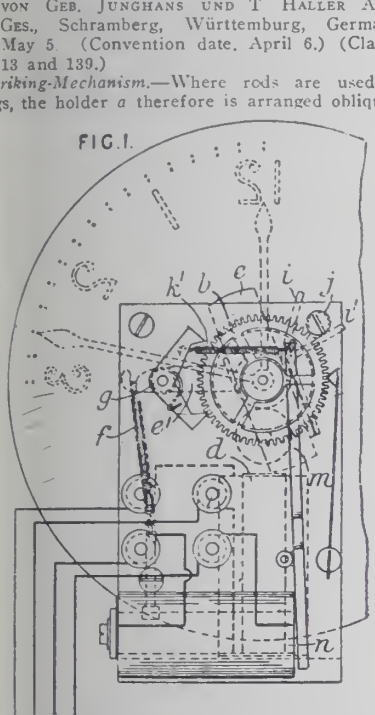
Alarms, Mechanical.—Sirens or other wind ounders with fans are driven by the striking ain, which ends in worm gear *a*, *b* with the



ndle of the fan *c* within the sounder *d*. A under with reeds *e* in the band *d* constitutes a ecial form.

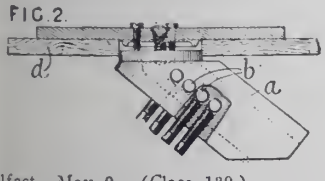
1,187. CLOCKS. Vereiningte Uhrenfabriken von Geb. Junghans und T Haller Akt.-Ges., Schramberg, Württemburg, Germany. May 5. (Convention date, April 6.) (Classes 13 and 139.)

Striking-Mechanism.—Where rods are used as ngs, the holder *a* therefore is arranged obliquely



the rear wall *d* of the clock case, and the rods therein are arranged as close as possible to the ill, but the holder is fixed adjustably so that rod closest to the wall can be set clear thereof thout bending.

,379. ELECTRIC CLOCKS. S. D. Neill,

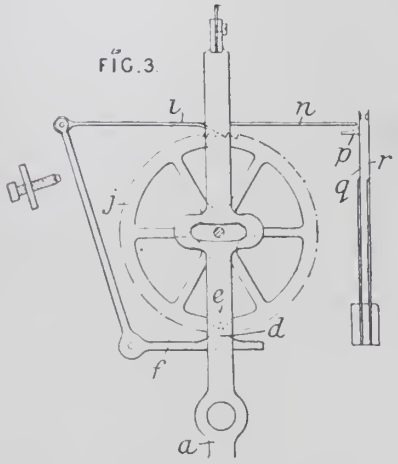


Belfast. May 9. (Class 139.)

An armature lever *e* bearing a pawl *g* to drive a wheel *b* is oscillated on the arbor of the wheel by an electro-magnet *d* beneath and a spring *f* pulling on an arm e^1, two other arms *i*, i^1 and a stop *j* limiting the swing. For setting the hands the circuit is made and broken as many times as is necessary by a hand-switch, and in order that they may be set back an anchor is used and a second electro-maget *n* having a lever armature *m*, is provided, which pulls the anchor over through a spring connection k^1.

11,494. ELECTRIC CLOCKS. E. J. Reid and W. B. Good, both in London. May 9. (Class 139.)

A pendulum *a*, re-energized electrically, operates at the middle of its swing a lever *f* by cam and wiper action, one of the two bearing a friction-



less stud *e* and the other having a cam *d*. A pawl i on the lever *f* drives a ratchet-wheel *j*, and currents are sent to distant indicators periodically as follows A deep notch in the ratchet-wheel j.

Applications for British patents, Aug. 16-19.

18,499. PROTECTORS FOR LADIES' HAT-PINS. A. E. Lay and H. P. Ramsey.

18,613. BRACELETS, CHAINS AND THE LIKE. L. Jacot.

18,718. HAT-PINS. W. D. Palmer.

Applications for British patents, Aug. 22-25.

18,824. PIN-LOCKING DEVICE FOR BROOCHES. Thomas Scott.

18,909. SHARP-POINTED HAT-PINS. J. Saville.

18,913. WATCH-BRACELETS STANDS A. Drummond.

19,016. SAFETY SNAP FOR NECKLACES. T. G. Hull.

19,136. HAT-PINS. P. S. Bossalini.

Complete specifications accepted. 1910.

28,989. HAT-PINS AND THE LIKE. Dove

1911.

10,160. SCARF-PINS AND THE LIKE. Sunde.

15,819. HAT-PINS. Wakefield.

UNITED STATES PATENTS THAT HAVE EXPIRED.

[Reported for The Jewelers' Circular-Weekly by W. H. Swenarton (ex-Examiner U. S. Patent Office). Counsel in Patent and Trade-Mark Causes, New York.]

Patent expired Sept. 4, 1911.

525,666. WATCH PROTECTOR. A Sarnmark, Torby Sweden.

Design patent granted Sept. 7, 1897, *for* 14 *years.*

27,622. EYEGLASS OR SPECTACLE CASE. W. Zoerb, Dedham, Mass.

Design patent granted Sept. 6, 1904, *for* 7 *years.*

37,118. HANDLE FOR SPOONS, FORKS OR SIMILAR ARTICLES. P. Farnham, Great Neck, N. Y.

Patents expired Sept. 11, 1911.

525,704. ELECTRIC CLOCK. T. L. Gregory, Chicago.

525,810. WATCHMAKER'S TOOL. A. H. Flemming, Fairmont, W. Va.

525,961. MACHINE FOR MAKING RINGS F. Mossberg, Attleboro, Mass.

525,978. STRIKING MECHANISM FOR TIMEPIECES. J W. Dorr, Sr., Pensacola, Fla.

525,983. APPARATUS FOR WASHING AND SEPARATING GOLD. J. B. Iroin, Grand View, Idaho.

Design patent granted Sept. 13, 1904, *for* 7 *years.*

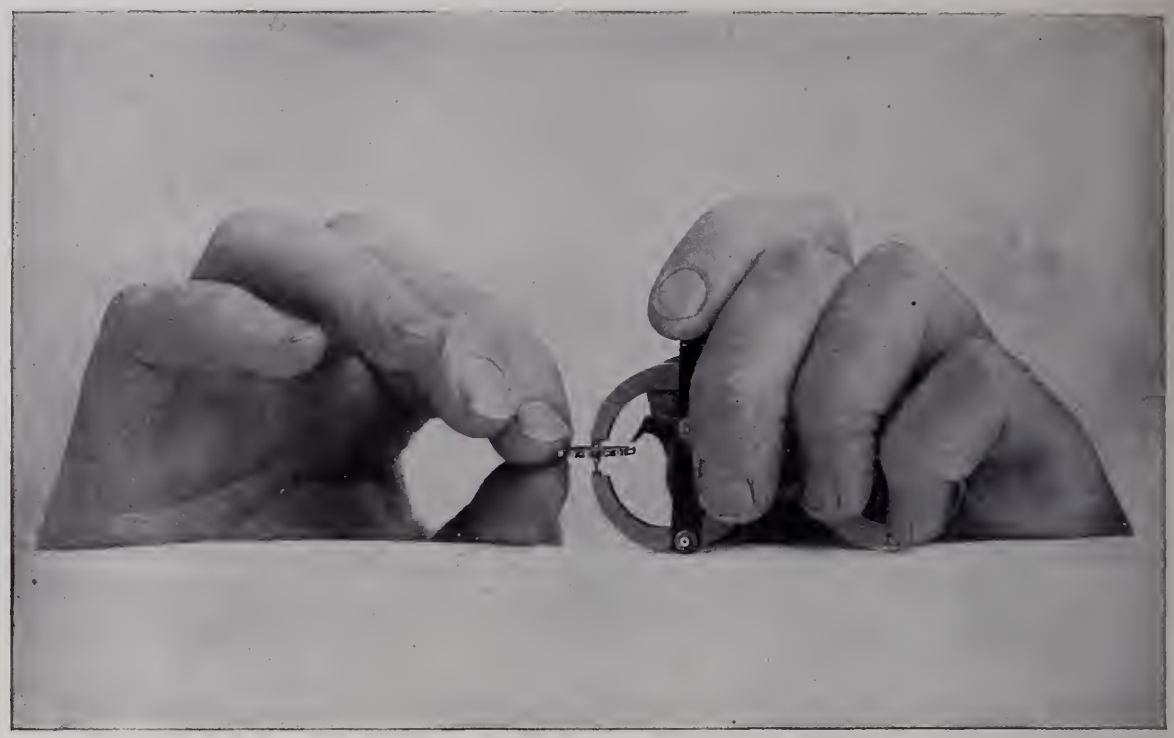
37,125. BADGE. C. L. Jennings, Leander, Tex.

Foreign Notes of Interest.

A report from an American consular officer in Russia states that a business man in his district desires to correspond with manufacturers in the United States of office and hall clocks. Correspondence preferred in German or Russian. Further information may be obtained from the Bureau of Manufactures by giving file number of communication, which is 7307

The *African World* states that during the half year six companies and syndicates, besides 300 individual diggers, contributed to the diamond output of the Transvaal. The total quantity washed was 4,107,733 loads, inclusive of 116,692 of tailings, and the production of 852,719 carats had a value of £659,968. Although the number of carats was nearly 90,000 less than during the previous six months, the value was £53,000 greater, the price per carat having advanced from 13s. to 15s. 6d.

Consul General J. N. Snodgrass, at Moscow, in a communication to the Bureau of Manufactures, states that this year marks the 15th anniversary of the Moscow city pawnshop and the city council has prepared a most interesting review of the activity of this undertaking. The pawnshop accepted in pawn for the period 5,860,320 articles, valued at $27,167,124, the average value of each article being thus approximately $5.15. Redemption of pledges totaled $24,252,791, while 215,070 articles, worth $982,005, were sold at auction, and 45,167 pawns, valued at $593,382, were left with the shop. The gross income of the pawnshop for the 15 years equals $2,186,119, the expenses being $2,055,854, from which $1,325,113 was expended for maintenance, the balance being payment of interest on the capital. During the first eight years the shop continually lost money, the total reaching $54,-580. The only year which brought profit was 1900, when $966 was made. Beginning with 1904 and up to 1910, inclusive, the operations of the pawnshop showed profit. In 1904 the profit was $7,333; in 1905, $9,-067; in 1909, $57,503, and in 1910, $45,804. In 1910 there were 551,932 pawns, valued at $3,121,341, of which 532,958, worth $2,-913,968, were redeemed. Compared with 1909, there were 7,315 fewer articles pawned, but the capital invested was $169,-431 more, while the pawn redemptions were greater by $181,633. The auction sales of unredeemed pawns in 1910 were quite successful, 29,509 pawns being sold for $131,-523, while 6,083 pawns, valued at $74,603, remained. Reviewing the monthly activity of the pawnshop, it is noticed that the majority of loans were given in March and April; that is, before Easter. The poor element of Moscow parts with its warm overclothing during these months. The smallest number of loans were made in February. The largest number of redemptions occur in September, October and November.



HERE'S just one of the many interesting and instructive illustrations contained in the

Service Bureau Bulletin

on Balance Truing

THE publication of the Bulletin—while announced in the August issue of the trade papers—has been unavoidably delayed until this month, by the difficulties encountered in obtaining satisfactory photographic reproductions of a balance truer's hands.

The Bulletin Will Reach Every One of Our Service Bureau Correspondents This Month

Jewelers and watchmakers who have not registered their names with the Service Bureau can obtain copies of the Bulletin by forwarding coupons now. Better send the coupon at once to get Bulletin Number One. Then you will have the complete series as they are published.

.....1911

ELGIN NATIONAL WATCH CO.
Elgin, Ill.

Dear Sir:
Please register my name as entitled to the privileges of consultation with your Service Bureau. It is understood that no charge is to be made for this service.

Name.....

Address.....

City.....
If employed give name of firm

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9—J. C.

ELGIN NATIONAL WATCH CO.
ELGIN, ILLINOIS

THE HOROLOGICAL REVIEW

Calculating Sizes of Escape Wheels and Pallets.

Written expressly for The Jewelers' Circular-Weekly by T. J. Wilkinson.

(*Continued from issue of Sept. 6*)

PART 2.

WE have mentioned rules which, when applied to triangles, will explain the length of their sides. By obtaining the



FIG. 7.

length of the sides we can establish moduli or sets of standard figures which, when

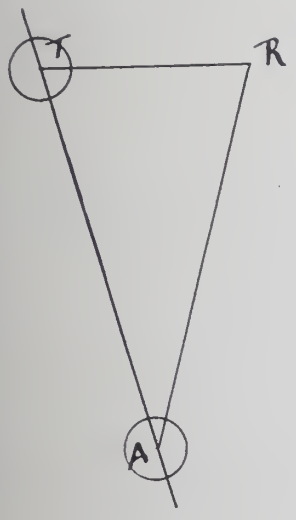


FIG. 8.

multiplied by the distance of centers, will give the sizes of certain parts of an escapement. The drawings, Figs. 7 and 8, show two triangles extracted from Fig. 9. These drawings represent parts of an escapement draft which we purpose to analyze.

In the illustration referred to the line A T is the hypothenuse of each right angled triangle, being the sides of greatest length.

When we are considering the angle at AF, Figs. 7 and 8, A S and A R become the sides adjacent, and S T and T R are the sides opposite angle A

If we concede that A to T represents unity, viz., 1; and the angles T A S, T A R each contains 30 degrees, we can, given the length of the side A T and the angle at A, determine by the aid of trigonometry the length of the remaining sides and also calculate the remaining angles. The rules whereby they can be calculated are given below:

Rule 1—Side opposite = Hypothenuse multiplied by sine.

Rule 2—Hypothenuse = Side opposite divided by sine.

Rule 3—Side adjacent = Hypothenuse multiplied by cosine.

Rule 4—Hypothenuse = Side adjacent divided by cosine.

Rule 5—Side opposite = Side adjacent multiplied by tangent.

Rule 6—Side adjacent = Side opposite multiplied by cotangent.

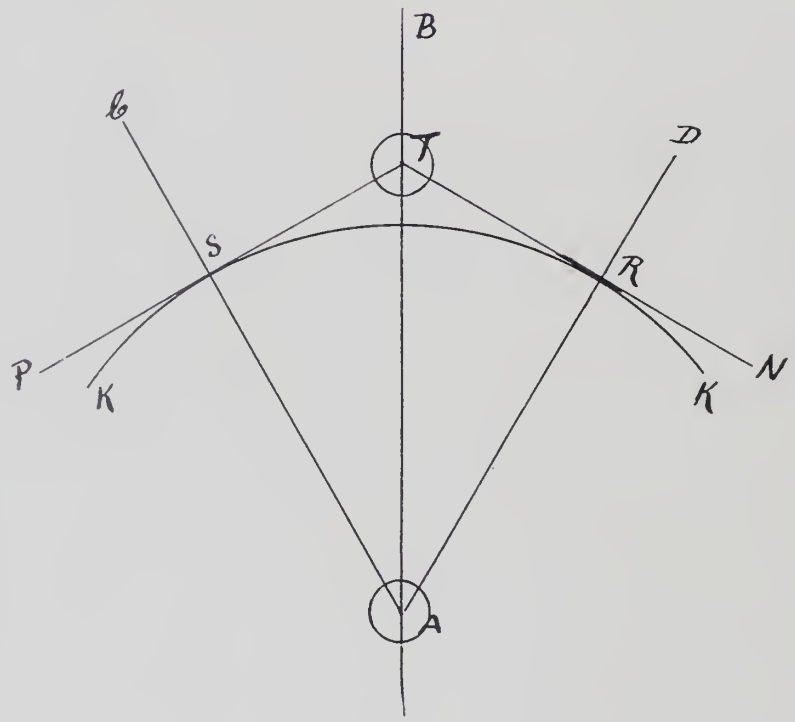


FIG. 9.

Rule A—Sine = Side opposite divided by hypothenuse.

Rule B—Cosine = Side adjacent divided by hypothenuse.

Rule C—Tangent = Side opposite divided by side adjacent.

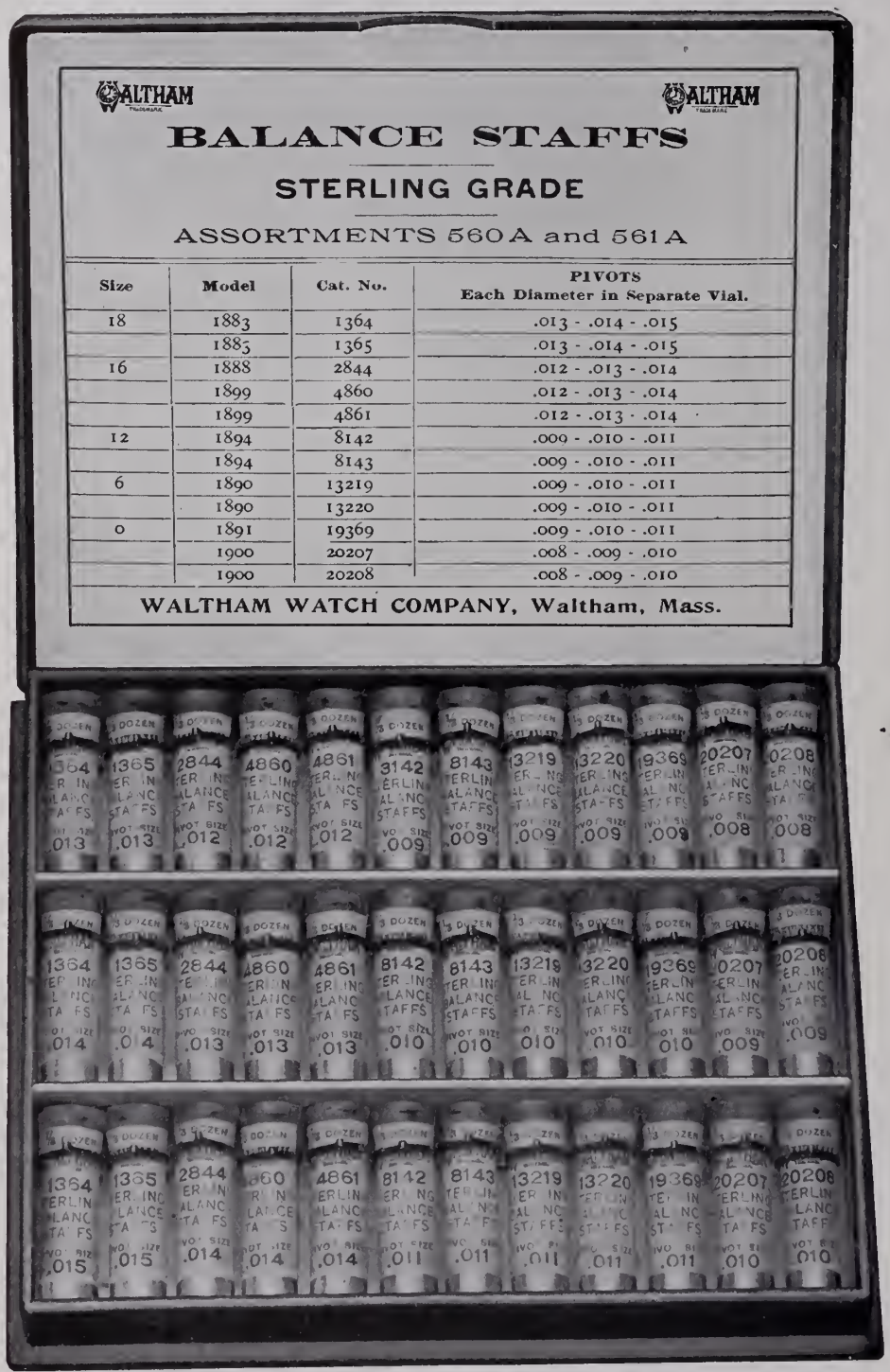
Rule D—Cotangent = Side adjacent divided by side opposite.

To apply the foregoing rules to the right angled triangles, Figs. 7 and 8, we have given A to T as being of unit length and the angles T A R, T A S each as containing 30 degrees. Given these we can solve

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SPECIAL ASSORTMENTS.

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560A	2	Gross,	3	Sizes	Pivots	for	each	of	12	Catalogue	Numbers,	Sterling-Royal	Grade	$20.00
561A	1	"	3	"	"	"	"	"	12	"	"	"	"	10.50
562A	1	"	3	"	"	"	"	"	12	"	"	Riverside	"	30.00

WALTHAM WATCH COMPANY, - - WALTHAM, MASS.

the length of the sides A S and A R, likewise S T and R T.

Given one side and one angle we can use Rules 1 or 5 to find side opposite. In the instance before us we can only apply Rule 1 because Rule 5 calls for the side adjacent, which at present is unknown.

To find the side adjacent we can use Rule 3 or 6. To make use of Rule 6 the side opposite must first be calculated.

If we did not know the hypothenuse, we could work the problem out by Rules 2 or 4, whichever applies to the problem then before us. Should he length of the sides be given the sine, cosine, tangent, etc., can be worked out by the following rules A, B, C and D. In this manner calculations can be checked and re-checked.

To return to the problems before us as shown in Figs. 7 and 8, namely, determining the lengths of A S, S T and A R, R T. We have given the hypothenuse A T as 1, the angle A as 30 degrees, let us find length of side opposite angle A; that is, S T, Fig. 7, or T R in Fig. 8. This can be done by applying Rule 1, which says hypothenuse multiplied by sine gives side opposite.

Looking up the table of sines we find that the sine of 30 degrees equals .5. Working out the problem by the rules given means 1 × .5 = .5. Consequently we know that S to T or T to R measures .5.

Our knowledge of either Figs. 7 or 8 is now as follows:

Hypothenuse A to T equals	1
Side opposite S to T equals	.5
Angle A equals	30 degrees
Sine angle A equals	5

Figure 7 is right angled at S and Fig. 8 is right angled at R. In either figure the sides S A or A R must be known to complete our knowledge of the triangles.

The lines S A and R A are both adjacent to angle A. To find the length we can use either Rules 3 or 6, using Rule 3, which says the side adjacent equals the hypothenuse multiplied by the cosine.

By referring to a book of tables of natural sines, cosines, etc., we find under 30 degrees that its cosine is .866 practically; the hypothenuse we know is 1. Therefore 1. × .866 = .866, which is the length of either S A or R A, Figs. 7 and 8, also of the same lines in Fig. 9.

It is in the lines S A, R A, that this paper is most interested, as we shall now explain.

Let A B, Fig. 9, be the line of centers, A being the center of the escape wheel. From A and on each side of A B, lay off the 30 degree-angles C A B, D A B.

Next describe the arc K K having a radius of .866. Where this arc intersects the line C A, namely at S, draw the line P T tangently, to the arc K K; also draw the line T N tangent at R to the arc K K. With the tangent lines we are not at present interested in, but will be when later we come to the question of pallet radius.

The lines of interest to us are the radii S A, R A, because they represent the radii of the escape wheel, as drawing illustrates.

We calculated that either S A or R A equalled .866, when the distance of centers equalled unity.

The figures .866 are the standard figures or modulus which, when multiplied by any center distance, give the radius of an escape wheel with ratchet teeth suited to that distance. The modulus for the *diameter* of this type of wheel is naturally .866 × 2 = 1.732, which, when multiplied by any center distance, gives diameter of this type of escape wheel suited to the distance measured.

In this paper tables are given showing the correct size of an escape wheel for a given distance of centers.

Table 1 gives the *radius* of a wheel. This table has been constructed because some may prefer using a depthing tool. Suppose the wheel is mounted on its pinion, the female point can be placed over the pivot, and the V end adjusted to reach the tip of a tooth. If the tool is correct a reading of the measure of the wheel's radius can be taken from opposite end of tool.

Table 2 gives us the *calculated* diameters as illustrated by the line A B, Fig. 10, which reaches from circumference to circumference.

Table 3 gives the *measured* diameter in Fig. 11. It will be seen that the diameter line E F is drawn from the point F on one tooth to the point E, midway on the straight line, connecting two teeth. This line, viz., E F, is shorter than the line A B, Fig. 10. This shortening we shall calculate to establish the measured modulus.

As compared with the real diameter, the measured diameter will be less by D to K, Figs. 12 and 13. The points of the teeth A and C are 24 degrees apart, Fig. 12. Dividing this angle into two parts, as Fig. 13 shows, we find that when the radius is 1 the cosine of 12 degrees equals .97815, viz., from B to D, Fig. 13. The versed sine, D to K, equals 1 minus the cosine. Therefore 1. — 97815 = .02185. This is the measure of the versed sine D to K,

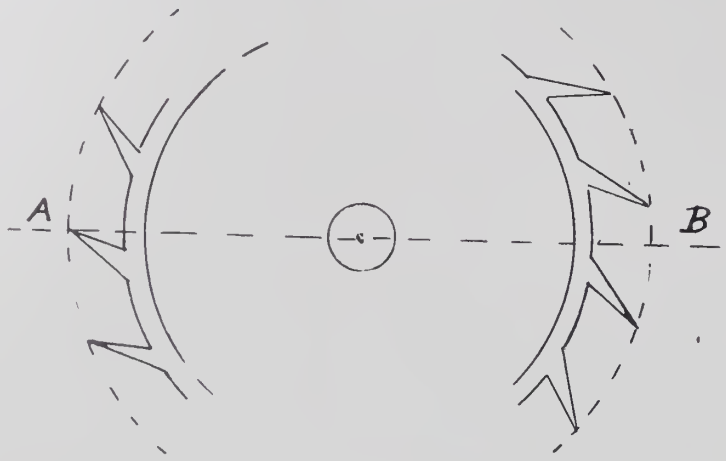


Fig. 10.

the radius B K being 1.

When we figure the *diameter* as 1. the radius will be .5 and the versed sine will equal (.02185 × .50) .0109250. Subtracting this from a diameter of 1 it gives practically .99.

The modulus for the real diameter of escape wheel, as calculated, is 1.732. To obtain the modulus of the measured diameter multiply 1.732 by .99; result is 1.714. This is the modulus required to calculate the measured diameter of the escape wheel. For instance, center distance equals

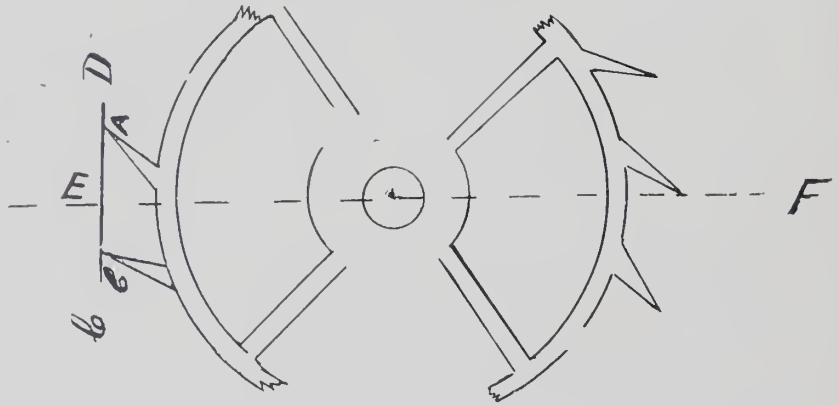


Fig. 11.

5 M M determine the measured diameter; 5. × 1.714 = 8.570 M M represents the wheel's measured diameter.

We have made use of the term "calculated diameter" in this paper and will substitute the term calculated by real in the tables.

TABLE No. 1.

RATCHET ESCAPE WHEEL.

Radius modulus, .866. *Center distance.* *Millimeters.*		Center Distance, 1. *Wheel radius.* *Millimeters*
3.0	=	2.59
3.1	=	2.68
3.2	=	2.77

THE HOWARD WATCH

THE biggest trait of the American man stands back of the demand for the HOWARD Watch—*his eagerness to pay for value received.*

It goes with his earning capacity and his scale of living—with his big way of doing things and seeing things.

The HOWARD demand is a force for all time—in the stores of the progressive jewelers in every locality of the United States.

It is bound to grow, because it is fundamental with the American and his needs—not imposed on him from the outside.

No man can foresee how far it will grow. But one thing is certain—that the jeweler who makes himself HOWARD Headquarters *now* will get the lion's share of the future trade in HOWARD Watches.

Keep up your *assortment* of HOWARDS. Order from your jobber.

E. HOWARD WATCH WORKS

WALTHAM, MASSACHUSETTS

3.3	=	2.85
3.4	=	2.94
3.5	=	3.03
3.6	=	3.11
3.7	=	3.21
3.8	=	3.29
3.9	=	3.37
4.0	=	3.46
4.1	=	3.55
4.2	=	3.63
4.3	=	3.72
4.4	=	3.81
4.5	=	3.89
4.6	=	3.98
4.7	=	4.07
4.8	=	4.15

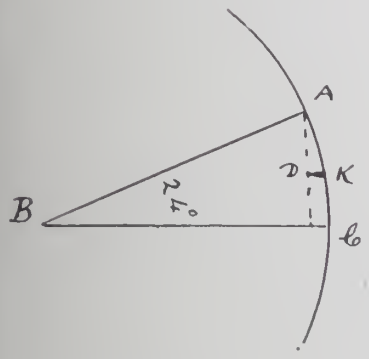


FIG. 12.

4.9	=	4.24
5.0	=	4.33
5.1	=	4.41
5.2	=	4.50
5.3	=	4.58
5.4	=	4.67
5.5	=	4.76
5.6	=	4.85
5.7	=	4.94
5.8	=	5.02
5.9	=	5.10
6.0	=	5.19
6.1	=	5.28
6.2	=	5.36
6.3	=	5.45
6.4	=	5.54

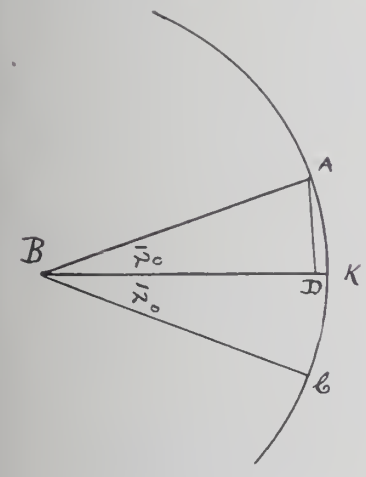


FIG. 13.

6.5	=	5.62
6.6	=	5.71
6.7	=	5.80
6.8	=	5.88
6.9	=	5.97
7.0	=	6.16

TABLE No. 2.

RATCHET ESCAPE WHEEL.

Real diameter. Modulus 1.732. Center distance, 1.

Center distance. Millimeters.		*Real diameter. Millimeters.*
3.0	=	5.19
3.1	=	5.36
3.2	=	5.54
3.3	=	5.71
3.4	=	5.88
3.5	=	6.06
3.6	=	6.22
3.7	=	6.40
3.8	=	6.58
3.9	=	6.75
4.0	=	6.92
4.1	=	7.10
4.2	=	7.27
4.3	=	7.44
4.4	=	7.61
4.5	=	7.79
4.6	=	7.96
4.7	=	8.14
4.8	=	8.31
4.9	=	8.48
5.0	=	8.66
5.1	=	8.83
5.2	=	9.00
5.3	=	9.17
5.4	=	9.35
5.5	=	9.52
5.6	=	9.69
5.7	=	9.87
5.8	=	10.04
5.9	=	10.21
6.0	=	10.39
6.1	=	10.56
6.2	=	10.73
6.3	=	10.91
6.4	=	11.08
6.5	=	11.25
6.6	=	11.43
6.7	=	11.60
6.8	=	11.77
6.9	=	11.95
7.0	=	12.12

TABLE No. 3.

RATCHET ESCAPE WHEEL.

Measured diameter modulus, 1.714.

Center distance. Millimeters.		*Measured diameter. Millimeters.*
3.0	=	5.14
3.1	=	5.31
3.2	=	5.48
3.3	=	5.65
3.4	=	5.82
3.5	=	5.99
3.6	=	6.17
3.7	=	6.34
3.8	=	6.51
3.9	=	6.68
4.0	=	6.85
4.1	=	7.02
4.2	=	7.19
4.3	=	7.37
4.4	=	7.53
4.5	=	7.71
4.6	=	7.88
4.7	=	8.05
4.8	=	8.22
4.9	=	8.39
5.0	=	8.57
5.1	=	8.75
5.2	=	8.91
5.3	=	9.08
5.4	=	9.25
5.5	=	9.42
5.6	=	9.59
5.7	=	9.76
5.8	=	9.94
5.9	=	10.11
6.0	=	10.28
6.1	=	10.45
6.2	=	10.62
6.3	=	10.79
6.4	=	10.96
6.5	=	11.14
6.6	=	11.31
6.7	=	11.48
6.8	=	11.65
6.9	=	11.82
7.0	=	11.99

A study of the above tables should show that giving the moduli, calculations become of the simplest character.

(To be continued.)

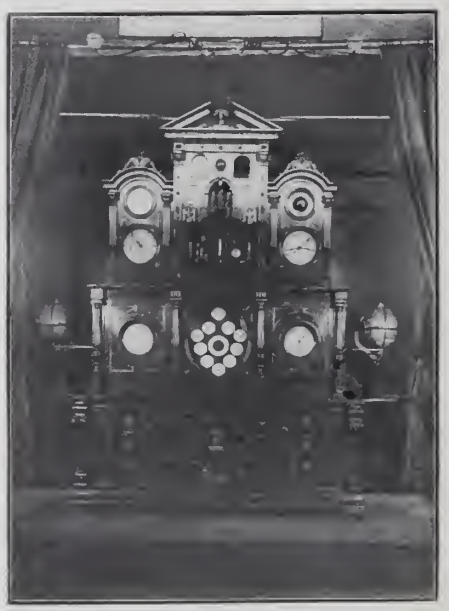
Tobias Johnson, Eagle River, Wis., has been succeeded by W. D. Richmond.

The Branaman Jewelry Co., Grand Valley, Colo., has been succeeded by B. B. Branaman.

Interesting Clock Displayed at Pittsburgh Exposition.

JEWELERS and professors of astronomy and others have become greatly interested in the Gebhard astronomical clock, which has been displayed at the Pittsburgh Exposition. The builder was the late Prof. Christian Gebhard, who was professor of astronomy at the University of Marseilles, France. He began the construction of the clock in 1865, and it was not completed until 30 years later. He died six years after its completion. A son of the builder, Paul Gebhard, now has the timepiece in charge, and lectures on its construction and mechanism, telling of its wonders. The clock has been at the Smithsonian Institute and at many of the noted observatories of the country.

The great timepiece is not only regarded



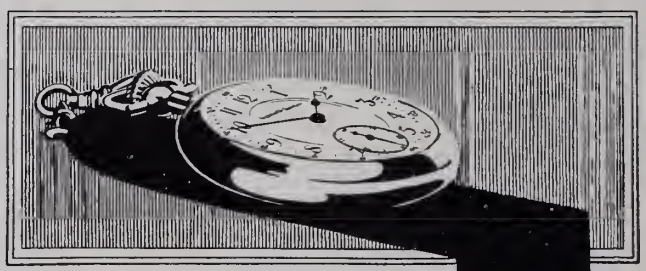
INTERESTING CLOCK DISPLAYED AT PITTSBURGH EXPOSITION.

as a mechanical marvel, but it is said that it has demonstrated the mathematical precision developed by the inventor. It is composed of 15,000 pieces, and has 28 separate mechanical movements which work under the propulsion of a single pendulum. Its dial contains the exact time of 10 of the leading cities of the world as well as all the different systems of time. Figures appear at stated intervals and move about with some specific meaning.

The clock also shows the exact movements of all of the planets of the universe and their respective positions with regard to the sun and the earth at all times of day and night. Some of these movements are so slow that the hand of a single dial moves around but once in 29½ years. It is asserted that this clock explains to the student more of what the great mysteries of the universe are than months of theorizing in the lecture room.

The clock is a free display. Its intrinsic value has never been reckoned in dollars and cents. It is 10 feet high, 10 feet wide and three feet deep. It is hoped to have the clock retained in this country and located in one of the great universities.

This is the New Ingersoll-Trenton



$22.00 to $35.00

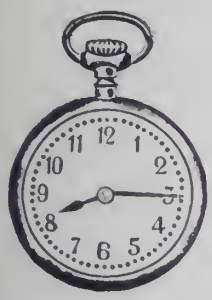
It is a 19 jewel watch of highest quality, adjusted to temperature isochronism and five positions. Its equal cannot be found in watches, of the same grade, made in this country.

Sold to jewelers only. Ready October 1st.

ROBT. H. INGERSOLL & BRO.

New York Chicago San Francisco
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THE LADY RACINE



10 Line

Lady Racine watches have been on the American market for the past forty years and sold to the best trade throughout the country, and we have yet to hear of one jeweler who will say the Lady Racine is not a good watch and the best chatelaine watch made.

They come in both cylinders and levers. Do not be prejudiced against the cylinders, as they are entirely factory-made, very reliable, and guaranteed to give satisfaction.

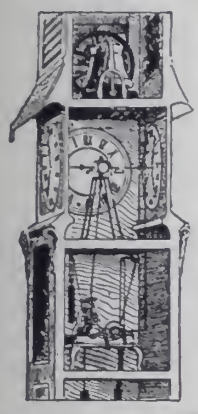
Lady Racine Watches are made to run, keep time and last a lifetime. They come in 10 and 11 line Hunting and open face, with gun metal, silver, gold filled and solid gold cases of all styles. Finished material on hand.



11 Line

JULES RACINE & CO., Exclusive Importers

NEW YORK, 37 Maiden Lane CHICAGO, No. 31 No. State Street





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For particulars write us, mentioning The Jewelers' Circular-Weekly.

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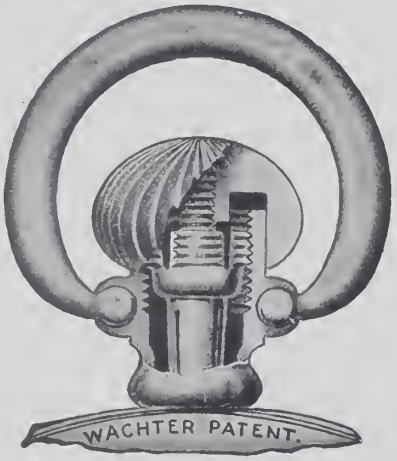
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Buy Watches with the Wachter Safety Watch Bow

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FIFTY PER CENT. PROFIT TO YOU ON EVERY WATCH SOLD

"ALDEN"—16 Size
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Pacific Coast Agents, B. W. FREER CO., San Francisco

"ALDEN"—16 Size
20 Year Gold Filled
Jointed or Screw Cases





STORE KEEPING DEPARTMENT

That this department shall prove mutually beneficial to our readers, it is desirable that the members of the trade geneally communicate with THE JEWELERS' CIRCULAR-WEEKLY regarding any advantagenous device or plan which they are utilizing in connection with their business.

Window Display for the Autumn Season.

Prepared expressly for The Jewelers' Circular-Weekly.

WEDDINGS are a source of considerable income to the jeweler who carries a line of silverware in addition to his general stock, and the suggestion is advanced that it would be well to make a special window display of appropriate articles, at a season when marriages are much more numerous than at other times of the year.

Such a display could emphasize the fact that the articles shown were intended as especially the bride; otherwise your goods might be supposed to be old-fashioned. The ring also can be made of cardboard, covered with gold paper. It is suspended in the center of a framework of gothic arches, and pinnacles suggesting a church entrance. This framework can be made of cardboard, cut in the desired shapes, and painted dark brown, then sanded to imitate stone.

The whole framework will be reinforced in back with wooden lathes to hold it up. In the two arches on either side of the large central one suspend a white paper bell. Festoon the arches with ropes of Autumn leaves, and orange blossoms made of crape paper. On either side of the steps, on which are the bridal couple, make a bank of chrysanthemums or roses, and as a background to all use some dark green palm leaves. Have a strip of dark velvet coming down the steps, on which can be displayed the smaller articles of jewelry, in front of the bridal couple. The larger articles can be on the lighter ground on either side.

Light gray velvet would be very appropriate for use in this display.



A WINDOW DISPLAY FOR THE AUTUMN SEASON.

edding presents, suggested by the use of me decorative setting, such as shown in e illustration.

Of late years, the Autumn months have ecome the rivals of the traditional June onth as a season for weddings, so now the time to arrange a special display of fts.

In our illustration, the central figures of e bride and groom stepping through the edding ring, are dolls. Make it a point have these dressed in the latest fashion,

Doing vs. Bluffing.

By C. FIRST JOHNSON, in the *Business Philosopher*.

MAN'S individuality is measured by the development of his *intellect, sensibilities* and *will*.

The days of the "bluffer" are passed, if indeed they were ever here. By your work you are known. "Bluffers" are too much like airships. You can get them to ascend to a certain height and attract the amazed attention of the onlookers; but the first unfavorable gale sends them ignominiously to earth again. The "bluffer" cannot play the real success game. He stops.

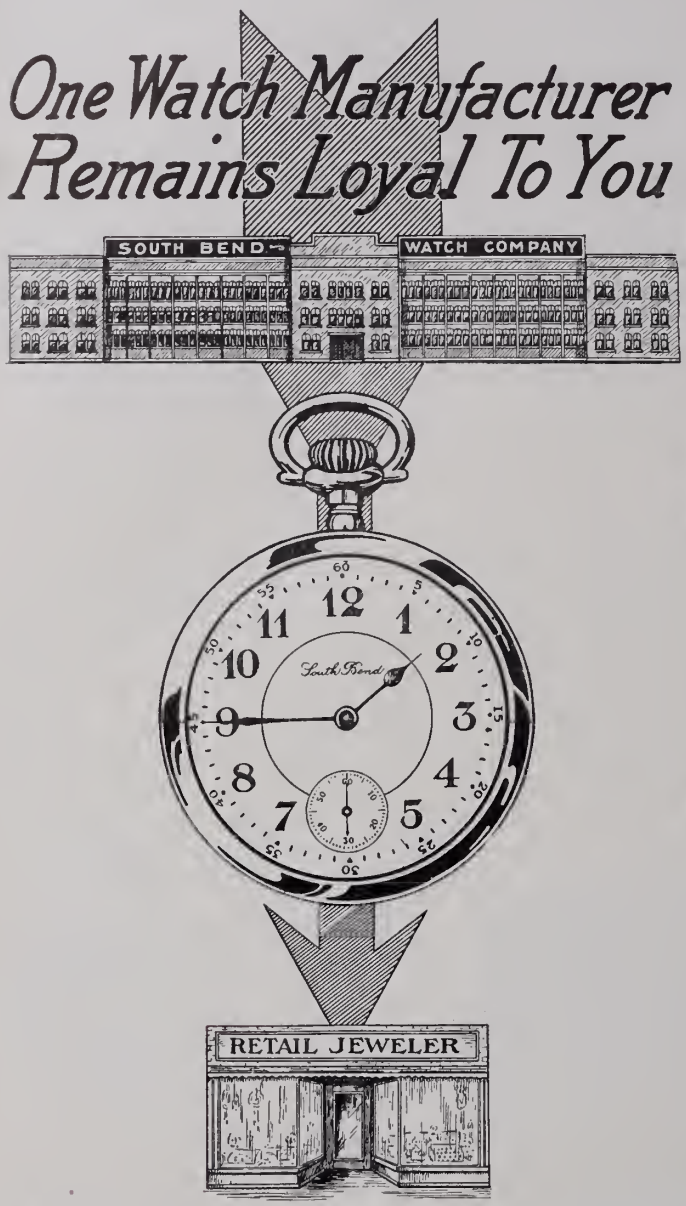
The man who plays the game of success keeps going. When one task is finished, he jumps into another. He never hesitates, falters, wavers or waits; but keeps going. He realizes that activity breeds ambition, energy, progress and *power*—while hesitation breeds idleness, laziness, shiftlessness, sloth.

He knows inspiration is more likely to strike a busy man than an idle one. He knows the cause of success is the same in all cases, and the cause of success is in the *person* who *succeeds*. He is certain that there are people with fine musical talent who fail as musicians; with good mechanical ability who fail as carpenters, blacksmiths, and machinists; with deep spirituality and fluent use of language who fail as clergymen; with keen and logical minds who fail as lawyers; with special and extensive education who fail as teachers.

He knows also that the special faculties used in his work are the tools he uses, but success does not depend alone on having good tools; it depends more on the power which uses and applies the tools. He makes sure his tools are the best possible in accordance with his abilities, and he proceeds forthwith to cultivate his faculties to the desired extent by the use of his reason, desire, courage, energy and perseverance; all of which make him the architect of his own future—the actual builder of his own life; and he *builds* as he *wills*.

He is one of those who realizes that he must show his worth when he makes his claims. He reasons that the greatest good a man can do is to cultivate himself, develop his powers in order that he may be of largest service to humanity, and the best educated men are those who get their brain

One Watch Manufacturer Remains Loyal To You



EVERY manufacturer of watches knows the only way to give you absolute protection against mail-order houses, etc., is by selling direct to you.

And yet the only watch sold direct and only to you, at this time, is the *South Bend*. We have been successful in selling direct because we have been sincere in protecting your interest and have given you a watch you could conscientiously recommend to your trade.

No man ever successfully courted two girls at the same time, and no watch manufacturer can successfully gain the retail jewelers' support until he has proved conclusively that he is sincere in executing his policy of selling to the jeweler only. That is exactly the secret of our success.

But the *South Bend* Watch offers you still more than protection, and that is our Business Building Service which we will be glad to tell you about on receipt of your inquiry.

South Bend Watch Company
Makers of Master Timepieces
South Bend, Ind.

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Horological Department
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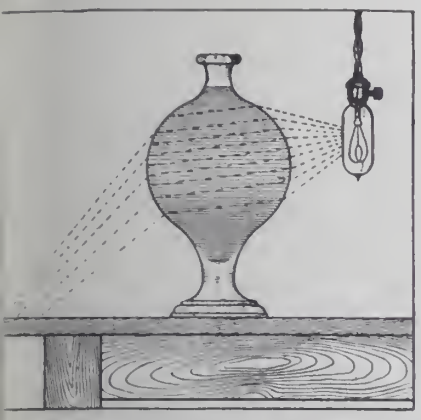
Storekeeping Department.

evelopment out of their daily work. He never wandering around with the Please-excuse-me-for-living" air, but he comes a great builder.

Green Light for Jewelers.

(From *Popular Electricity.*)

T is an interesting fact that green light seems to be the best adapted for fine welry work. A simple way to obtain such light for the workbench is to use a spe-



GREEN LIGHT FOR JEWELRY WORK.

water lens, colored green, as shown in drawing.

his may be on the order of the large ored globes seen in drug store windows. e lamp is then suspended on the opposite of the globe from the work in hand.

: Store of L. P. Davis, Fort Worth, Tex.

HOWN herewith is an interior view of the store of L. P. Davis, Fort Worth, s. The decorative scheme of this store very attractive. The interior is of nch staff in old marble effect. The kground is blue, blending into a rich rl coloring.

ight Mission show cases are arranged und the store, and are illuminated with cy silver curved arches, extending from n corner of the cases. This illumination es an effective display of the contents he cases.

he store is 18 feet wide by 40 feet deep. he window space is 11 feet wide by six deep. The background is hung with et and gold lace trimming with small uettes and graduating shelves of plush. he windows are redecorated each week.

cCarthy, Cunningham & Co. have been eeded by J. A. Cunningham & Co. at eboro, Mass.

a commercial review in Austria, sub- ed by the Consul General, Charles bey, at Vienna, to the Bureau of Manu- ures, he submits a table giving the e of exports from Vienna, Prague, henberg, Carlsbad and Trieste to the ed States during 1910. In this table is tioned jewelry and millinery ornaments, vhich $6,079,461 worth were exported ng that year.

Your Impress.

NOW, what is your niche in the mind of the man who met you yesterday?
He figured you out and labeled you; then carefully filed you away.
Are you on his list as one to respect, or as one to be ignored?
Does he think you the sort that's sure to win, or the kind that's quickly floored.
The things you said—were they those that stick, or the kind that fade and die?
The story you told—did you tell it your best? If not, in all conscience why?
Your notion of things in the world of trade did you make that notion clear?
Did you make it sound to the listener as though it were good to hear?
Or was it the talk of a better man in a clumsier language dressed?
Did you think while you talked? Or but glibly recite what you had heard or read?
Did you mean, right down in your heart of hearts, the things that you then expressed?
Think—what is your niche in the mind of the man who met you yesterday,
And figured you out and labeled you; then carefully filed you away?

—*Strickland W. Gillilan.*

A Float that Won a Prize.

THE illustration below shows the handsome float which was entered in the Centennial Industrial Parade in Pottsville, Pa., recently, by Robert C. Green's Son, a manufacturing jeweler of that place.

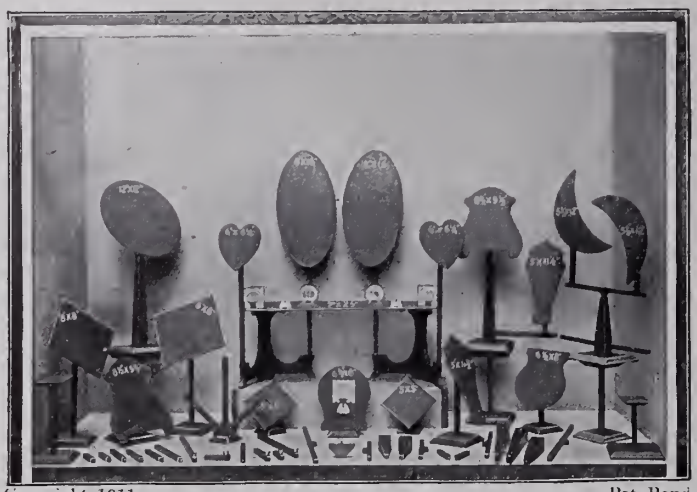
The float was voted the handsomest in line, and the jeweler received a prize for his entry. There were over a thousand white and yellow chrysanthemums used in its makeup.



ATTRACTIVE FLOAT REPRESENTING THE FIRM OF R. C. GREEN'S SON, POTTSVILLE, PA.



A VIEW OF THE STORE OF L. P. DAVIS, FORT WORTH, TEX.



Copyright, 1911. Pat. Pend.
The Above Illustration Shows the Entire Set of 100 Pieces.

ONKEN
INTERCHANGEABLE WOOD WINDOW FIXTURE
YOUNITS
TRADE MARK

WINDOW TRIMMING SIMPLIFIED

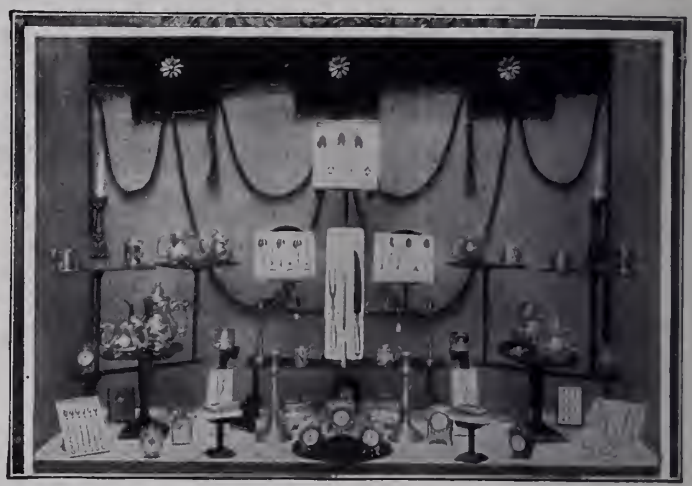
What heretofore was a drudgery is now a pleasure The jeweler, like all other merchants, realizes his windows are his most valuable asset. Thousands of merchants proclaim in strong language the value of ONKEN INTERCHANGEABLE YOUNITS, for making attractive attention-drawing Window Trims. With the aid of a set of ONKEN YOUNITS you can make over 500 different Window Trims, all without the aid OF A TOOL, so easily adjusted any clerk can make Window Displays that will attract enough transient trade into your store to more than pay for the cost of fixtures each month. The set comprises all told 100 YOUNITS, in assorted lengths and kinds, so you can make fixtures to suit your particular style and kind of windows, and also make display stands for inside store use. Made of OAK, finished in the popular WEATHERED OAK (Mission) FINISH.

Set No. 11

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F. O. B. Cincinnati Factory

You can change your windows every week for the next five years.
You cannot exhaust the possibilities of my YOUNIT Fixtures.
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Send for "A Message From Hell," it has a moral and tells all about my YOUNITS.



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This Window Trim only took 53 YOUNITS of the 100 in the set.



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J. G. BELLAMY
Jeweler and Optician

SLATER, Mo., Sept 4, 1911.

The Oscar Onken Co., Cincinnati, Ohio:

Gentlemen—The set of ONKEN Wood Window Fixture YOUNITS, received about 30 days ago I have been using them in my window ever since they arrived, and I find them to be a wonderful means of displaying goods. There are so many ways of changing them and making different displays that you can keep your window looking new all the time. *It is a good investment*

Yours truly, J. G. BELLAMY

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No. 699 W. Fourth Ave.
CINCINNATI, O.

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Shipments Made Immediately

The Law and the Retailer.

By Bernhard Raymond, LL.B.,
of the New York Bar.

(Continued from issue of Sept. 6.)

HE employer is certainly not to be blamed for placing confidence in his ploye. It is indeed for the public's in- est to encourage and not to penalize. am, common experience has shown that dealings with one another, irrespec- e of the trade, occupation, calling or en- prise in which one is engaged, con- ential communications must of necessity made to employes or agents in order to omplish the object of one's enterprise legitimate undertakings.

t is really in the interest of public cy to preserve trade secrets and pro- such property rights tending to en- rage industry and perseverance, result- in general public benefit and advantage also acts in the interest of those in d of employment, who would otherwise erience great difficulty in securing em- vment in places where secret processes novel devices are in use, for fear that secrets would be made public, thus ex- ing the employer to great loss and ir- rable injury. True it is that one who estly discovers a secret process, or ts a novel method, practically acquires onopoly, but it is a monopoly in the ire of a patent right. It is a right ac- ed through one's own perseverance and est efforts and in no way exercised in raint of trade.

he recognition of such a right and its dental protection act but as a whole- e incentive and stimulates industry, per- rance and close application to one's ness or calling.

o warrant the granting of equitable re- by way of injunction against a former ant and employe, it must affirmatively ar that such servant or employe made of a secret, the property of the em- er, and that the employe is in no wise tled to share therein. Also that such loye obtained the knowledge of it ugh and by means of his connection the establishment of the employer.

f course, no agent can be restrained no relief afforded to enjoin an agent n selling an article or product claimed e manufactured in imitation of that e by the secret process or method. Es- ally is this true where no evidence or umstance is afforded tending to show the agent availed himself of any secret rmation secured while such agent was he employ of the owner of the secret ess.

n interesting case where the right of mployer to restrain employes from be- ing secrets was recognized and enforced at of Morrison-Moat, 9 Hare 241.

that case Morrison, who discovered a in medicine, entered into a partner- with Moat, reserving all rights to the t medicine. He told Moat of the secret. t was in duty bound not to reveal it. on of Moat was given employment in firm of the copartnership and his father led the secret to him. The court held that the father had no right to impart the secret information to his son without the authority from Morrison.

Upon appeal, the court said: "There is no doubt whatever that where a party has a secret in trade, employs persons under contract, express or implied, or under duty, express or implied, these persons cannot gain knowledge of that secret and then set it up against their employer."

Where an employe is given increased wages and agrees not to disclose the secrets of the business, he has no right to use the secrets so obtained for his own private use or to reveal them to others. 21 L. J. U. S. (Ch.) 248.

When Court of Equity Will Grant an Injunction Restraining the Use of a Confidential Trade Communication.

The very use of secret processes and trade secrets will furnish sufficient ground for injunctive relief at the hands of a court of equity, although no proof is offered to show any disclosure or communication to third persons.

It must be shown, however, that the secret information and the knowledge of the secret process and methods made use of by the defendant were obtained by him through and by reason of his employment in the establishment of the complainant. It must also be shown that such secret methods and trade secrets are employed exclusively in the complainant's place of business and are not of common knowledge in the particular line of business in which the complainant is engaged.

If such secret methods and trade secrets are in use in any one or more places of the same kind or any other kind of business, without infringement upon the rights of the complainant, that is, without the license of the complainant, honestly and lawfully, the complainant has no cause for complaint. The process, no matter how closely guarded by the complainant, no matter how honestly the complainant believes himself to be the sole possessor of the trade secret or secret process or method, has no standing in legal contemplation.

The complainant's right is recognized on the ground only that the process, method or device is a secret. It necessarily derives its value primarily from the fact that it is a secret. The general public is free to find it out by any fair, frank and honest means.

The court is warranted in extending its protective arm and afford him aid only against discovery in breach of the confidential communication and trust relation existing by virtue of the relations of "employer and employe."

To afford injunctive relief there must be indisputable proof of the process or method or device being a "secret" in the trade or business of the complainant. It is the secrecy of the process that gives the owner of it the exclusive right as against all the world.

The case of Tulman vs. Mulcahy, 119 App. Div., and 103 N. Y. Supp. 936, will be interesting to the reader.

In that case the complainant had in his employ a young woman under contract that she would not disclose or divulge to anyone any information obtained by her in the course of her employment, with reference to and concerning the money-lending methods and financial system practised in the complainant's establishment. She also promised that she would not, within a certain time, engage in the same business either as principal or as an employe. Upon leaving the business of the complainant she obtained employment in a similar business, and it was charged that she communicated information concerning the secret methods and financial systems practised by her old master to her new employer, and that she was therefore guilty of a breach of trust and a violation of the confidential relation existing between her and her old master.

The court held that it would be unjust to grant an injunction restraining her from remaining in the employ of the new establishment, but that she should be enjoined from disclosing and communicating the complainant's secrets, methods and systems and confidentially acquired information.

It is not necessary that an employe be expressly prohibited or precluded from such disclosure by written contract. An employe is bound not to disclose confidential information acquired in the master's employment of secret processes, devices and methods practised in the master's establishment. Such prohibition the law reads in o the contract of employment. In other words, such a prohibition is implied from the secret nature of the employment.

The case of Thum & Co. vs. Tloczynski, 114 Mich. 149, affords a splendid illustration of the implied duty of an employe not to divulge or disclose information secretly imparted to an employe under circumstances which make it clear to him that he is not to make it public to his master's injury.

In that case the complainant was engaged in the manufacture of fly paper by a secret process and by means of various hitherto unknown and complicated methods. The complainant took great precaution to exclude all strangers from the premises, and admitted only employes. Even employes were admitted only to that part of the plant where each was stationed in the plant during his employment.

The business of the complainant made rapid and decisive progress. Orders came thick and fast from all parts of the world and were filled at great profit to the manufacturer.

The defendant, who was in the complainant's employ, was aroused to the possibility of becoming rich over night and eventually decided to start a plant of his own for the manufacture of similar fly paper and by the identical process.

At the complaint of the Thum company the court held that the business of the complainant, and the process and methods adopted for the manufacture of the fly paper, was undeniably a "secret." That the defendant was fully aware of the fact, and the defendant was employed at the complainant's plant with the understanding that

(Continued on page 153)

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Ancient Glass at the Metropolitan Museum of Art.

By G. M. A. Richter, in the *Bulletin* of the Museum.

(*Continued from issue of Sept. 6.*)

"THE invention of mosaic glass is, like that of the primitive variegated type, due to Egypt. Here this art appears already fully developed in the Ptolemaic period.

"The classical collection also contains a number of such plaques, dating probably from the early Imperial period. Their technique is as follows: Pieces of glass of different colors were drawn out into thin threads which were placed together according to a given pattern, fused so as to form a compact rod, and then drawn out still farther if the pattern was to be reduced in size. By cutting up this rod into transverse sections, a series of small plaques was obtained, each of which reproduced the same pattern. These were backed with plates of glass and could then be used for inlaying. But this technique was not confined merely to small plaques; it was used for the production of the so-called Millefiori or Mosaic vases, which are among the finest products of the ancient glass industry. In these, various sections, produced in a manner similar to that just described, were placed together and pressed into a mold. They were there joined to each other, either merely by the application of heat, which fused them at the edges, or by blowing a bubble of clear glass on the inside of the vase. A variety in the patterns was obtained both by dipping the rods into liquid glass, thus obtaining a coating of a different color, and by cutting up the rods obliquely and lengthwise instead of transversely. In sections cut lengthwise the various threads which make up the glass rod appear as long bands, and vases made up from these are called *banded* glass. In these some of the rods were twisted spirally and their sections thus show an intertwined pattern. Another pattern was obtained by 'flashing' a plate of glass, that is, dipping it one or more times into liquid glass, and then rolling it spirally. Here the sections appear as spirals, which could be further expanded by blowing. The chief charm of these mosaic vases, which consist chiefly of bowls, is the fact that the pattern goes right through, so that when held against the light the beauty of the colors and the effective contrast between the transparent and opaque pieces of glass are seen to greatest advantage. The most flourishing period of these vases appears to have been the beginning of the first century A. D., and, to judge from the places where they have been found, they appear to have been manufactured chiefly in the Orient and in Italy. It is possible that these vases are to be identified with the Murrina or Murra mentioned in such enthusiastic terms by ancient authors. The Venetians of the Renaissance appear to have greatly admired these mosaic bowls and imitated them extensively. These examples can generally be distinguished easily from the ancient ones by their cruder coloring The Venetians invented the name Millefiori (a thousand flowers), the varied pattern resembling a bunch of flowers.



ONYX GLASS IN THE METROPOLITAN MUSEUM.

ONYX GLASS.

"In the class of mosaic vases belong also the so-called Onyx vases, which have the appearance of veined marble. They are produced by melting glass threads of different colors and thickness to form a ball and allowing them to flow into each other while the vessel was blown, the pattern coming out according to the will and skill of the blower. Like the Millefiori bowls, they belong chiefly to the first century A. D. Examples of Millefiori and Onyx vases have been assembled in floor case II. The two Millefiori bowls of the Charvet-Marquand Collection are among the finest specimens in existence.

"In the same case are also exhibited a number of vases painted with enamel colors. In these the insertion of opaque threads into the actual substance of the vessel, as practised in the primitive variegated glass, was imitated by the application of the pattern on the surface of the vessel by means of enamel colors, laid on with the brush and fixed by heat. They consist chiefly of small cups and bottles, but a noteworthy example is the beautiful urn, purchased in 1910. These vases are chiefly found on the Rhine, especially in Cologne, and belong to the third and four centuries A. D. They were, like the Millefiori bowls, imitated by the Venetians.

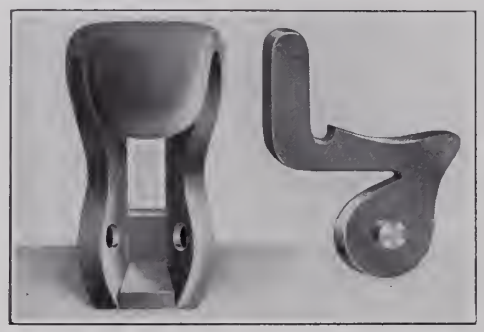
PAINTED AND GILT GLASS.

"Besides enamel colors for decorative bands, we find mineral colors employed for painting various scenes on glass. As these colors could not be fixed by heat, they have in a great many cases disappeared. The designs for these paintings were lightly engraved before the application of the colors. The earliest examples of such painted glass come from Egypt, but here the contours are not engraved. The classical examples mostly belong to the third and fourth centuries A. D. There are no specimens in our collection.

"Of great importance is the gilt glass, which consists mostly of round disks which formed the bases of bowls, popularly known by their Italian name, 'vetri a fondi d'oro.' The great majority of them have been found in the Christian catacombs, inserted in the walls, and belong to the third to the fifth centuries A. D. The process appears

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to have been as follows: While the glass was still hot it was covered with gold leaf. The design was then engraved on it with a sharp instrument, and the superfluous gold leaf removed from the background. The vessel was then dipped into liquid transparent glass, so that the gold design appears embedded between two layers of glass

MOLDED GLASS.

"The practice of blowing glass in molds was prevalent from the invention of the blowing-tube to the fifth century A. D. The process was as follows: The molds were made from a model, cut into halves, and then joined again. When the glass was blown into the mold this could easily be removed and used again, so that the process could be repeated indefinitely. The neck, lip, foot and handle were added by hand. Molded vases are either shaped in imitation of human heads, animals and various fruits, or are decorated with figures and ornaments in relief. Among the latter special mention must be made of the following classes:

"(1) Sidonian vases, consisting chiefly of small angular bottles decorated with various emblems and implements, cups and jugs, many of which bear the inscription of the maker. The name which occurs most frequently is Ennion; others are Artas, Neikon, Eirenaios and Megas. That these artists took great pride in their work is shown by a Greek inscription, which translated is, "Let the buyer remember," added after the signature, which formula we may take to be the ancient equivalent for our modern 'beware of imitations.' From the fact that the makers sometimes expressly call themselves Sidonians, it appears that these vases were made in Sidon, though they were afterwards also imitated in Italy. They are found from the first century B. C. to the first century A. D.

"(2) Cylindrical cups with inscriptions relating to games. The most frequent is one which translated means "Take the victory." These cups belong to the same period as the Sidonian vases, and also originated in the Greek Orient.

"(3) Cups ornamented with scenes from the circus and the arena. The shapes are influenced by the Roman sigillata ware. These were made in the North—in Gaul or England—during the first half of the second century A. D. The example in our collection comes from Montagnole, near Chambéry, France, and represents gladiatorial combats. The names of the combatants are inscribed.

"(4) Rectangular flasks, commonly known as "Mercury" flasks. They are often supplied with factory marks on the bottom, among which the most frequent are Mercury, Victoria, various animals, geometrical figures and inscriptions. Such flasks have been found in tombs of the second to fourth centuries A. D.

"(5) Barrel jugs. These jugs were produced chiefly in Gaul from the second to the fourth century A. D. They generally bear a factory mark, such as the name of the maker, on the bottom. The name Frontinus occurs the most frequently, so that we may suppose him to have been the originator of this class of vases.

"(6) Ribbed vases. Jugs, bottles and bowls of various forms were produced with ribbed decoration from the first century A. D. In Gaul and Germany they were especially popular during the third century A. D.

"(7) Cylindrical and prismatic jugs. These vases are generally made of heavy, greenish glass and often bear factory marks on the bottom. They occur from the first century B. C. to the third century A. D.

"(8) Cylindrical flasks and round bottles, with handles roughly shaped in imitation of dolphins. The handles were used for the insertion of little bronze chains, like those still preserved on some of our examples. These vases occur from the first century A. D., the cylindrical flasks lasting until the third, and the round bottles until the fourth century A. D.

"(9) Round and angular jugs with impressed reliefs consisting generally of Jewish emblems, such as the seven-branched candlestick, the temple-door and the palm. These are found in Palestine and are apparently products of Jewish manufacture of the fourth century A. D.

GROOVED AND SPIKED VASES.

"In addition to vases fashioned in o various shapes by means of molds, we find some which have been thus ornamented by hand. The vessel was grooved by holding a wooden instrument against the glass bubble while it was being blown, or it was pinched with a pair of tongs and thus supplied with a series of spikes.

"The practice of drawing out glass into thin threads and using them for the decoration of vases was, as we have seen, already practised by the Egyptians; but here the threads were completely embodied in the substance of the vases, so as to give the appearance of inlay work. In the early Imperial period (first century A. D.), the use of such threads for plastic decoration was first employed. In the beginning we may suppose that it was applied only around the neck, in imitation of the string used for fastening the stoppers of vessels; but its decorative quality was quickly realized and it was soon used to cover the whole body of the vase. Once introduced, its popularity continued throughout the period of the ancient glass industry. The process consisted of attaching little balls of glass to the vase while still hot and then drawing them out on its surface to form various patterns. Of these the commonest are horizontal, vertical and spiral bands, zigzag and wavy lines, and network. Variety was sometimes given to the pattern by pressing the threads of glass flat or indenting them in various ways; the glass threads are generally of a different color from the vase itself so that they detach themselves effectively from the ground.

(To be continued.)

China Industry of Bohemia.

[From Consul Will L. Lowrie, Carlsbad, Austria.]

ONE of the most important and flourishing industries of western Bohemia is the manufacture of chinaware. There are about 47 factories located in this consular district, with an army of workmen numbering 15,000. They range in importance from the small concern with a pay roll of 30 persons to the largest porcelain factory in Austria, with 1,500 employes and an equipment of the most modern machinery. American painting machines operated by compressed air are installed in many of the factories, but the electric motors are mostly of English make. As not all the concerns have installed jiggers operated by power, there seems still to be an open market for motors. A complete list of the china manufactories located in this district accompanies this report (and is filed in the Bureau of Manufactures).

Exports—Quality of Ware Produced.

A large percentage of Bohemian porcelain is exported. Great Britain is the largest purchaser, and the United States is second, taking about 13 per cent. of the yearly output, valued at $3,129,945. The exports of white and decorated china from Austria last year amounted to $3,118,798, and the amount shipped was divided as follows, in metric tons of 2,204.6 pounds:

Articles—White.	Quantity, Tons.
Germany	772
Dutch Indies	604
Italy	278
Roumania	273
Great Britain	224
Asiatic Turkey	219
Hamburg	205
United States	174
All other countries	988
Total	3,737

Articles—Decorated.	Quantity, Tons.
Great Britain	4,245
Germany	2,355
United States	2,134
Hamburg	1,081
Roumania	633
Australia	582
All other countries	2,416
Total	13 446

The exports of white china were valued at $419,747 and the decorated at $2,699,051.

There is a wide range in the quality of the chinaware manufactured in western Bohemia. One factory, which is visited annually by hundreds of Americans, produces exclusively hand-decorated ware of a high grade, which is sold to persons of wealth. Many table sets for royalty have been made there. This concern educates and trains its apprentices for decorators, giving them a special course in art at Vienna.

By far the largest part of the output of these 47 factories is a cheaper grade ware, with decalcomania (transfer) decorations. The designs are engraved and printed in the various establishments. One source of many orders is the demand for summer resort souvenirs in Great Britain. Thousands of these are exported annually, the price ranging down to 50 and 75 cents per dozen cups with a scene or picture of some famous watering place.

The factories are located in the smaller towns and villages of western Bohemia in the Eger Valley, from Elbogen to Teplitz. They have the advantage of near-by kaolin deposits and coal mines. Local bituminous coal is used for making steam, and the kilns are fired with anthracite from Brux, in the northern part of this consular district. The low cost of labor, coal and raw material places the manufacturers in a strong position to compete with those of other countries.



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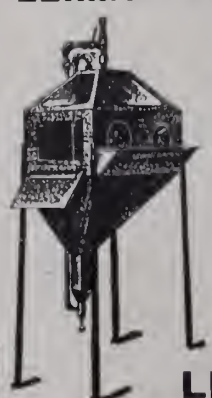
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WORKSHOP NOTES AND QUERIES

[Answers are also solicited from our readers to the questions published on this page.]
No attention paid to communications unless accompanied by full name and address of the writer.

QUESTION No. 2964.—**Second-Hand Dynamo for Gilding.**—*I am purchasing a second-hand dynamo formerly used for electric light. Can I use it for gilding purposes?* *A. G.*

ANSWER:—There are some dynamos made that can be converted from light producing to a low voltage for plating current. This is done by reversing the motion and changing the poles. A dynamo for plating purposes is especially wound for that purpose, and it is advisable not to try to use any other unless it is regulated by an experienced electrician. A dynamo used for producing electric light often creates a current strong enough to severely shock anyone coming in contact with the wires, and if this current was applied to the gilding tank it would be very dangerous for the operator. It is, therefore, best to consult an electrician.

QUESTION No. 2965.—**Silvering a Mirror.**—*How can I resilver a glass mirror?* *S. M.*

ANSWER:—According to the *English Mechanic*, proceed as follows: Clean the glass with alcohol and oxalic acid, and then with hot water and soda with diluted ammonia; next rinse in clean cold water; polish with chamois. First, dissolve 1½ ounces Rochelle salt in 3 ounces water, and filter. Second, dissolve 1½ ounces nitrate of silver in 4 ounces of water and add to the solution 1 ounce of liquid ammonia, drop by drop, until a brown precipitate remains; then add silver solution alternately until the whole of the silver solution has been used and the mixture has some of the brown precipitate in suspension; next filter the solution. When required for use mix the latter silver solution with the Rochelle salt solution and 12 ounces of water; then lay the glass plate, face downward, on the solution, and leave for at least one-half hour. The silvering should be varnished immediately to prevent oxidization.

QUESTION No. 2966.—**Brass and Copper Plates.**—*I wish to make small brass and copper plates by using rubber stamp for stamping design on the brass and copper, and then etching with acid. Will you kindly inform me what kind of rubber stamp ink to use that will resist acid for the unetched parts and the best acid combination to use for etching the exposed parts?* *L. C. S., St. Louis, Mo.*

ANSWER:—It is often difficult to obtain special designs on rubber stamps; the design will have to be produced so that the rubber stamp maker can get the impression wanted. Special designs may be engraved on soft metal, which will enable the rubber stamp maker to obtain an impression. The stamp must be so that the design wanted is prominent, so an impression can be made through the resist. The brass and copper plates should be thoroughly clean and painted over with asphalt varnish. If the pieces to be etched are flat, then paint over the backs first and allow to dry. The paint should be thin enough so that the stamp can be pressed through to the metal; if too thick, then thin with turpentine. The dried plates are now painted on the side to be etched, and before it dries the rubber stamp is used and the design stamped on. See that the design is stamped through the varnish and that the metal shows. Allow the plates to dry before attempting to use the acid. In place of asphaltum paint several other resists may be used. Some use copal varnish; others prefer beeswax dissolved in turpentine to the right consistency. A little experience is necessary to do the stamping in at the right moment, when the resist is dry enough so it will not run back again when the stamp is removed. If the plates are covered all around with the resist, then they may be laid in the acid and the etching will only be done on the exposed part. The etching acid may be nitric or sulphuric diluted with about one-third water. Place the painted, stamped and dried plates in a porcelain dish and pour in the acid, enough to cover the plates from one-quarter to one-half inch; let remain until etched deep enough. When the acid becomes weak add fresh acid. When etched enough rinse off in cold water and lay the plates in the turpentine. Let remain until the resist is dissolved off.

QUESTION No. 2967.—**Restoring and Coloring Celluloid and Tortoise Shell.**—*Kindly print in your weekly a formula to restore the original color of a comb which has been cleaned with alcohol and turned dull and white.* *R. W.*

ANSWER:—We are giving herewith recipes for the coloration of celluloid, polishing of celluloid and also the polishing of tortoise shell combs. You do not state whether the comb referred to is celluloid or tortoise shell, so we are giving recipes for each and trust some of them will be of service to you.

Recipe for Coloration of Celluloid.—*Black*: First dip into pure water, then into a solution of nitrate of silver; then let dry in the light. *Yellow*: First immerse in a solution of nitrate of lead, then in a concentrated solution of chromate of potash. *Brown*: Dip into a solution of permanganate of potash, made strongly alkaline by the addition of soda. *Blue*: Dip into a solution of indigo neutralized by the addition of soda. *Red*: First dip into a bath of diluted nitric acid, then into an ammoniacal solution of carmine. *Green*: Dip into a solution of verdigris. Aniline colors may also be employed, but they are less permanent. Recipe for Polishing Celluloid Combs.—Prepare a putty of hot soap, free from resin, in which equal parts of flour of emery and fine pumice have been mixed. It is best to have a leather buff on a lathe; use in connection with above preparation. Recipe for Polishing Tortoise Shell.—Tortoise shell may be polished by a revolving buff of a soft texture charged with rottenstone mixed with oil, or tripoli, or putty powder, the latter also mixed with oil. Another Recipe for Polishing Tortoise Shell.—Tortoise shell may be polished with finely pulverized pumice stone and oil, and followed by putty powder and oil, applied by a soft brush or with a pad made of cotton cloth.

QUESTION No. 2968.—**Workability of Tomback.**—*Is the copper alloy known as "Tomback" a workable metal and what is the color?* *W. T.*

ANSWER:—Tomback is a gold-yellow to red-brown brass containing not more than 18 per cent. of zinc. The malleability is very close to those of pure copper, and on this account is much used for stamping and spinning. Between 10 and 18 per cent. of zinc gives this alloy a color very close to that of gold, so that it is much used for art work that is to be given a final thin plating of gold. This alloy will discolor very quickly when exposed to the air. For castings this alloy gives the best results if from 2 to 3 per cent. of tin is added.

QUESTION No. 2969.—**Copper Bath Troubles.**—*We have an acid copper bath that is giving us some trouble. It does not color up well. How can we improve it?* *C. & B.*

ANSWER:—The trouble may be overcome by adding from 1 to 2 ounces of common alum to each gallon of solution. If this does not improve the deposit then reduce the solution by adding a little water and add metal, which is done by suspending sulphate of copper in an earthen dipping basket in the solution until it will take up no more metal.

QUESTION No. 2970.—**Buffing German Silver.**—*Kindly give me the best method of buffing German silver?* *B. G.*

ANSWER:—German silver is best buffed with a sewed cloth buff, from 1 to 1½ inches thick, run at a speed of about 1,500 revolutions and using finely powdered pumice moistened with oil.

The Law and the Retailer.

(Continued from page 147)

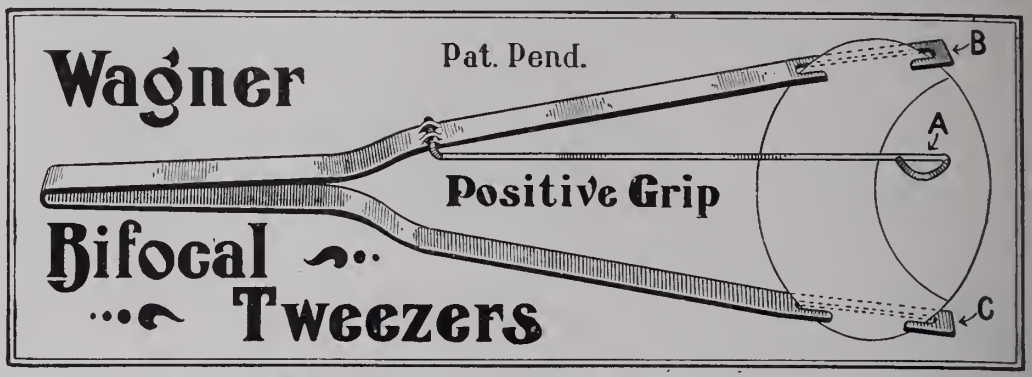
he would not disclose nor divulge nor in any way impart the secret information acquired by him in his master's employment, nor make use of same to the unquestionable injury of his employer.

That even though there was no express agreement between the parties, an agreement would be implied in law and a condition read into it from the facts, entitling the employer to restrain such an act.

(To be continued.)

Another New, Splendid Article—BIFOCAL TWEEZER

Every jeweler knows what trouble it is to hold the lens while cementing the bifocal, and this tweezer has won great favor as it is made specially for the purpose. The tweezer has two slots to hold any size lens and spring wire in center to hold segment of bifocal until cement sets. Also used to hold dials while soldering on feet. A most practical article, nicely finished, highly nickel plated. No. J-10137.
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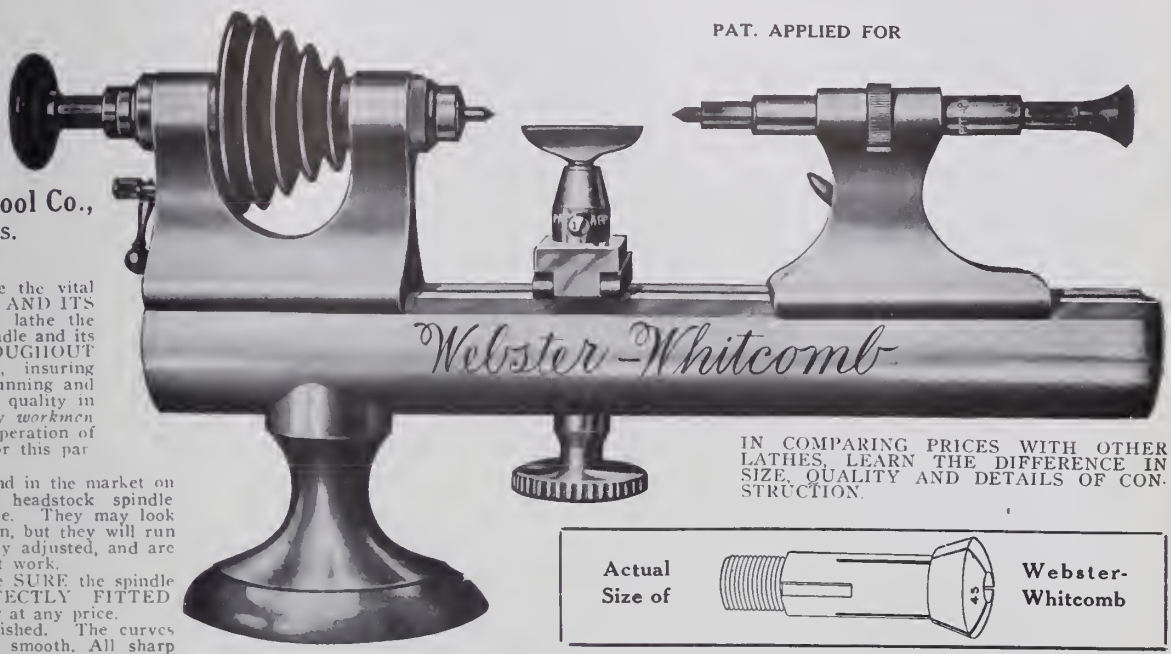
Manufactured by the

American Watch Tool Co.,

WALTHAM, MASS.

Webster-Whitcomb New Model Lathe

PAT. APPLIED FOR



IN a Watchmaker's Lathe the vital point is the SPINDLE AND ITS BUSHINGS. In this lathe the bearing surfaces of the spindle and its bushings TOUCH THROUGHOUT THEIR ENTIRE AREA, insuring continued TRUTH, easy running and greatest *durability*. This quality in our lathes is maintained by *workmen of long experience* in the operation of special machines devised for this particular work

Many lathes may be found in the market on which the front end of headstock spindle bears only on the 45° angle. They may look well on superficial inspection, but they will run hard if the spindle is closely adjusted, and are quite unreliable for perfect work.

In buying a new lathe be SURE the spindle and bushings are PERFECTLY FITTED Without this a lathe is dear at any price.

Our lathes are finely finished. The curves are true and the surfaces smooth. All sharp corners are carefully and uniformly rounded; this makes a great difference in the durability of the nickel plate. HEAVILY NICKELED.

In comparing lathes, the size and variety of CHUCKS, as well as the scope and general character of the ATTACHMENTS should be considered.

A chuck may look nice and shiny, yet be practically worthless. Examine critically the thread on our chucks in comparison with others. We do not use dies for threading our chucks. THEY ARE CUT IN A LATHE. The cone and body of OUR chucks are GROUND to correct FORM and size; the surfaces are STRAIGHT and TRUE; compare them under your eyeglass with the shiny ones. The thread and outer surfaces of a chuck, as well as its form and proportions, are important elements in its continued truth and durability. The holes in our chucks are GROUND to size and truth We caution you against imitations.

The GENUINE are stamped "WHITCOMB."

IN COMPARING PRICES WITH OTHER LATHES, LEARN THE DIFFERENCE IN SIZE, QUALITY AND DETAILS OF CONSTRUCTION.

Actual Size of

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LATHE, with Taper Chuck, Screw Chuck, 6¼ in. Cement Chucks, Tipover T Rest, 9ft. Round Belting and Chuck Box $31.00

LATHE, as above and 6 Wire and 2 Wheel Chucks (10 Chucks) 39.00

LATHE, as above and 10 Wire Chucks (12 Chucks).. 41.00

LATHE, *less Tailstock*, deduct $6.50 from the above prices.

Wire Chucks, each ..$1.00 Wheel Chucks, each ..$1.00

Snyder Chuck ..... 8.00 Universal Face Plate . 9.00

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Webster-Whitcomb **Magnus** Lathes

Webster-Whitcomb **MAGNUS** Latbe with Taper Chuck, Screw Chuck, 6¼ Inch Cement Chucks, Tipover T Rest, 9 Feet Round Belting and Chuck Box - - - - $35.50

Webster-Whitcomb **MAGNUS** Wire Chucks - - 1.50 Each

Webster-Whitcomb **MAGNUS** Wheel Chucks - - 1.50 Each

Webster-Whitcomb **MAGNUS** Headstock (will fit any Webster-Whitcomb Lathe) - - - 18.50

The Webster-Whitcomb **MAGNUS** Headstock, with larger chuck capacity, can be applied to any Webster-Whitcomb Lathe.

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W. W. MAGNUS



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The Right Kind of Filler for Doing Monogram Work

A perfect wax filler for monograms cut in ivory, pearl, celluloid, ebony, wood handle umbrellas, etc. Monofil has many advantages: it fills cuts flush with the surface and is not damaged by water or ordinary chemicals, and sticks tight in the monogram cuttings.

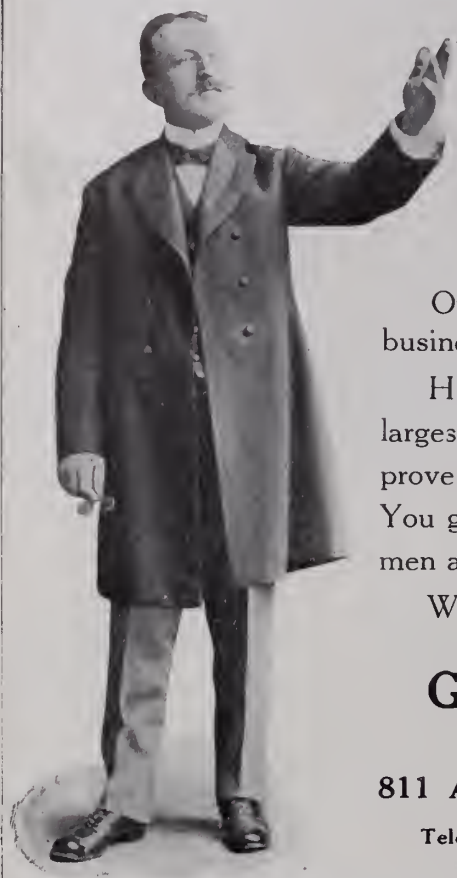
You know from experience how much trouble engravers have in doing monogram inlay work. Monofil can be applied without heating—simply by rubbing it over the monogram.



Monofil comes in six colors—dark blue, light blue, red, pink, black and white. Packed, 6 sticks in a box, for..... **$1.00**

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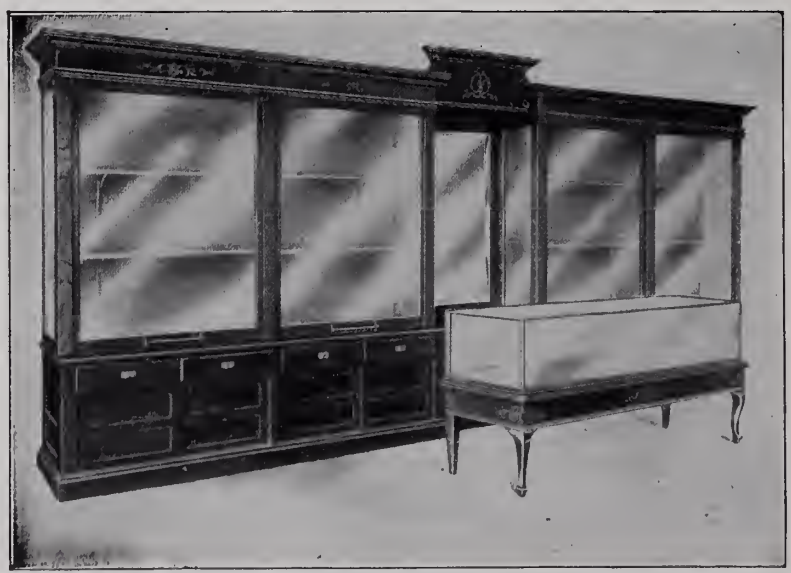
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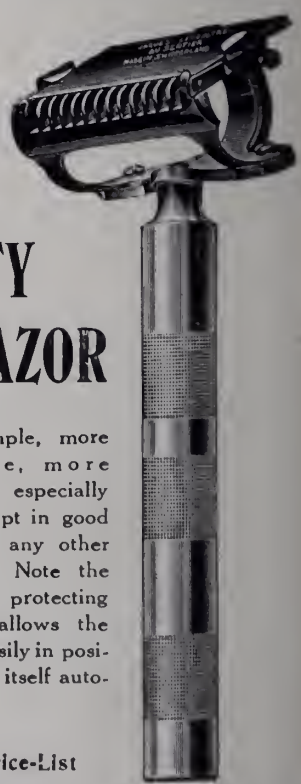
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See also Pages 35 to 38.

INDEX TO SPECIAL ARTICLES, PAGE 99

ESTABLISHED 1869

INDEX TO ADS., PAGE 117



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WITH WHICH ARE CONSOLIDATED

THE HOROLOGICAL REVIEW,

THE JEWELERS' WEEKLY.

THE JEWELERS REVIEW

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11 John St., Corner Broadway, New York.

Entered as second-class matter at the New York, N. Y., Post Office.

43rd Year. WEDNESDAY, SEPTEMBER 27, 1911. Vol. LXIII., No. 9.

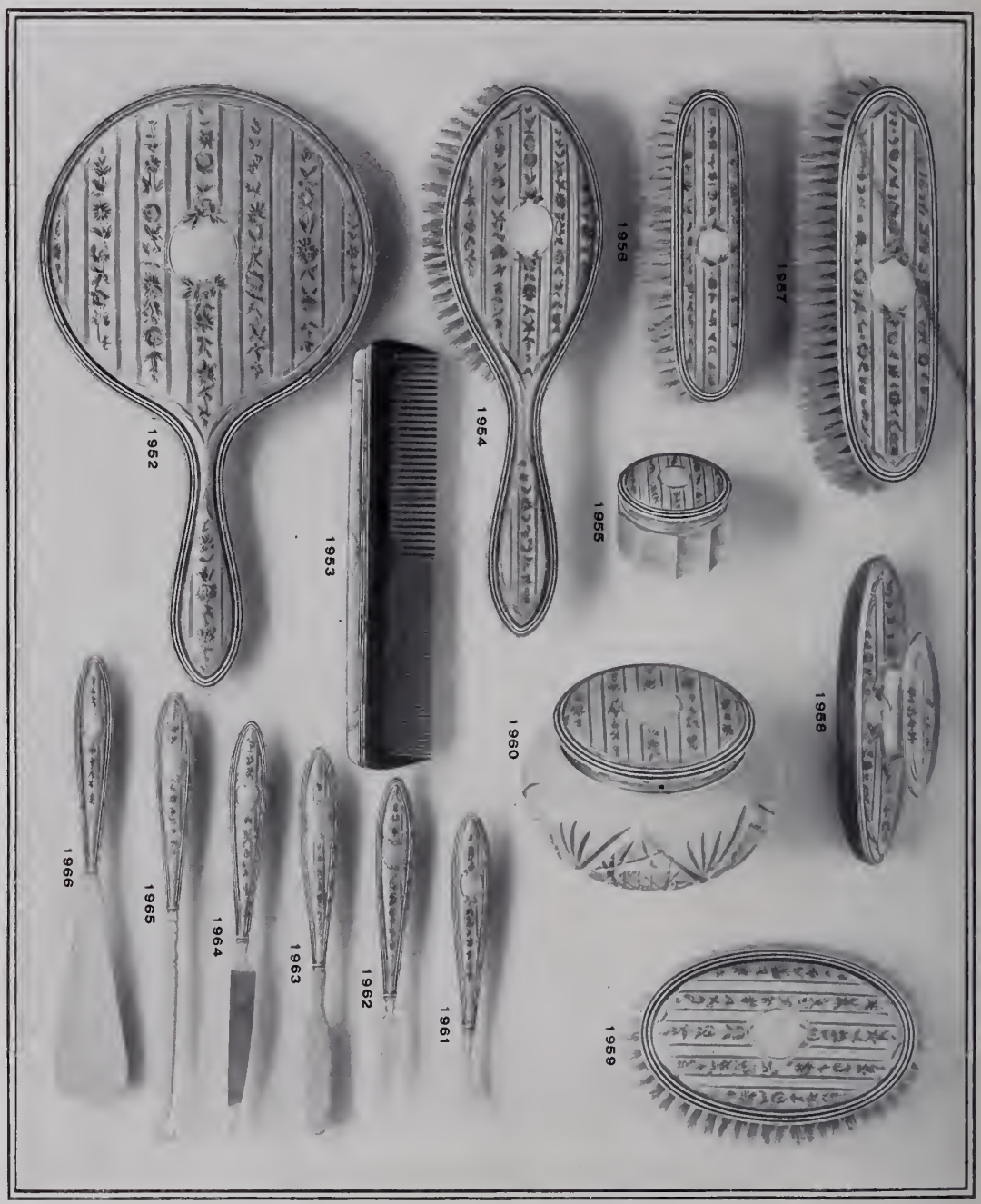


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ALVIN SILVER

(STERLING)

Very Thin Model



Very Thin Model

The "Dolly Madison" Pattern

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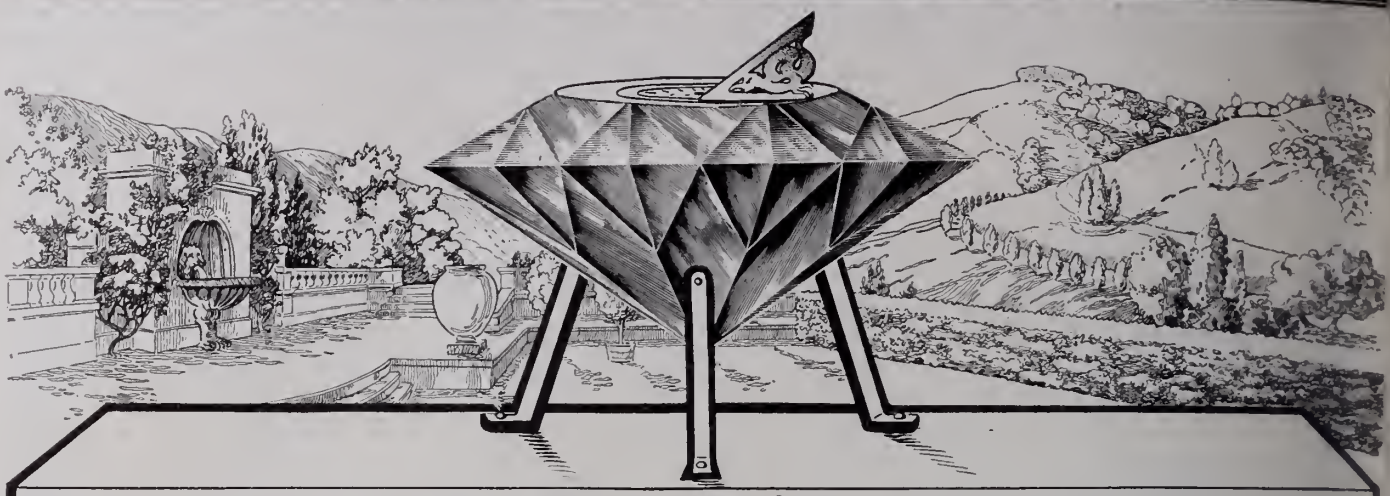
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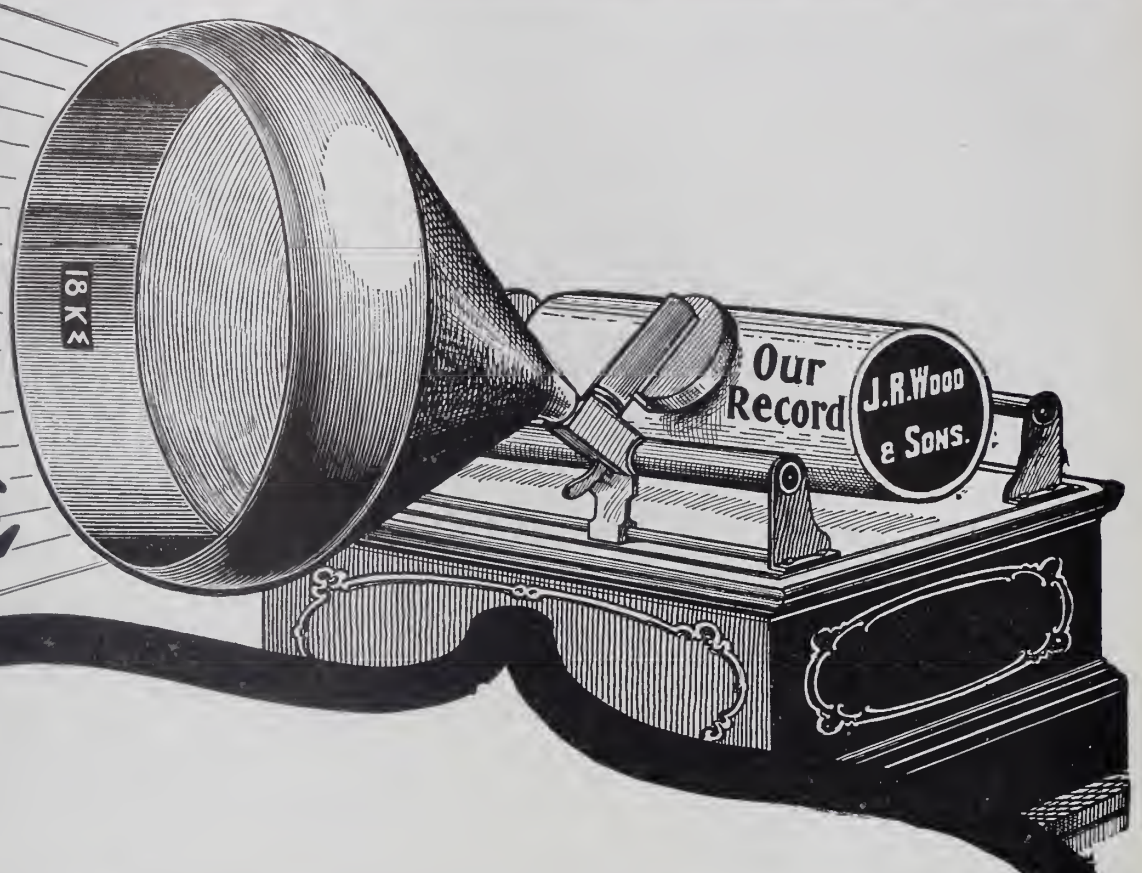
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Repair and renew sterling and plated hollow and flat ware. Gold and silver plate anything in the line.

Engrave letters, monograms and crests. Also enamel same on watch cases, vanity cases, cigarette cases, buttons, lockets, etc.

Cut the finest steel dies and strike up special medals, badges, jewels and class pins in gold, silver and bronze.

Hundreds of Large Retailers, who have been unable to give their shops personal attention or obtain the kind of labor that could turn out satisfactory work, have either given up their shops entirely or reduced their forces and are sending their special order work and difficult repairing to us.

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We devote our entire time, energy and an experience of almost 30 years to this important branch of the Jewelry Business. We employ, educate and specialize the best artisans that can be obtained only in the two largest cities. We systematize and inspect the work. We use every modern method to produce the **best work promptly** and at **reasonable prices.**

We are always at your service.

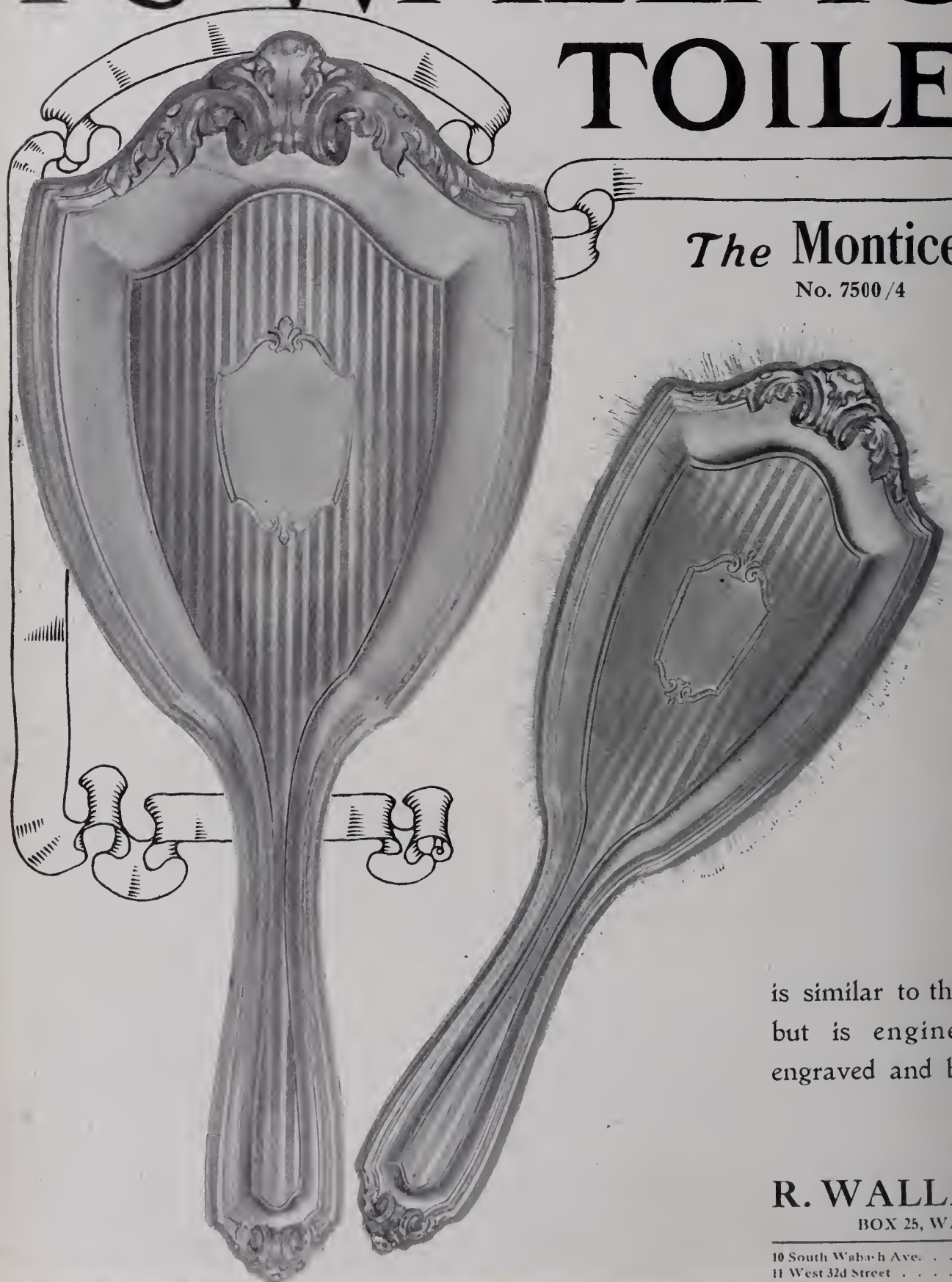
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NEW YORK

337, 339 & 341 W. Madison Street
CHICAGO


The Remounting
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Don't let so many of your high-class customers have their diamonds remounted on Fifth Avenue, New York.
Give them the same up-to-date, artistic designs, the same perfect workmanship, the same PROMPT DELIVERY, and you will keep the business.
We come in right here. Our relation to our out-of-town patrons is the same as that of the up-town New York shops, that do special order work exclusively, to the Fifth Avenue jewelers.
We create for our patrons the same styles and craftsmanship at REASONABLE prices.
We furnish promptly and cheerfully special designs with estimates of cost and TIME DELIVERY CAN BE MADE.
PROMPTNESS in submitting designs and in making delivery of special order work is as important as style and craftsmanship. It can only be obtained in shops that do not manufacture mountings for stock.
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The Monticello

No. 7500/4

is similar to the Jefferson but is engine turned, engraved and bright.

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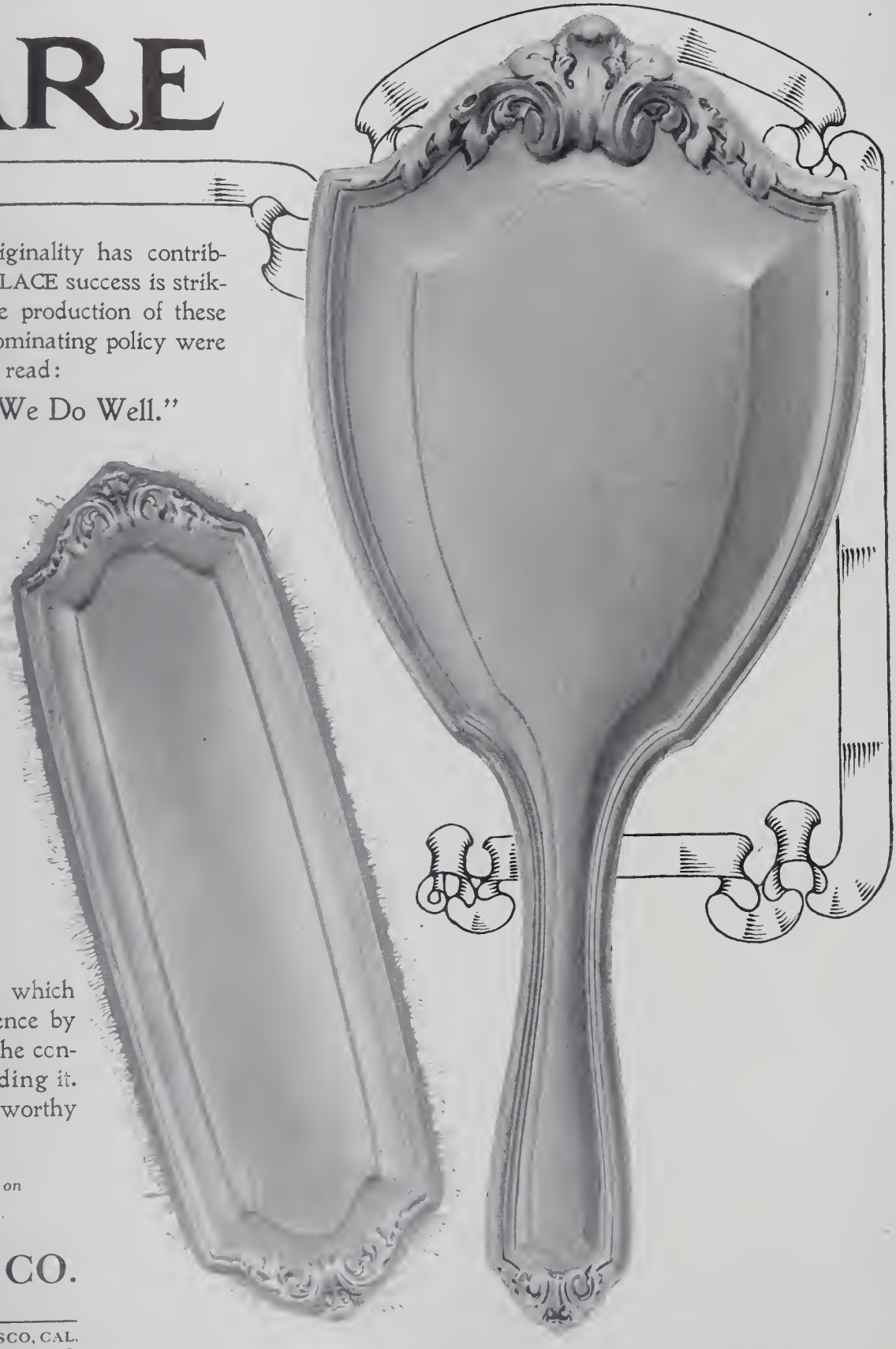
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No. 7500

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beauty of the
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ught into prominence by
ft Butler finish of the con-
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die work, too, is worthy
ice in this pattern.

Our latest Catalog sent on postal request.

CNS MFG. CO.
NECTICUT

st reet . . SAN FRANCISCO, CAL.
sinhall Street . . . . LONDON, E. C.

"Independent goods are always sold on their merits. Were quality and workmanship not there they could not last."

DUEBER.

EVERYTHING IN LOCKETS

A WORD about Design. You will notice that the superior beauty of these goods creates an effect of expensiveness, though they are, in fact, well within the reach of average consumers. The result is that when such consumers see them they expect to pay more than they actually have to, which renders sales peculiarly easy. In short, a high class article at a very reasonable price is naturally regarded in the light of a bargain. Hence stimulated business.



TRADE SKM CO. MARK



PHOTO LOCKETS

VANITY LOCKETS WITH MIRROR AND PUFF

NOVELTY LOCKETS, Etc

TRADE SKM CO. MARK



Earliest Makers of Lockets in the United States

S. K. Merrill Company

Specialists in Locket Manufacture

NEW YORK OFFICE: 15-17-19 MAIDEN LANE

MAIN OFFICE AND FACTORY: PROVIDENCE, R. I.

Members of the National Association of Manufacturing Jewelers

F&B TRADE MARK REGISTERED

'TIS BETTER

F&B TRADE MARK REGISTERED

To order our Make of Goods early, than later on to wish you had

The demand for individual Drinking Cups will be so great this Fall that unless you are well stocked with a reasonable priced line you will lose many sales.

The cup shown here is Sterling Silver, gold lined, and is two and one-half inches in diameter. The handle turns over into the cup, out of the way, when not in use.

The case is of black seal and is a most convenient pocket size.

These cups are made in three sizes as quoted under cut, and can be sold for a price that will meet the popular demand.

We make

Sterling Silver

Toilet Sets
Manicure Sets
Sewing Sets
Traveling Sets
Military Sets
Shaving Sets
Folder Sets
Toilet Goods
Manicure Goods
Cigarette Cases
Match Boxes
Eyeglass Cases
Novelties, Etc.



Full Size, with cover of leather box removed

5066	Sterling	Silver,	gold	lined,	2½	in.	diameter,	tip	over	handle
5065	"	"	"	"	3	"	"	"	"	"
5064	"	"	"	"	3½	"	"	"	"	"

We make

Rolled Gold-Plated

Crosses and Pendants
Lockets and Charms
Hat and Scarf Pins
Collar Buttons
Link Buttons
Tie Clasps
Chains
Lapel Buttons
Lapel Chains
Necklaces

Theodore W. Foster & Bro. Co.

Manufacturing Jewelers and Silversmiths

100 Richmond Street :: PROVIDENCE, R. I.

New York
13 Maiden Lane

Chicago
Heyworth Building

Canada
Kingston, Ontario

The Wadsworth 25-Year "Pilot"

A Quarter of a Century

A COMPARISON

The Jeweler and the Skipper
The Ledger and the Log

The skipper steers by the stars, the jeweler by the markets. The records of the former go in his log, those of the latter go in his ledger. Both need to take on a pilot. The one has a government certificate; the other, this Company's Guarantee of the Wadsworth 25-Year "Pilot." That's the jeweler's "Pilot." Have you got it aboard?

Wadsworth Watch Case Co.

NEW YORK
17 Maiden Lane

CHICAGO
Columbus Building

SAN FRANCISCO
717 Market Street

FACTORY: DAYTON, KY.



STAR WATCH CASE CO.
LUDINGTON, MICH.



THE HOME OF STAR WATCH CASES

Cut down your Expenses and pull in Bigger Profits with STAR WATCH CASES, the Solid Gold Ball-bearing Bow line, which gives absolute Security to the Wearer of Watches. (Wachter Patent No. 916809).

For the sake of more Business and more Satisfied Customers, take the time and send us your order. Take it on our SAY-SO that you will not find it necessary to "shop around" for your watches once you have given STAR WATCH CASES a trial.

You will find facts about STAR WATCH CASE Quality and Service that are worthy of your very careful consideration.

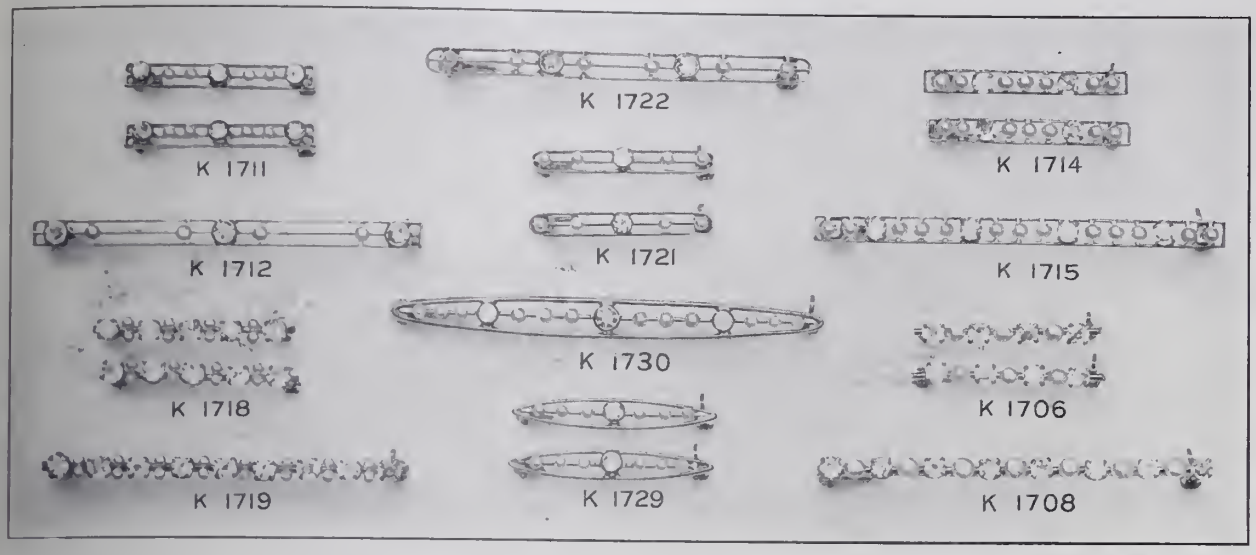
Star Watch Case Company

LUDINGTON, MICH.

BRANCH OFFICES

37 Maiden Lane
New York City

701 Heyworth Building
Chicago, Ill.



In Addition to Our Regular 10K Line,



we are also making a very popular line of pearl and sapphire goods in 14K.

Our prices on these are way below the regular market prices, because we make them up in very large quantities, just as we do with our 10K line.

We illustrate a few of our best-selling patterns, all of which are hand-made and beautifully finished.

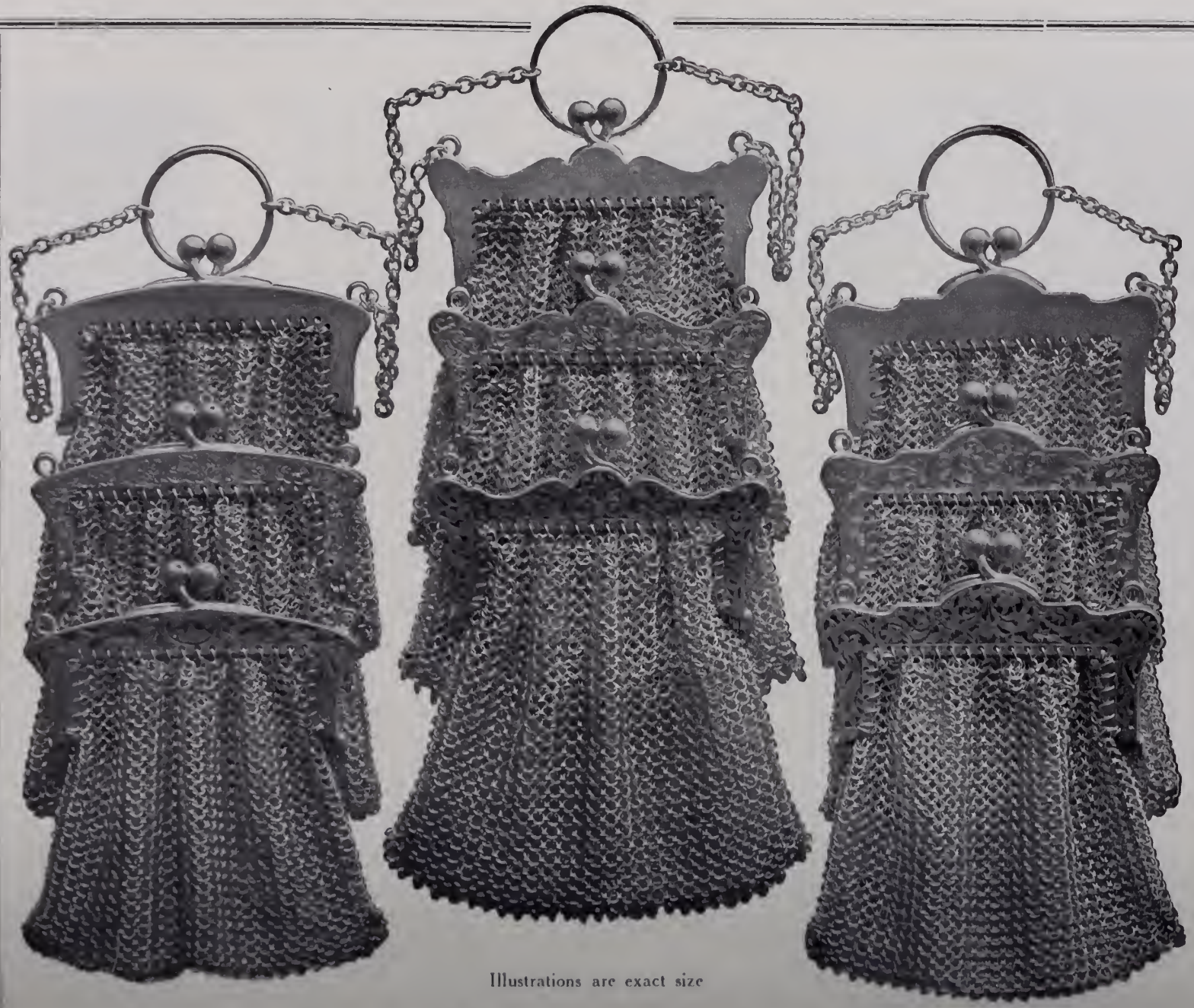
May we send you a selection package for comparison? We also make 14K Brooches and Pendants in similar designs.

New Accounts Solicited

We make the following lines

Brooches	Hat Pins
Scarf Pins	Tie Clasps
Cuff Buttons	Fobs
Handy Pins	Crosses
Bar Pins	Sash Buckles
Lockets	Pendants

KOHN & CO
CAMP & ORCHARD STS.
NEWARK N.J.
1Ko



Illustrations are exact size

Sterling Silver

Mesh Bags

in all sizes, at prices that defy competition

We illustrate a few of our new patterns in the latest popular size, NOW in demand.

These may be obtained in "Hobble Mesh," engraved on one or both sides.

Upon Request

we will send you our 100-page Sterling Mesh Bag Catalogue, handsomely illustrated and fully describing our extensive line.

We Manufacture

Bracelets, Chains, Charms and Fobs in 14K. and 10K. Gold and High Grade Gold Filled	Bracelets, Mesh Bags, Novelties and Chains in Sterling Silver

Sold Through Jobbers Only

NEW YORK OFFICE
(Samples Only)

LOUIS STERN & COMPANY 158 Pine St., Providence, R. I.

BARROWS "NEW PROCESS" MEANS PERFECT CHAINS

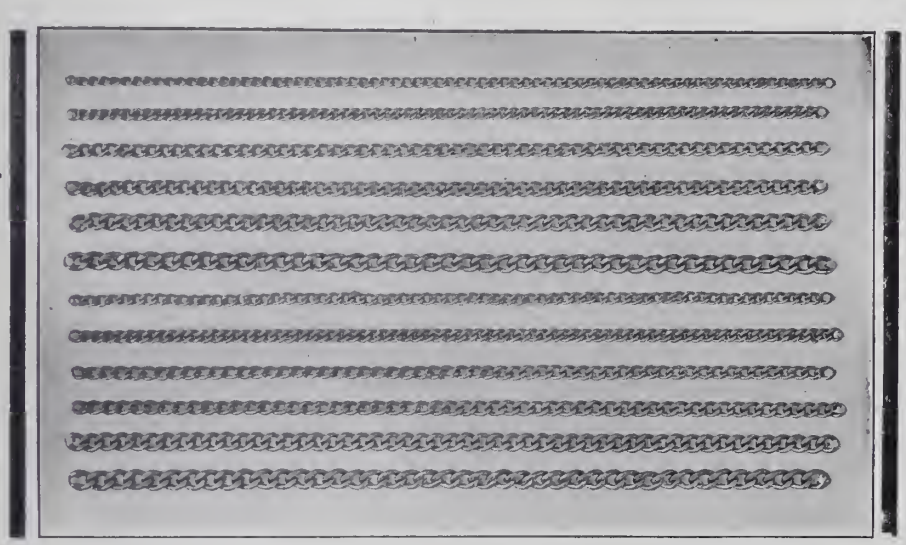
It's the Goods that Argue the Best

TALK and pictures are very well in their way—but the real argument is in the goods.

Barrows "New Process" is all and more than all the name implies. Revolutionizes chain making.

Protected by Letters Patent June 28, 1910, and Supplementary Patents. Infringements prosecuted.

BARROWS "NEW PROCESS" NECK CHAINS



SOLD ONLY THROUGH WHOLESALE TRADE

Made of best Rolled Plate, the finish secured is equal to that of expensive 14-karat goods.

Each and every chain is link-perfect. Every link soldered, every link separate, every link sound.

The chain is a multiplication of these perfections. Smoothest flowing chains on the market.

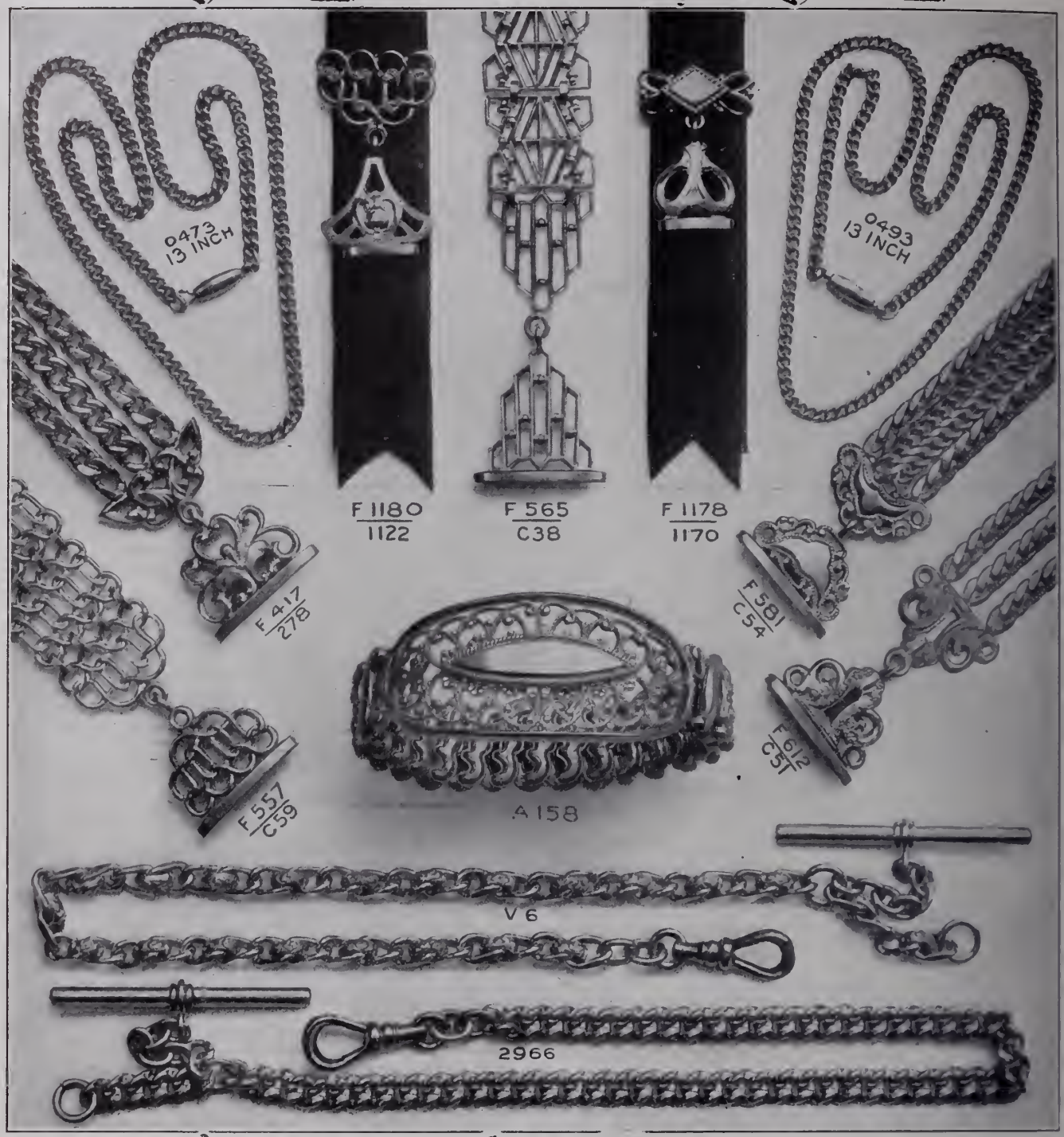
Look for Trade-Mark on tissues or easels, and for the initials ***H. F. B.*** on snap and spring ring.

THE H. F. BARROWS COMPANY

New York Office:
15-17-19 Maiden Lane

TRADE H.F.B. MARK

Factory and Head Office:
North Attleboro, Mass.



The D. F. BRIGGS COMPANY

ATTLEBORO :: MASSACHUSETTS

New York Office:
180 BROADWAY

Chicago Office:
29 E. MADISON STREET

London Office
62 HATTON GARDEN

POINTER No. 186

Are You Among The Quick or The Dead?

A certain wise one has said, "the man who stops changing has stopped thinking, and the man who does not think is drifting—always towards the rocks."

Our Mission is to Make You a Live One—To Get You to Thinking—
To Prevent You from Drifting on the Rocks

"The Arnstine Catalog System"

is the surest remedy to rejuvenate that "stand pat," "in the rut" jewelry business. You cannot stand still—you either go forward or backward—which are you doing? Were your sales and profits larger this year than the year before? If not—it's time to seek the remedy that 3,000 Jewelers have used.



Established 1898. HENRICKSEN JEWELRY CO. Duluth, Minn.

DULUTH, Minn., Jan. 17, 1911.

The Arnstine Bros. Company,
Cleveland, Ohio.

Gentlemen—In answer to your request in regard to ourselves and the benefit we have derived from your catalog and system of using your line of merchandise, we have this to say, that as we have used these goods for a period of five or six years and that we contribute a great deal of our success in business through the assistance received from these mediums, there could be no doubt that anyone wishing to benefit themselves could make no mistake in associating themselves with your method of doing business, as it simplifies and makes retail business very much easier and stimulates a certain class of trade which you are unable to get in any other way.

We kindly thank you for your assistance in the past and hope that you will have a prosperous and continuous business in the future.

Yours truly,

HENRICKSEN JEWELRY CO.

If You Want to Make More Profit and Double Your Sales, Write Us To-Day for Samples and Particulars

We solicit inquiries only from Legitimate Jewelers, and as a rule sell to but one Jeweler in a town

THE Arnstine Bros. Co

Originators of The Exclusive Catalog Method for Retail Jewelers

ROSE BUILDING, CLEVELAND — O

UR Thimbles—Like UR Rings

Are Paragons of Excellence

Thimbles as Jewelry

UR

Look for Trade-Mark on Thimbles



The Standard Raised

UR

The Trade-Mark Guarantees Make and Quality

No. 170—Sterling Silver only. Set with Turquoise or Coral

The UR Thimbles are as good as the UR Rings and Bracelets, for which this house is notable.

The line is exceptionally large, interesting and varied, as future announcements will show.

Thimbles are made in Gold, Silver and Gold Filled, and they embrace modern ideas in manufacture.

Distributed through jobbers only. Illustrated Thimble Catalogue showing over 100 modern designs sent on request.

Untermeyer, Robbins & Co.

Manufacturers of Rings, Bracelets and Thimbles

71 Nassau Street :: :: :: NEW YORK

SOLID GOLD RINGS

There is hardly a Jobber who does not carry a large assortment of Ostby & Barton Co.'s Solid Gold Rings, and with a very extensive home stock to draw from, the Jeweler is offered a service that no other ringmaker can even approximate.

Jewelers can make selection from more than *six thousand* exclusive designs of O-B Rings, all of which are in stock for immediate delivery either at your Jobber's or at the factory vaults of Ostby and Barton Company.

10-K Gold Card Jewelry **Gold Filled Rings**

Everything in Rings—
Ask Your Jobber

OSTBY·&·BARTON·CO.
PROVIDENCE ~ RHODE·ISLAND

9 MAIDEN LANE— NEW YORK N.··· Y.

424 SOUTH BROADWAY LOS·ANGELES CAL.

31 NORTH STATE·ST. CHICAGO ILL.

O 10K B O B 14K

G. L. P. CO.

G. L. P. Co., the Manufacturers Whose Goods Have Created Absolute Confidence with the Entire Jewelry Industry

To Further Protect the Trade, so there is no chance of purchasing other makes of jewelry because they are on the **G. L. P. Co.** cards, we stamp every piece of goods made by us—**G. L. P. Co.**

This is the Strongest Guarantee Possible in safeguarding the interest of all the Jewelry Trade.

Thoroughly Appreciating the Immense Demand there is for goods made by **G. L. P. Co.,** has decided us in putting onto the market for the fall trade, a line of Solid Gold Front and Gold Filled Jewelry that will surely be to the interest of every retail jeweler, insisting on their jobber showing them these new goods.

It is a Conceded Fact, the retail jewelers who buy the **G. L. P. Co.'s** goods from their jobbers, make for themselves satisfied customers.

GEO. L. PAINE CO.

New York Office, 9 Maiden Lane

Main Office and Works, **North Attleboro, Mass.**

Trade-Marks

Of the Jewelry and Kindred Trades

WITH SUPPLEMENT

Being up-to-date and new it contains all the new marks used at the present time

This book with its supplement contains all the known trade-marks of American manufacturers, **to-date,** over 5,000 in number, comprehensively classified and indexed, and, in addition, many trade-marks of English silversmiths. The Hall Marks of England are illustrated and described and historically sketched.

The trade-mark laws of the United States and rules of the Patent Office governing the registration of trade-marks.

The National Stamping Law.

State Laws, including the proposed State Stamping Law, and a list of the States in which this law has been adopted.

Every jeweler has requests for the duplication of articles or for other reasons finds it necessary to determine their origin. This book enables him to identify the maker and thus aids him in **effecting sales and adds to his reputation as one well versed in his business.**

Handsomely and substantially bound in silk-ribbed cloth, stamped in silver—**an ornamental and valuable book for the reference desk.**

Price with Supplement bound in, $3.00

PUBLISHED BY

THE JEWELERS' CIRCULAR PUBLISHING COMPANY

No. 11 John Street, NEW YORK CITY

Send in your order on this coupon.

THE JEWELERS' CIRCULAR PUB. CO.,
11 John Street, New York City.

Send me one copy of the second edition of "Trade-Marks of the Jewelry and Kindred Trades," with its Supplement, for which I enclose $3.00.

Name_____

Address_____

PERFECTION WORKMANSHIP and QUALITY

When A Locket Wears Well

Look for this

CO

Trade Mark

You Know It's Made Well



We have specialized for years in the manufacture of **Lockets** and a trial will convince you that our product excels. Our prices alone are deserving of your consideration.—May we send a trial order?

CASTIGLIONI COMPANY

Factory, 116 Chestnut Street, PROVIDENCE, R. I.

NEW YORK OFFICE: 71 Nassau Street, Room 1204
Representative, CHARLES ALTSCHUL

Pacific Coast Office: SAN FRANCISCO, CAL., 710 Jewelers' Building
J. H. MERRILL

CHICAGO OFFICE: 505 Powers Building
M. NEUBURGER

BRISTOL SILVER

"NEXT TO STERLING"

Our men are now out. They will be glad to show these designs, together with seventeen other patterns of

Brush, Comb and Mirror Sets

The majority can easily be retailed for $5.00 and net a good profit.

In addition we make to go with these sets **Military, Cloth and Hat Brushes, Whisk Brooms** and a complete line of **Manicure Articles.**



No. 4210



No. 4130

DON'T NEGLECT TO SEE OUR LINE OF TRAVELERS' COMBINATIONS, CIGARETTE CASES and MATCH BOXES

Illustrations ⅓ actual size.

BRISTOL SILVER is a fine white metal resembling sterling silver and not easily dented—the only real substitute for sterling.

BRISTOL JEWELRY CO.

Silversmiths and Makers of Sterling Plated Ware, Leather Fobs, Mesh Bags, Novelties, Etc.

Attleboro, Mass.

Capacity 2,000 Bags Daily

We are the only Manufacturers of Mesh Bags made by Machine



Machine-made mesh is distinguished by its smoothness, soft silky flexibility and tough wearing qualities. Over 800 different styles, from the smallest to the largest, at prices which bring a generous profit to the dealer. Your jobber will supply you with W. & D. Co. goods.

WHITING & DAVIS CO.

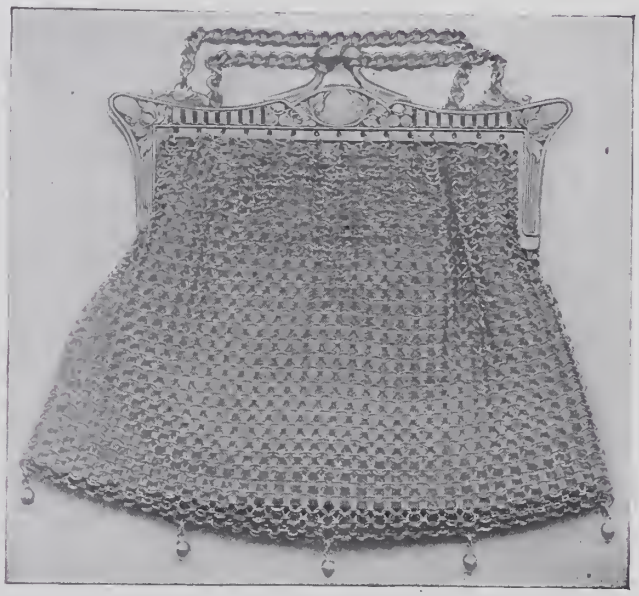
NEW YORK OFFICE: 7 Maiden Lane
CHICAGO OFFICE: 31 No. State Street

Plainville (Norfolk Co.), MASS.

The Only Machine-Made Soldered Mesh Made in the World. Made in Sterling Silver and German Silver. Absolutely Unbreakable.



GERMAN SILVER, EVERY LINK SOLDERED



GERMAN SILVER, EVERY LINK SOLDERED

The Best and Only Domestic Made Soldered Mesh

LARGE PROFIT FOR DEALER

Our Sterling Silver Bag Catalogue is Now Ready

WHITING & DAVIS CO.

NEW YORK SALESROOM
7 Maiden Lane

PLAINVILLE, MASS.

CHICAGO SALESROOM
31 N. State Street, Columbus Building

We Manufacture the Most Extensive Line of

STERLING SILVER

MESH BAGS and PURSES



A Favorite Number—made in 5 sizes, 3½, 4, 5, 5¾ and 6¾-inch, with Plain, Engraved or Engine Turned Frame. Many Other Attractive Styles

PLEASING DESIGNS—QUICK SELLERS—GOOD VALUES

Write To-day for Prices or Selection

REAL GUN METAL BAGS
Long Chains
Cigarette Cases
Novelties

STERLING SILVER CHAINS
Plain
Fancy and
Snake Patterns

ERNST GIDEON BEK

Factory: Pforzheim, Germany

35 Maiden Lane, New York

Cigarette Cases of Merit

A varied assortment of artistic and original designs in all the popular shapes, sizes and finishes.

This line merits your attention and your patronage.

Skillfully constructed



4606

Excellently finished

We present here an illustration of one of our latest productions in die etching.

A folder showing our most complete line of cigarette cases will be sent you free upon request.

R. Blackinton & Company

Goldsmiths, Silversmiths and Jewelers

Factory and Main Office
North Attleboro, Mass.

Trade Mark

New York Salesrooms
15-17-19 Maiden Lane



In the Heart of New York

Our warerooms are in the very heart of the business district—easy to find and containing the largest and most varied display in the world of

Sterling Silver
Silver Plate
Silver Inlaid
Silver Deposit
Rich Cut Glass

No dealer is fully prepared for the fall trade until he has seen our lines. When in New York he is cordially invited to make his headquarters here.

International Silver Co.

WAREROOMS:

18-22 John Street
(Subway Entrance)

9-19 Maiden Lane

NEW YORK

FACTORIES:

THE BARBOUR SILVER CO.
THE HOLMES & EDWARDS SILVER CO
MERIDEN BRITANNIA CO.
THE MERIDEN CUT GLASS CO.
1847 ROGERS BROS.
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WILCOX SILVER PLATE CO.
THE DERBY SILVER CO.
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THE MERIDEN SILVER PLATE CO.
THE WM. ROGERS MFG. CO.
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SIMPSON, HALL, MILLER & CO.
THE WATROUS MFG. CO.

GENERAL OFFICE: MERIDEN, CONN.

THE "WEDGWOOD"

ACTUAL SIZE.



¾ ACTUAL SIZE.

TRADE W MARK

STERLING



ACTUAL SIZE.

Whiting Mfg. Company's
New Sterling Silver Toilet Ware
For Season of 1911

Ready for Delivery Sept. 15, 1911

PRICE LIST ON APPLICATION

Whiting Mfg. Company

BRIDGEPORT, CONN.

Salesroom
15 Maiden Lane, New York

San Francisco Office
717 Market Street

The John Hancock Pattern



The John Hancock pattern is made in sterling silver, rich and bright, beautifully ornamented and finished, with carefulness of detail and an air of elegance.

A pattern that differs from all others in design, in shape, in charm. Each piece has its own personal look of loveliness, yet all are alike in fitness to their use and in harmony with one another.

The rare artistic treatment of the laurel, the graceful three-thread outline, the Colonial scroll top with the dainty bead festoon present a pattern of unusual beauty and dignity.



TRADE MARK R&L BCo STERLING

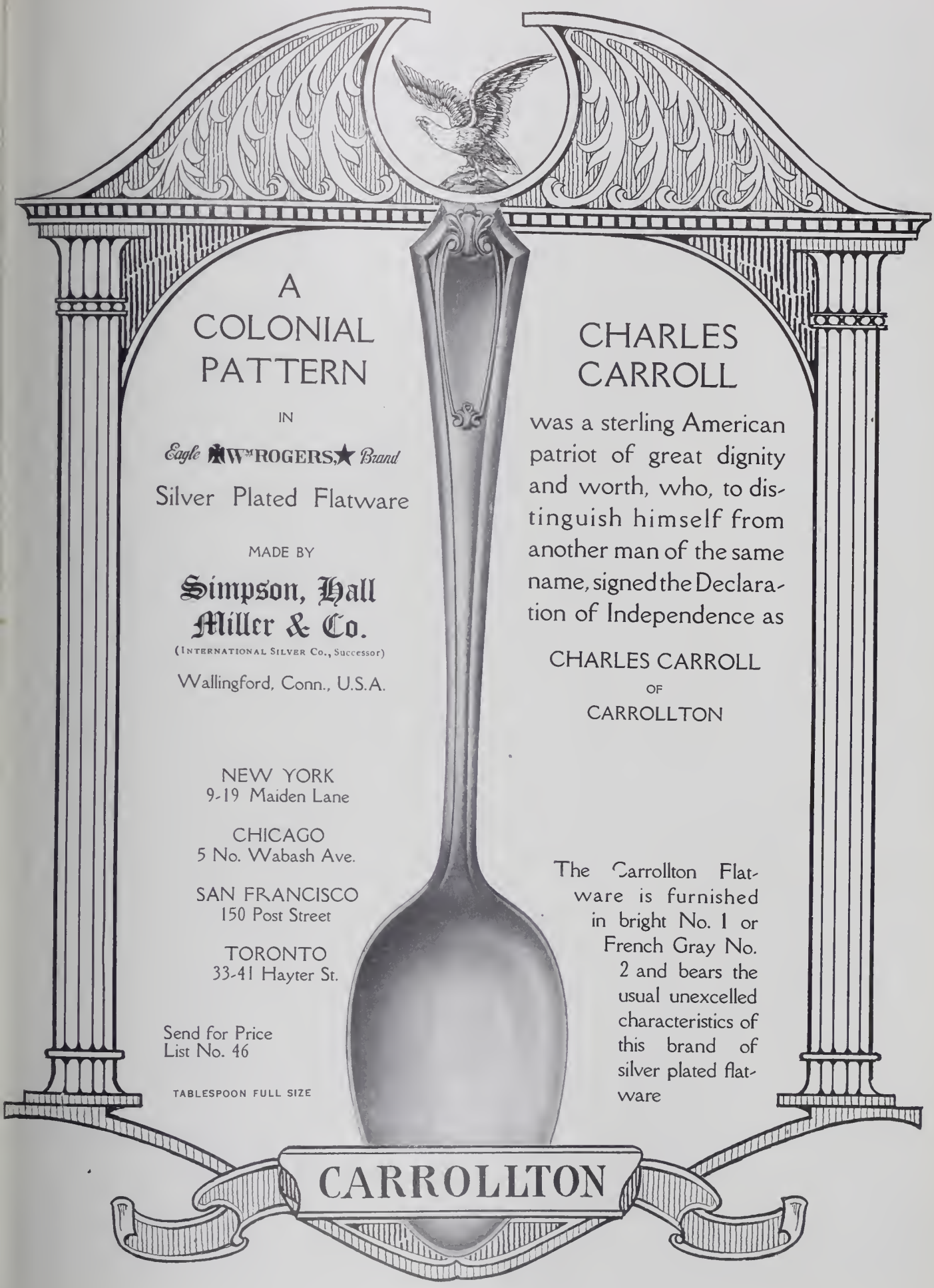
Rogers, Lunt & Bowlen Co.

Silversmiths

MAIN OFFICE AND FACTORY

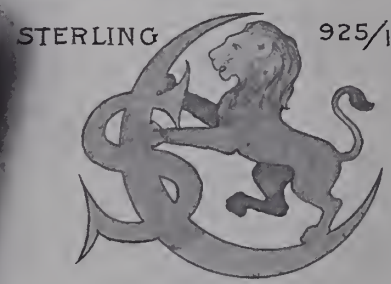
Federal and Norwood Sts., GREENFIELD, MASS.

NEW YORK: 15-17-19 Maiden Lane SAN FRANCISCO: 717 Market St.


A
COLONIAL
PATTERN
IN
Eagle W.M. ROGERS, ★ Brand
Silver Plated Flatware
MADE BY
Simpson, Hall
Miller & Co.
(INTERNATIONAL SILVER CO., Successor)
Wallingford, Conn., U.S.A.
NEW YORK
9-19 Maiden Lane
CHICAGO
5 No. Wabash Ave.
SAN FRANCISCO
150 Post Street
TORONTO
33-41 Hayter St.
Send for Price
List No. 46
TABLESPOON FULL SIZE
CHARLES
CARROLL
was a sterling American patriot of great dignity and worth, who, to distinguish himself from another man of the same name, signed the Declaration of Independence as
CHARLES CARROLL
OF
CARROLLTON
The Carrollton Flatware is furnished in bright No. 1 or French Gray No. 2 and bears the usual unexcelled characteristics of this brand of silver plated flatware
CARROLLTON

The Latest Pattern of Quality

LINCOLN



The Lincoln shown among other patterns to patrons of your store will convince you that it is the practical, profitable line to carry—a guarantee of a steady increasing list of pleased customers.

Another Smith Pattern designed to remain permanently in demand.

FRANK W. SMITH COMPANY

GARDNER, MASS.

The New Beverly Models

At Their Low Prices

are representative of the values you'll find straight through the Woodside line. Smart designs, excellence in workmanship and finish assure satisfaction, while direct-by-mail selling permits quoting prices always lower than the rest.

Instantaneous success of the Beverly and demands of the trade for engraved models induced us to show three styles this season. Razor thin, but reinforced at all wearing points, the Beverly is practical and will stand deepest engraving.



Half (3545EB) Size.
3 Piece Set, $30
Subject to Jewelers' Circular Key and 5% 30 days.



Half (3545ER) Size.
3 Piece Set, $30
Subject to Jewelers' Circular Key and 5% 30 days.



Half (3545) Size.
3 Piece Set, $23
Subject to Jewelers' Circular Key and 5% 30 days.

A set or two of the Beverly will solve a stock problem and put money in your pocket—but act right away because the demand is already heavy.

Or write for catalogue C, our new 72 page book. It shows fourteen other heavy full sized sets and a broad line of holiday sellers at prices that mean average savings to you of 15 to 20%.

Don't bother to write a letter. "Send us your book"—on a postal will bring your copy to you—but as the edition's limited mail a postal—now.

CHOOSE More Goods for the Same / The Same Goods for Less **MONEY**

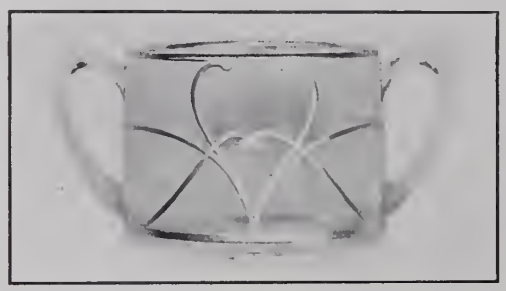
Woodside Sterling Company

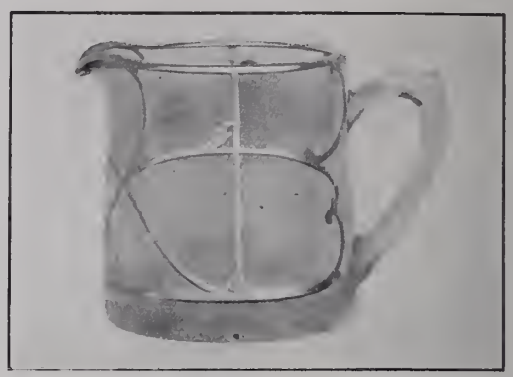
170 Broadway New York

999/1000 Fine Sterling Silver Deposit Ware

Moderately Priced

To meet the increasing demand for a line of well-made deposit ware that can be retailed at a price lower than formerly asked, we have designed and offer to the trade a number of beautiful sets, and respectfully request a critical comparison with others. We illustrate only a few of our values.

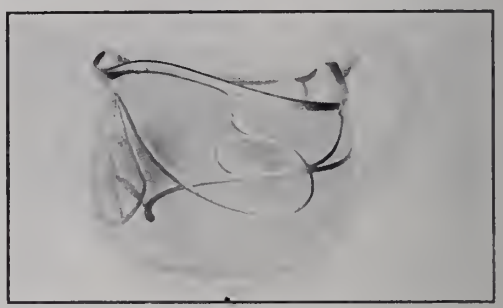




No. 112. Salable and unusual. May be retailed for $1.15 per set

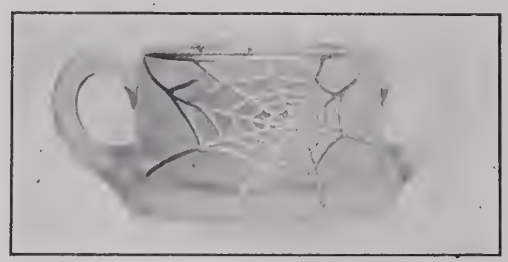
Illustrations Half Actual Size

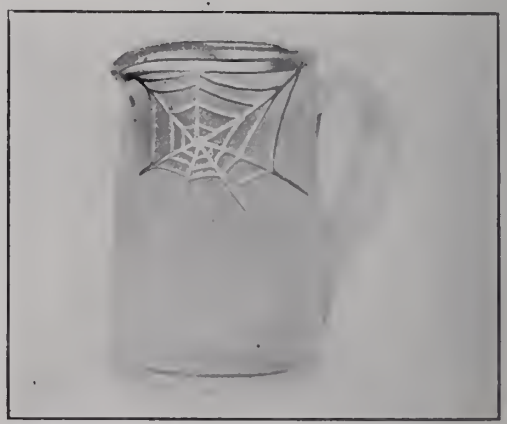




Illustrations Half Actual Size

No. 99. Exceptional value. May be retailed for $1.25 per set





No. 111. Plain yet forceful. May be retailed for $1.35 per set

In the manufacture of Silver Deposit a number of essential features must be considered:

No. 1. Best Glass obtainable **No. 2. 999 1000 fine Silver** **No. 3. Design and Workmanship**
No. 4. An attractive white background **No. 5. The Deposit must hold firm and not loosen**

The "Electrolytic" Silver Deposit is a combination of all these important features.

Be sure and see that your deposit bears this EAM which guarantees satisfaction and warrants the deposit for the entire life of the piece.

Write us to-day, and we will cheerfully mail you our prices and other information that cannot but convince you that our new line of popular-priced sellers are a revelation in the deposit field.

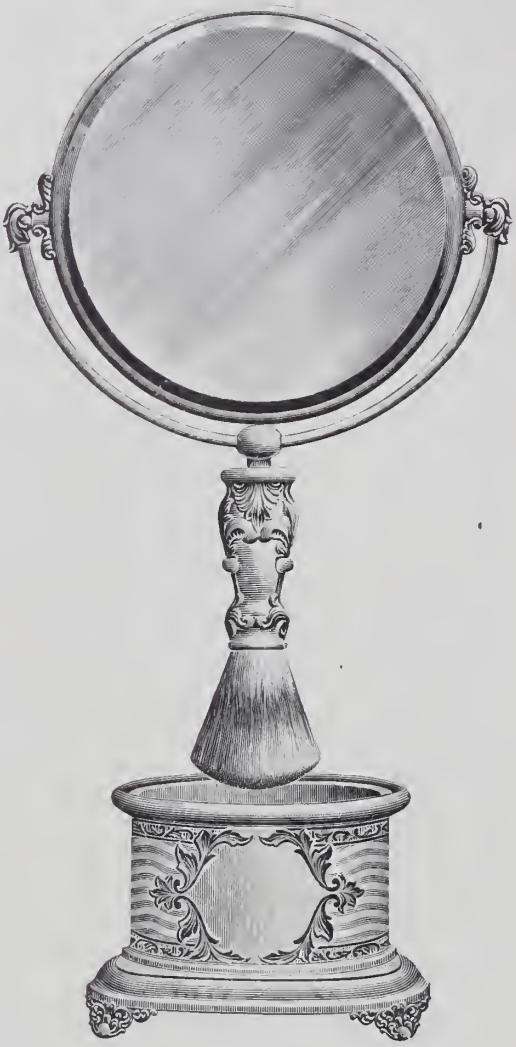
THE ELECTROLYTIC ART METAL COMPANY

Makers of 999/1000 Fine Silver Deposit and Manufacturing Silversmiths

TRENTON, NEW JERSEY **New York Office and Show Rooms, 3 Maiden Lane, Room 53**



No. 3710



No. 3706

The Question, "A Suitable Gift for a Man?"

is solved by the Shaving Stand—and more especially by the "Homan Line" of Shaving Stands, because they are correctly manufactured, cleverly and artistically designed, and made in an ample variety of patterns. The designs embody the newest and best ideas, including the "Silver Waves" and straight line engine turned effects; the mirror backs are all metal and are ornamented; the mirrors are six inch diameter beveled glass.

The Homan Manufacturing Company

Office, Factory and Salesroom:
Cincinnati, O.

New York Salesroom:
15-17 Maiden Lane

Boston Salesroom:
373 Washington Street

Chicago Salesroom
Silversmiths Bldg.

INITIAL ANNOUNCEMENT

EXPLAINING THE EXQUISITE

Sea-Garden Pearl Strands

(La Perle du Jardin Oceanique)

THE NAME "Sea-Garden Pearls" is associated with those mysterious and fascinating submarine beds, where shimmering waters reveal wonders of nautical vegetation; amid which dart angel fish and other finny tribes of rainbow hues; while below repose the treasures of the deep. These are the sea-gardens of the Tropics.

In the French laboratory where the Sea-Garden Pearl is produced they call it "*La Perle du Jardin Oceanique.*" The American name is a free translation. One is reminded that the French excel in science as in art. They have their Mme. Curie as well as their Bernhardt. And the Sea-Garden Pearls are at once a combination of French science and French art.

What is their nature?

Sea-Garden Pearls are—like the truth—between extremes.

Without attempting the impossible, they achieve the reasonable.

There are certain superfine pearls, perfectly white, perfectly round, perfectly matched, laborious to collect and very costly — these this house makes no attempt to reproduce. The genuine are within reach only of the wealthy. An artificial reproduction, by its very perfection, would be open to suspicion — especially if worn by anyone of moderate means.

There is another class of pearls regarded as equally beautiful, and not without reason. Slight irregularities are not inconsistent with artistic effect; and the absence of perfect whiteness is compensated for by the most exquisite flesh-tints, shimmering creams and lustrous pinks. Without being matched with mathematical accuracy, they appear so at first glance. Interesting examination shows their slight variations from perfect roundness. In a word — these infinitesimal irregularities are witnesses to their genuineness. Such pearls are naturally much less expensive, though irresistibly beautiful. Women, even if not wealthy, may wear them without comment.

IT IS THIS second class of pearls to which attention has been directed in this instance, on account of their broad appeal to the widest constituency. The most positive assurance is given, emphatically and enthusiastically, that even connoisseurs are puzz'ed to tell the difference between such genuine pearls and the artificial Sea-Garden Pearls embodied in these strands. They have the look, color, lustre, weight, feel, and even the blemishes and irregularities of the originals. If a strand of genuine pearls and one of Sea-Garden Pearls were placed side by side, even a jeweler might be pardoned for hesitating to say which was which. Of course, Sea-Garden Pearls are to be sold only for what they are—marvelously true artificial pearls. But as such they command the highest admiration, and are worthy of being worn by any lady, however discriminating.

They are equally worthy of being displayed in the establishment of any jeweler, however select. They are not in any sense cheap imitations, though the price is comparatively low. They have the same appeal and the same decorative effect as genuine pearl necklaces. To further enrich the display of these goods, this house is prepared to provide handsome cases. It always confers distinction to be able to introduce *something new and something better* — especially if a reasonable price backs up the other arguments.

D. Lisner & Co. consider themselves fortunate in having secured the Exclusive Importation and Control of Sea-Garden Pearl Strands for the United States and Canada. Believing that the trade will be equally appreciative, it has been decided to make the simplest and most practical of demonstrations. That is to say, SELECTION PACKAGES will be sent in order that right before your own eyes the goods may corroborate every claim made on their behalf.

PRICES

Five uniform and three graduated sizes priced as follows:

Uniform Sizes - -	$15.00 per Strand
Graduated Sizes - -	18.00 "

Creating Importers of

D. Lisner & Co. *Jewelry Novelties*

One-Forty Fifth Avenue, cor. 19th St., NEW YORK

Opportunity Extraordinary!

Our Second Annual Fall Opening

will be an important event with Retail Jewelers in Cleveland and adjacent towns

The Time
OCTOBER 5th to 15th, 1911

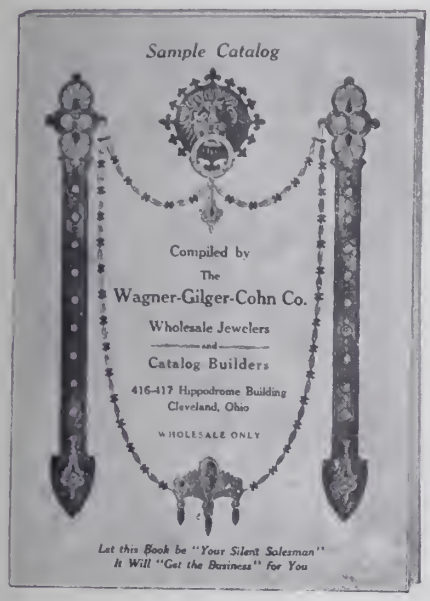
The Place
THE COLONIAL HOTEL

The Opportunity

Dependable and quick selling merchandise, comprising the **Latest Products of the Gold and Silversmith,** will be on display. It will offer a grand opportunity to inspect and purchase quality merchandise at correct prices.

The line will include Diamonds, Fahys and Dueber-Hampden Watches, Gold and Filled Jewelry, Wallace Flatware, Sterling Toiletware and Novelties.

OUR CATALOG



Actual Size 7x10

Our Advertising System

for the Retail Jeweler, as represented by the accompanying illustrations, will be incorporated in our display together with the goods illustrated.

Our System is the only one based on sound business principles, hence the merchant who adopts it can successfully meet any competition he may have.

OUR CIRCULAR



Actual Size 11½X16¼

It's a proposition that merits the closest investigation by Enterprising Jewelers. Samples and full particulars furnished upon request.

DON'T FORGET

The Time — The Place — The Opportunity

A cordial invitation extended to all Legitimate Jewelers

Experienced Salesmen will be in attendance to give you every attention.

Out-of-Town Jewelers invited to make our display room their headquarters.

WE SELL NO GOODS AT RETAIL

THE WAGNER-GILGER-COHN CO.

THE SIGN OF DEPENDABILITY G W C

WHOLESALE JEWELERS *CATALOG BUILDERS*

416-417 HIPPODROME BLDG. CLEVELAND, OHIO.

Jobbing Accounts Solicited

WE CHAMPION THE CAUSE OF THE RETAILER





The Jeweler who is out of the Beaten Path

and

His Neighbor who Sticks to It

The jeweler who is out of the beaten path keeps a full line of STERNAUWARE, stocks up with salable, profitable novelties as soon as they come out, and is a faithful reader of THE BLUE BOOK, finds out before long that he needs more help to handle his business, and more than likely, after a while, a bigger store to do it in.

On the other hand, the old-fashioned man, sticking to his rut, handling slow-moving goods, on which there is only a small profit—well, the picture of his establishment above (the one on the right) tells its own story. We want to give that dealer a lift out of his rut. He should have THE BLUE BOOK, and we will send it to him on request without charge.

S. STERNAU & COMPANY

NEW SHOWROOMS
305 Broadway, N.W. Cor.
Duane St., N. Y. City

Makers of
STERNAUWARE
Comprising
Fancy Teakettles, Chafing-dishes and their Accessories, Coffee-machines, Trays, etc.

Office and Factory:
195 PLYMOUTH ST.,
BROOKLYN, N.Y.

"PARISIAN IVORY"

FRENCH CELLULOID

Its growing popularity has made it a most desirable addition to a Jeweler's Stock.
A visit of inspection will be of interest. There are big profits and quick sales in this new line.
We have an unlimited variety of Toilet Articles, Photo Frames, Clocks, Desk Requirements and Novelties.

DEITSCH BROS. D TRADE MARK **14 E. 17th St., New York**

"Herschede" Hall and Mantel Clocks

Cases

Our well known and extensive line of cases has been further supplemented by the addition of many Beautiful, Artistic and correct period designs in both Hall and Mantel Clocks, which continue to maintain the position of the "Herschede" clocks as the most complete and varied high grade production offered to the trade. Complete stock of cases and movements on hand for prompt delivery. Illustrated Catalog and price list on request.



Movements

"Herschede" Movements have set the standard for perfection in points of scientific improvement, durable construction, reliability, and finish. Furnished in plain strike, Gong chimes or Tubular bell chimes. Having the largest and most complete movement factory in connection with our Case Department for the exclusive manufacturing of fine Hall and Mantel Clock Movements, dials and tubular bells all under our personal supervision, is a guarantee to the trade of perfection in every detail. All movements mounted in cases and tested before shipment.

The Herschede Hall Clock Co.

Pacific Coast Representatives
A. I. HALL & SON, Inc.
Jewelers' Bldg., 150 Post St.
San Francisco, Cal.

Office and Factories: 1007 to 1015 Plum St.
CINCINNATI, OHIO, U. S. A.

"Sale-Compelling" Line of Sterling Novelties and Staples

¶ Because EVERY ARTICLE has TWO WELL-DEFINED factors no keen retailer should overlook: First—originality and worth at moderate cost, thus appealing to consumer; Second—has a fine profit for the dealer.

¶ We have been in the trade fifty years. Isn't it reasonable to suppose we know HOW to make a line that is PAR EXCELLENT? Well, we do, and it is not egotism to state our line is second to none and dependable in every particular.



No. 10—7234 Sterling Mayonnaise Set

Can Be Retailed at $5.75

Blake's Silver Novelties and Staples not only sell IN THEMSELVES, but will brighten up your other stock.

Our Latest Catalog

is replete with articles you should have. You will need this catalog in your buying and we want you to have it.

Write for one and do it now!

JAMES E. BLAKE CO.

Silverware bearing this trademark denotes sterling silver 925-1000 fine.

Manufacturers of Sterling Silver

Toiletware, Manicure Pieces and Sets, Sandwich Plates, Cups, Jam Jars, Strainers, Hollowware, Casters, Lemon Dishes, Salts and Peppers, Condiment Sets, Candlesticks, Novelties, etc., in Sterling Silver, are illustrated, explained and priced in our Catalog, which we will send to you upon request.

Attleboro, Mass.

Chicago Office 910 Heyworth Bldg. | New York Office 37 Maiden Lane | San Francisco Office 717 Market Street

GOLD JEWELRY in 14 Karat and 10 Karat

Diamond Mountings
Brooches
Scarf Pins
Bar Pins
Earrings
Etc.

Diamond "F" Trade F Mark

Stamped on All Goods is a Guarantee of Workmanship, Finish and Quality

New York Office 13 Maiden Lane

T. G. Frothingham & Co.
NORTH ATTLEBORO MASS.

Gold Knives *with* Cigar Cutters

Something New — Sells on Sight

IN 10 K AND 14 K



Ask your Jobber for them. Also the T line of

LOCKETS	LINK BUTTONS	CHATELAINES	BABY PINS
SCARF PINS	PENDANTS	TIE CLASPS	CHARMS
LAPEL CHAINS	MEDALLIONS	CROSSES	HAT PINS
FOBS	BROOCHES	KNIVES	

TUSHNETT, LANCTON & HEDINGER

51 Maiden Lane, New York — 29 E. Madison St., Chicago

Purchase reliable merchandise at legitimate prices and you will make your business a big success. Every article manufac-. tured by us is guaranteed.

Ask For Bigney's "Mirror Finish" Chains

Send For One of Our Velvet Gold Embossed Banners



S. O. BIGNEY & CO.

New York Office: 3 Maiden Lane

Attleboro, Massachusetts

HARRISON
Umbrellas and Walking Sticks

We have for many years been credited by the Jewelry trade with making by far the MOST ARTISTIC and BEST SELLING line of MOUNTED UMBRELLAS and WALKING STICKS in the country.

This Season's Productions exceed all our former efforts in beauty of design, workmanship and finish.

Trade-Mark

W. W. HARRISON CO.
Makers of
Umbrellas and Walking Sticks
OF THE BETTER SORT
5th Ave., Cor. 34th St. NEW YORK

Established 1876



COLONIAL DAME BRACELETS

MADE IN FOUR WIDTHS—⅜", ½", ⅝", ¾"







Ask Your Jobber for "The Line of Quality"

LOCKETS
BRACELETS
FOBS

LOCKET
Trade-Mark

BLISS BROTHERS COMPANY

Attleboro, Massachusetts

Heyworth Building
Chicago, Ill.

Silversmiths' Building
New York City

Chronicle Building
San Francisco, Cal.

TRADE-
MARK

CHARMS
SCARF PINS
BUTTONS

Let Us Send You a Selection of Our New Goods

We Are Manufacturers Direct to the Retail Trade

Mr. Retailer, did you ever stop and consider what that means? Only one reasonable profit to pay, and the maker of the goods to hold responsible for quality and workmanship. We have been selling the retail trade for over ten years, and can refer you to many of the best jewelers in the country as regards our methods, prices and satisfaction.



Bracelets
Chains
and
Fobs

in One-tenth and Quarter Gold are our specialty.







We will gladly send you our prices and solicit a trial order. May we send them today?

A & Z CHAIN CO.

116 Chestnut Street, PROVIDENCE, R. I.

NEW YORK CHICAGO KANSAS CITY SAN FRANCISCO

BATES & BACON, Attleboro, Mass.



NEW YORK, 9 Maiden Lane
CHICAGO, 31 No. State Street

MAKERS OF

High Grade Gold Filled Chains, Lockets and Bracelets

We illustrate a few new Patterns of our High Grade Gold Filled Bracelets, made in seven sizes oval Tubing from 1/4, 5/16, 7/16, 1/2, 9/16, 3/4 and 1 inch, same quality stock as when first put into our line, and every Bracelet guaranteed.

We make any wrist size desired.

POPULAR FLAT PENCILS

In 10kt., 14kt. and Sterling Silver

MANY STYLES

HIGHEST WORKMANSHIP AND FINISH



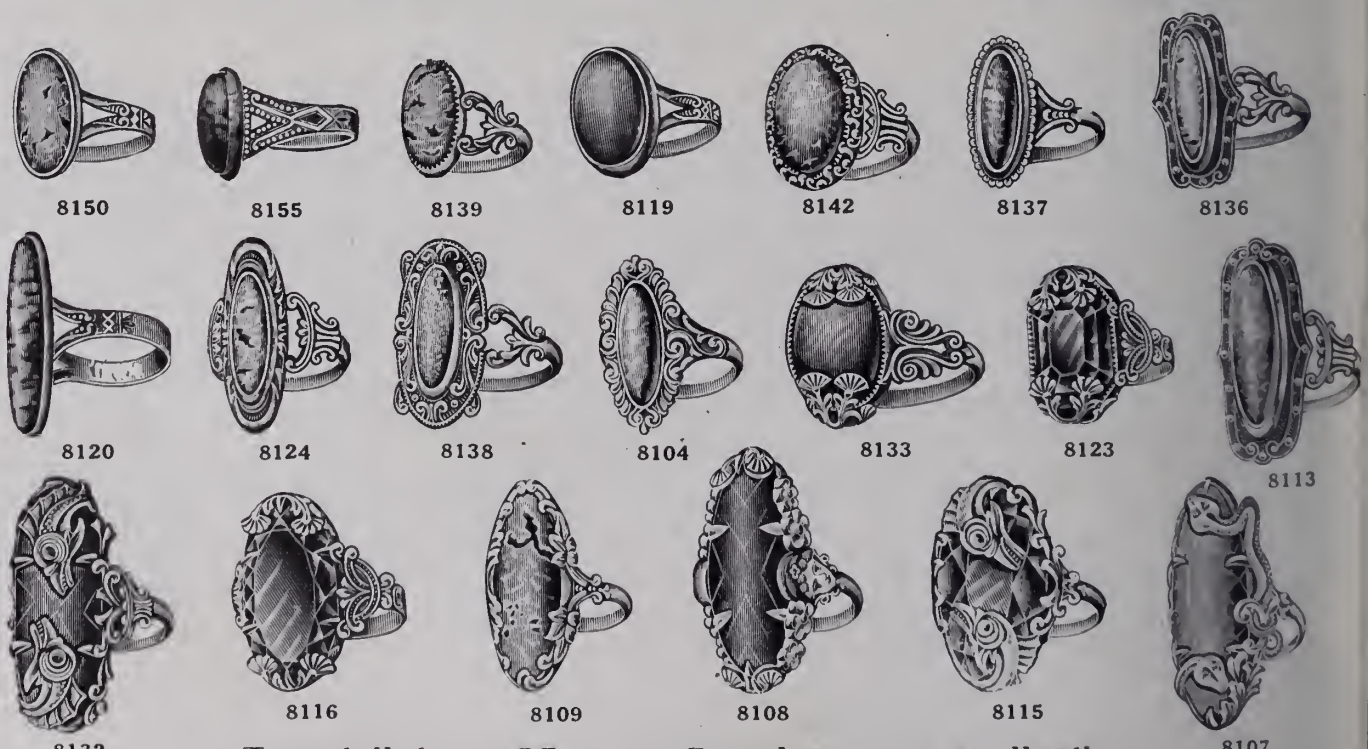
LET US SEND YOU A SELECTION FOR YOUR INSPECTION

17 Maiden Lane
NEW YORK

Makers of the "SWAN SAFETY" FOUNTPEN
AND ALL STYLES OF PENCILS

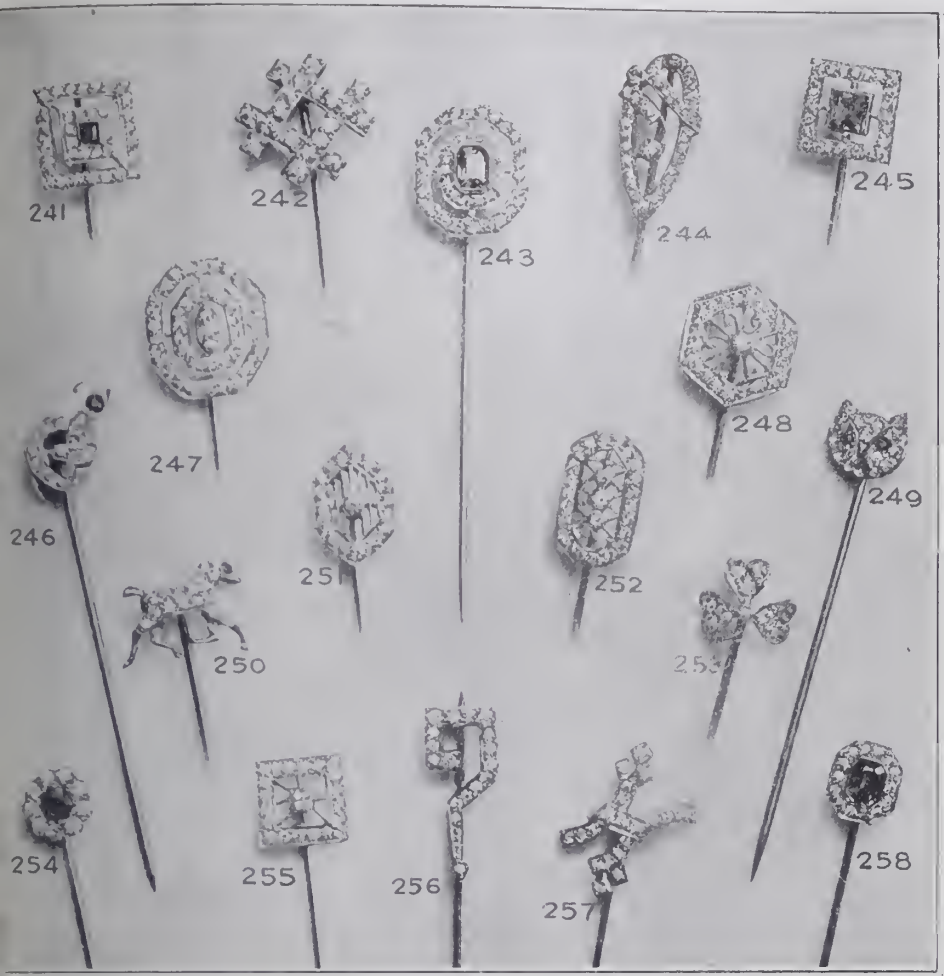
209 South State Street
CHICAGO, ILL.

STERLING SILVER RINGS



To retail from 25c. up. Samples upon application

RHODE ISLAND RING CO., 21 Eddy Street, Providence, Rhode Island



STERLING SCARF PINS.

Artistic goods have the power of creating in part their own demand, to see them is to wish to possess them.

There is no surer means of increasing your sales than showing a good assortment of these inexpensive genuine diamond reproductions. The mountings are sterling silver and set with exceptionally brilliant French crystals with a lasting lustre.

Our Holiday Catalogue is now ready, if you are not on our mailing list, write for a copy.

14 KT. GOLD STERLING .925/1000. ON SILVER

Fishel Nessler Company

Manufacturing Jewelers

79-81-83-85 Crosby Street NEW YORK

Established over a quarter of a century



Finish *Quality*

PROVIDENCE STOCK CO.

100 Stewart Street
PROVIDENCE, R. I.

A Few Suggestions for Your Fall and Holiday Trade

You can bank on our goods selling. Our line is so extensive that you are not confined to a few articles. Our AMORITA BRACELETS make a good leader. The patented safety catch is an exceptional talking and selling point.

Then, too, our VEST, NECK and LORGNETTE CHAINS, FOBS, PENDANTS and other BRACELETS in GOLD-FILLED offer unlimited opportunities. All our GOLD-FILLED goods are made from a SPECIAL PROCESS—HARD FINISH—WEAR RESISTANCE, HIGH-GRADE STOCK.

We also make SOLID GOLD VEST, NECK and LORGNETTE CHAINS, SCARF PINS, PENDANTS and LAVALLIERES.

Ask Your Jobber for an Inspection of Our Line



TRADE → ♡ ← MARK

SAMPLE OFFICES
11 Maiden Lane, NEW YORK
10 S. Wabash Ave., CHICAGO

Look for PR-ST-CO Stamped on Swivel of Coat Chains, etc.



AMORITA

Look for → ♡ ← Trade-Mark on Bracelets

Look for PR-ST-CO Stamped on Spring Rings and Swivel of all Chains



Any Month

is a good month to lay in a line of our "Sellers," but this is an especially desirable time to stock up with the many new patterns our factory is turning out. You will get the benefit of the complete assortment and gain many additional sales by the proper display of such Sellers.

Whatever is new and desirable in gold jewelry can be found, moderately priced, in the line bearing "The imprint of The Rose," the Trade Mark of quality and excellence.

Henry Freund & Bro.

"Sellers of Sellers"

71 Nassau Street, New York

Elk, Eagle and Moose Goods a Specialty

THE SPHINX HAS SPOKEN!

"The Quality's There"



AND DECREES THAT

Real Gun Metal Bags and Purses

ARE NO LONGER *ONLY* APPLICABLE TO THOSE IN MOURNING

You need not take the Sphinx's word for it either, unless you want to—just use a little of your own observation faculties and note how many more women *now* carry Gun Metal Bags and Purses than a year ago.



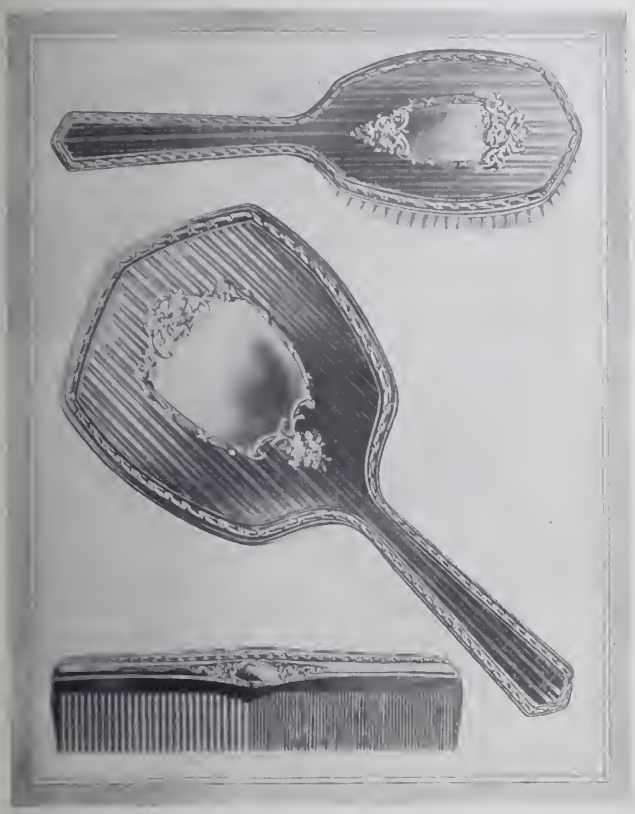
Send for Our Catalog "B"

Send for Our Catalog "B"

Doesn't This Mean Something To You?

OPPENHEIMER-BRUSSEL IMPORTING CO.

FLATIRON BLDG., NEW YORK



The Dolly Varden

A COMBINATION of die work and engine turning, producing a pattern of strength, dignity and grace.

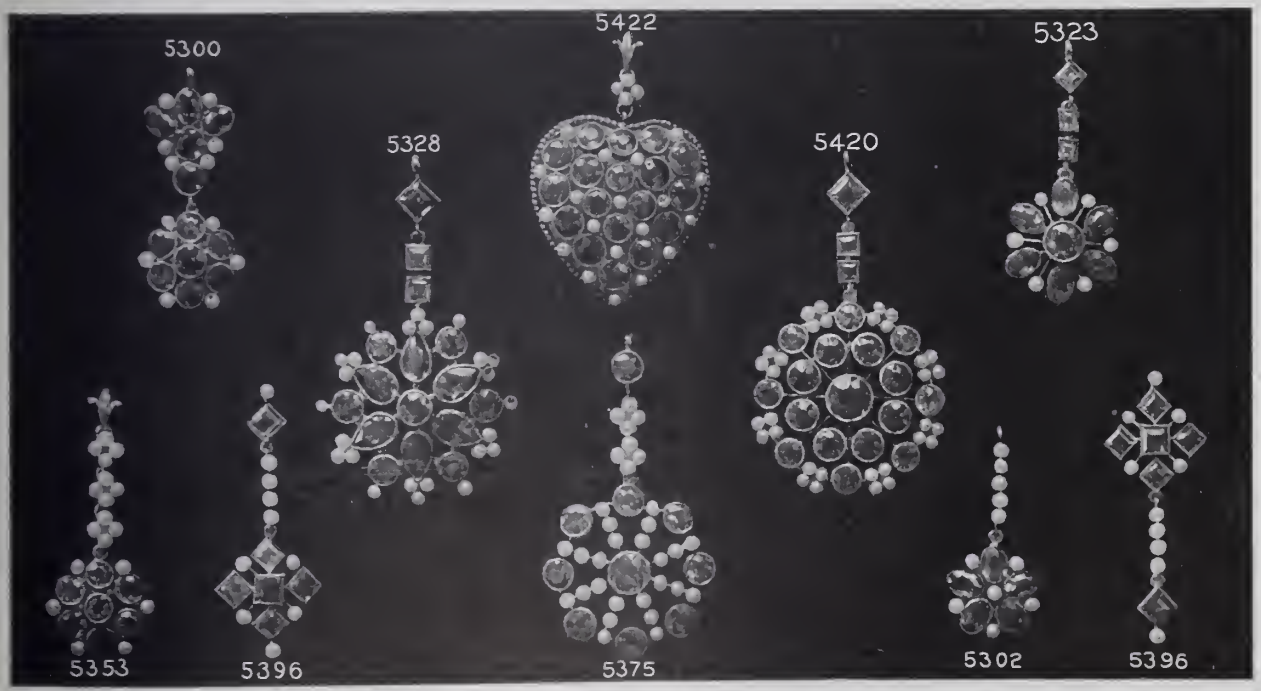
Must be seen to be appreciated.

No matter how carefully made, illustrations cannot do justice to this superior design.

Your copy of our 1911 Catalogue is now ready. Send for it.

La Pierre Mfg. Co.
Silversmiths
Show Rooms, 1 West 34th St. New York *Newark, N.J.*

AN ENTIRELY NEW LINE OF AMETHYST PENDANTS



VERY DAINTY

Send for Selection Package on Memo.

C. BRIGGS Pres. R. S. BLAKE, Treas. C. S. TROW, Secy.

WILLIAM L. SEXTON & COMPANY
INCORPORATED
FORTY-NINE JOHN STREET, NEW YORK



SOLIDARITY—"The Case That Courts Comparison"

Mr. Retailer:



Flashy Dashy gold cases are never stamped "SOLIDARITY."

SOLIDARITY CASES have a rich artistic appearance which, often more than salesmanship, effects the sale of a watch.

They are the BETTER CASES for the BETTER JEWELERS.

SOLIDARITY CASES are somewhat hard to get, but they are ***worth the getting,*** at any reasonable effort. A selection package may be had for comparison

THROUGH YOUR JOBBER

SOLIDARITY WATCH CASE CO.

(Established Over a Quarter of a Century)

54 Maiden Lane - NEW YORK

D. E. D. McMURRAY, President LOUIS J. MONTAGNON, Sec'y-Treasurer JOHN W. SHERWOOD, Vice-President

THIN MODEL TOILET SETS

OF EXCLUSIVE DESIGNS

Bearing this Trade-Mark

ARE THE

Quickest Sellers To-day

BECAUSE THEIR

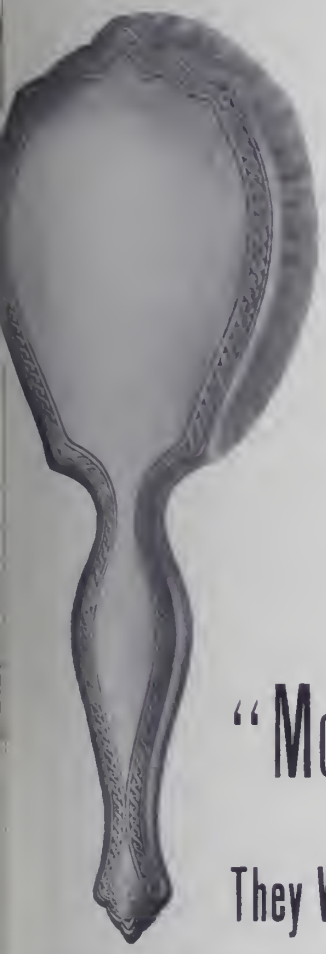
Popular Price Appeals

YOU WILL PURCHASE OUR

"Most-Durable" Ring Mesh Bags

In Sterling, German Silver, and Soldered and Unsoldered

They Wear Longest—Therefore are Best Values



Plymouth Pattern No. 150.



Royal Pattern No. 100

"Thin-Model" Novelties

of our Make fill the

Consumer's Insistent Demand

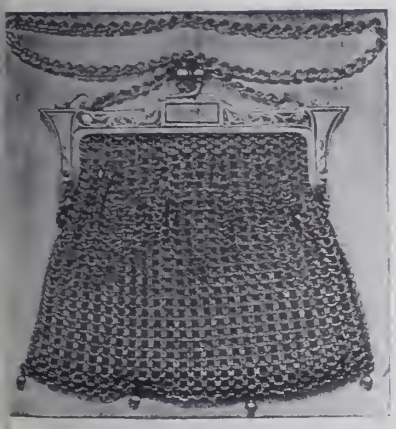
FOR

Vanities, Cigarette Cases, Match Safes, Coin Holders, Pierced Ware, Etc.

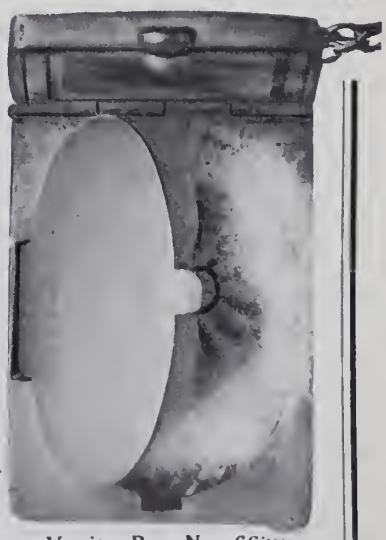
Send now for our Catalog

Manufacturers for the Jobber

Our new and modern equipment insures prompt delivery of orders. Those who have goods to sell will get the benefit of early sales—so place your order with us now and be prepared



Mesh Bag No. 6157



Vanity Box No. 6639

Eastwood-Park Company

New York Salesroom, 15-17-19 Maiden Lane

Newark, N. J.

INSIST ON "NEWARK-MADE"

Krementz & Co.
Platinum and 14-K. Diamond and Enamel Jewelry
Krementz Bodkin Stud and Vest Buttons

Crane and Theurer, Inc.
TRADE MARK
13-15 Franklin St.
14 KARAT LINES

Andrew O. Kiefer
10-K. Profit-to-the-Dealer Rings
61 Arlington Street

Meyer & Gross
Makers of High-Grade Rings
Guaranteed in Every Respect
401-407 Mulberry Street

10K Business Builders
Layman-Van Ness Co.
TradeMark
91 Oliver Street

Moore & Son
Gold Rings and Jewelry
M+J
22 Green Street

Osmun-Parker Mfg. Co.
Makers of Fine Pearl and Diamond Jewelry
338 Mulberry Street

Thurstans & Waters
Makers of Gold Bar Pins with
Self-Locking Catch
50 Columbia Street

Bippart, Griscom & Osborn
14-Karat Jewelry
2-8 Garden Street

Goldsmith-Koch Co.
Mesh Bags. "Something Different." Every Link Soldered at no advance in price over the former Unsoldered
103-109 Oliver Street

Taylor & Co., Inc.
10-K. Jewelry — In make and finish unsurpassed by goods of any higher quality
X T K
47 Chestnut Street

Battin & Company
Small Wares—Gold and Silver
Salesroom, 320 Fifth Ave., N. Y.
106 Ogden Street

The Keller Jewelry Mfg. Co.
10-Karat Jewelry
Factory
251 N. J. R. R. Ave.
New York Office
64 Nassau Street

Charles C. Wientge Co.
Artistic 14-K. Gold Jewelry, Novelties and Silverware
14KWK
32 Marshall Street

Lee-Dodd Company, Inc.
14-Karat Jewelry—Christian Science Jewelry
13 Franklin Street

BROWNE, JENNINGS & LAUTER
Makers of Fine Platinum and Gold Jewelry
Also Special Work from Designs
N.Y. Office, 49 Maiden Lane
48-50 Walnut St.

Frederick B. Weiss, Inc.
The Up-to-Date 10-Kt. Line
<W>10K
473-475 Washington Street

John Chatellier
Specialties—Boxes, Cigarette, Vanity and Card Cases in Gold and Silver
N.Y. Office, 341 Fifth Ave.
306 Market St.

EASTWOOD-PARK CO.
Silversmiths
Toilet Articles, Novelties and Mesh Bags
N.Y. Office, 15 Maiden Lane
Austin and Murray Streets

Kohn & Company
Makers of the Celebrated
10-K. Line with the 14-K. Appearance
Camp and Orchard Streets

Burstow, Kollmar & Co.
Bracelets and Bead Necks
18 Columbia Street

14K, 10K Gold, Platinum, Diamond Goods, Silver Novelties and Silverware.
Because
These firms Employ the Most Expert Artisans In the Jewelry World
and
Produce the Newest and most Artistic Lines Shown to the Trade.

Link & Angell, Inc.
TRADE MARK
14-K. Jewelry
13 Franklin Street

William Link Company
Makers of Profit-making
Distinctively Designed 14-K. Jewelry
TRADE 14LK MARK
401-407 Mulberry Street

Charles W. Park
Maker of Fine Sterling Goods, Novelties and Mesh Bags
Oliver and McWhorter Streets

Day, Clark & Co.
Bead Necklaces
449 Washington Street

Frank Krementz Co.
Makers of 14-Karat Jewelry
532 Mulberry Street

Garland, Fisher Company
10-K. Mesh Bags and General Line
N.Y. Office, 9 Maiden Lane
530 Mulberry Street

Abig & Wagner
Specialty: 10 and 14-K. Bracelets and LaVallieres
50 Columbia Street

Weizenegger Bros.
W B
Sterling Silver Mesh Bags
358 Halsey Street

Hagerstrom & Chapman Co.
"The House of Originality"
14-K. and Platinum Jewelry
85 Columbia Street

Riker Brothers
TRADE R MARK
Manufacturing Jewelers—14-Karat Only
42-4-6 Court Street

Bride & Tinckler
Choicest Whole Pearl Line
336 Mulberry Street

14K Courtois, Bush & Garrigus
Sporting Jewelry, Vanity Cases, Etc.
473 Washington Street

14K L. Fritzsche & Co. 10K
Fine Gold Jewelry
Patented Nail Bracelet
480 Washington Street

Van Moppes & Son
Diamond Cutters and Polishers and Importers of Rough Diamonds for Mechanical Purposes
671 Broad Street (Wiss Bldg.)

La Pierre Mfg. Co.
Silversmiths
Candlesticks
50 Columbia Street

Eckfeldt & Ackley
14-K. only—Lockets, Links and Novelties
98-104 Murray Street

WORDLEY, ALLSOPP & BLISS CO.
14-K. only Bracelets, Link Buttons, Tie Clasps, Scarf Pins, Bar Pins, Handy Pins, Gold and Enamel Lockets, Necklaces, Coat Chains
WAB
33 East Kinney Street

STROBELL & CRANE
Bracelets, Lockets, La Vallieres
Plain, Engraved, Jeweled
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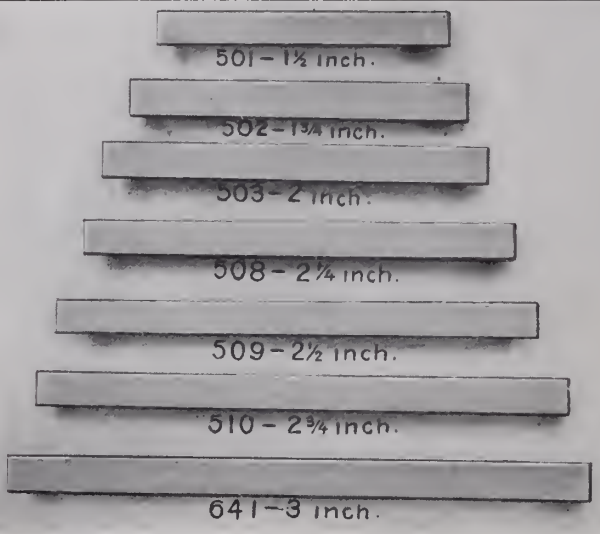
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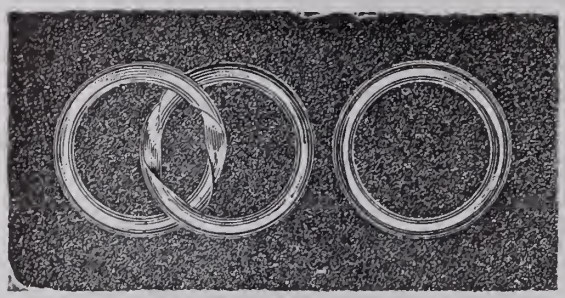
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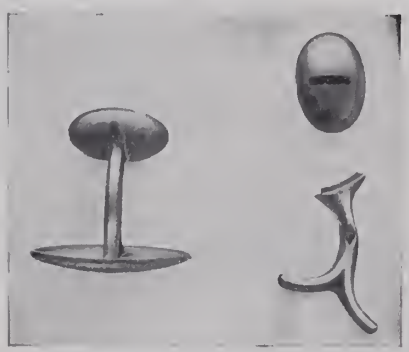
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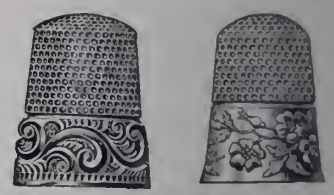
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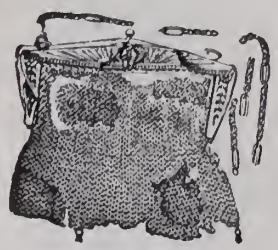
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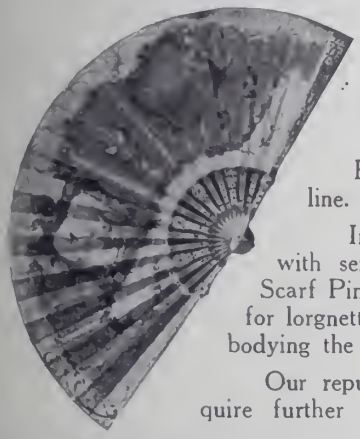
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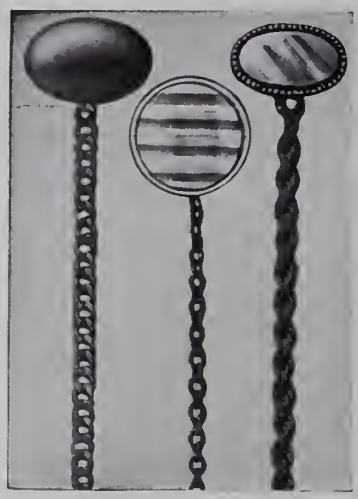
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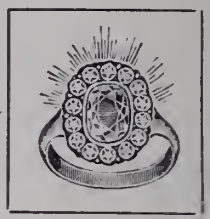
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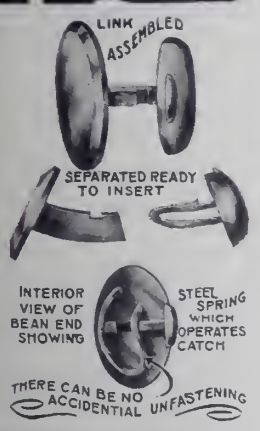
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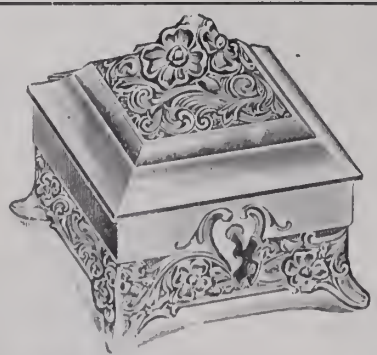
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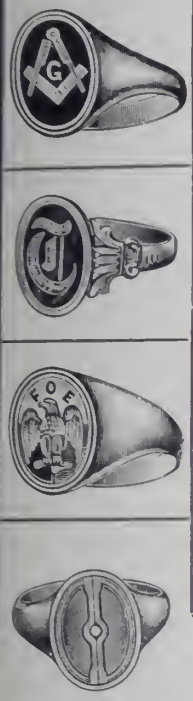
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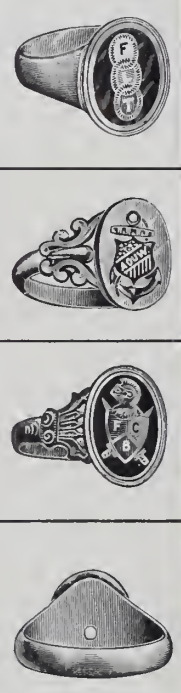
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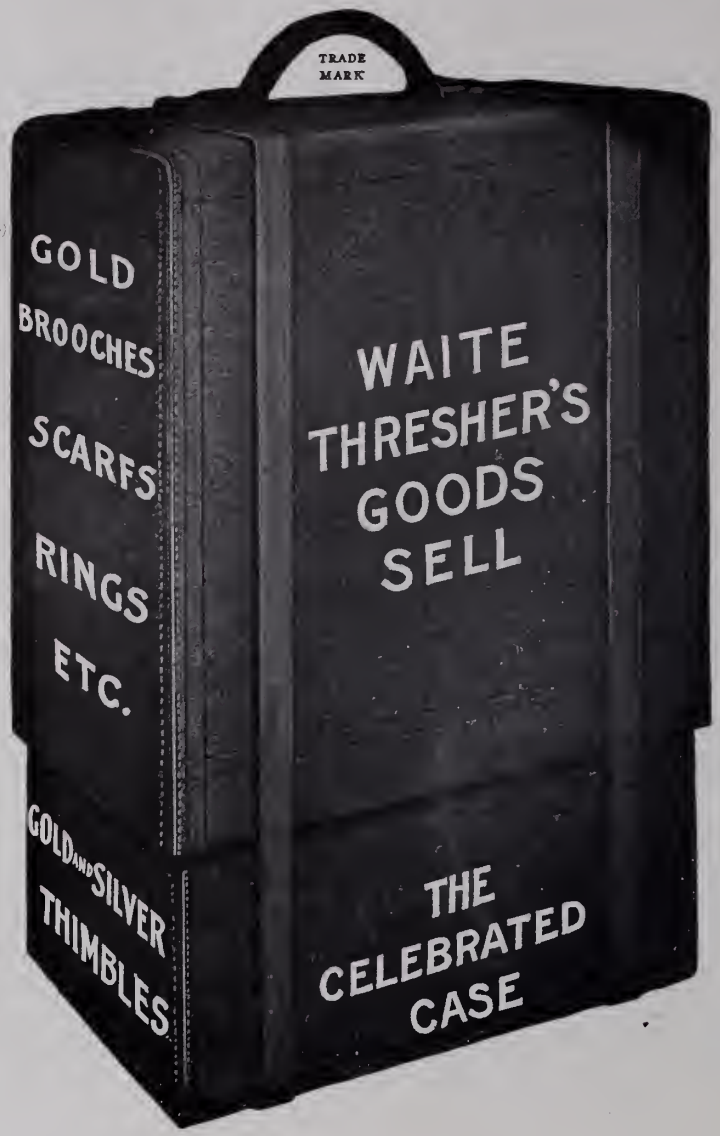
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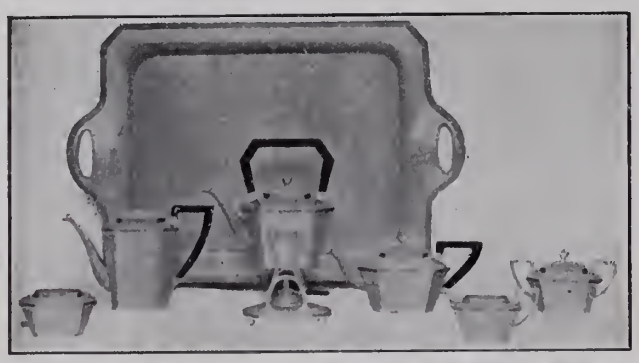
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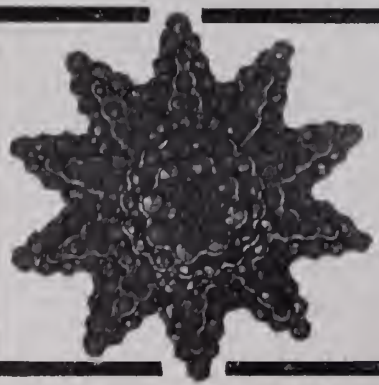
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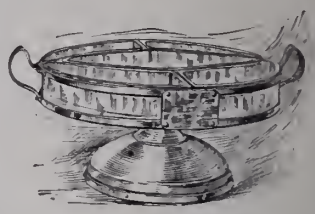
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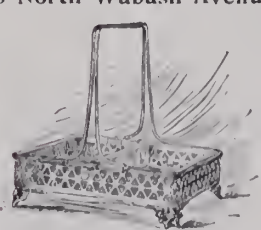
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THE JEWELERS' CIRCULAR
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THE HOROLOGICAL REVIEW
THE JEWELERS' WEEKLY THE JEWELERS REVIEW

OL. LXII. WEDNESDAY, SEPTEMBER 27, 1911. No. 9.

Little Talks on Buying Diamonds.

By Monroe Eagelsman.

PART I.

HEN RETAILERS WITH LIMITED CAPITAL FIND ADVANTAGE IN BUYING MOUNTED GOODS.

LTHOUGH it is conceded that there is undoubtedly an advantage in buying unmounted diamonds and other precious or semi-precious stones, still, under rtain circumstances when everything is nsidered, it would be much better and ore advisable to pay the additional differce of cost which the purchasing of ounted goods necessitates. Unless you ve sufficient capital to incur such obliations, it would be a very poor policy to crease your indebtedness by buying large ocks of loose gems.

Experience has taught many retailers at only about 20 per cent. of such purases are sold during a period of a fiscal ar, but the balance, which remain in ock, must be paid eventually. If this is ue, it is easy to perceive and reckon that e amount of this unused capital (at least r the time being) could be utilized decidly to a far greater advantage by purasing other kind of goods, for which a nicker sale can be made.

If, however, you believe sincerely that e demand for gems is of such a nature to warrant you to speculate by purchasg outright such class of goods, then it ould be unquestionably preferable to inst in a stock of mounted, rather than a ock of unmounted goods. Why? Beuse, experience has proven that by buyg the latter kind of goods, although aprently well assorted as to their sizes, color d quality, that even among this supposed od assortment it will be difficult to match mount them properly in settings which ve been purposely bought for these nes. But contrary to expectations, many these costly mountings and unmounted nes will not or cannot be utilized until rhaps a better opportunity to do so will esent itself. In the meantime the equivnt of this stock so invested is tied up ital or debt.

In consequence of the fact that the re- l jewelry business necessitates the purasing of a large and varied kind of goods, much as possible, it is essential that such quired stock shall be bought judiciously d with due discretion at all times.

The temptation to purchase any kind of ods, unmounted stones in particular, is doubt very strong and hard to resist, as terms and other inducements to buy h class of goods (which are constantly ered) appeal at the first glance as being very promising and satisfactory investnt. But, before accepting such an apparent easy credit and incurring such obligations, it would be wise to first consider, it your financial strength and the prospects of selling such goods, when mounted, or otherwise, warrant you to take such a step.

Should you be disappointed in your expectations, the speculation would prove perhaps detrimental to your interests, if not disastrous. You must also consider in buying unmounted stones and in setting them into costly mountings, that their styles change (like anything else) and to remount them in different or more desirable settings, would entail a great loss.

To avoid, or rather minimize, such a loss or risk, it would be much wiser to purchase such goods already mounted, and select them from dealers who can show you a large assortment of the latest designs. But, under no circumstances are you justified in purchasing beyond your means or requirements. Failing to do so, your credit will be jeopardized eventually. The dealers from whom you expect to receive the necessary credit or from whom you desire to purchase will perceive, perhaps by the delinquent payments of your respective debts, that you have injudiciously overbought or have gone unwisely beyond your financial limit, and in consequence your credit will be properly curtailed, or in other words, your dealer will not sell you as much as you anticipated to purchase from him.

For these reasons it is advisable to utilize limited capital by buying only such kinds of goods as you believe you can realize a satisfactory profit thereon, and also sell them within a reasonable time.

The very small retailer should be cautious to refrain entirely from buying outright mounted or unmounted goods, but when necessary obtain a selection of them on memorandum, even though he be charged higer prices. By so doing the comparative loss of profit which this method may entail, will be partly compensated for by eliminating the risk of not selling them advantageously after the investment has been made. The chances of obtaining a good selection are more than ample and it is obvious that it would be virtually unnecessary to have the required capital to be owner of these goods, or in other words, one can save thereby his actual investment or capital at the expense and risk of those from whom he may obtain the goods.

To succeed in any undertaking one must go slowly and surely, and in this way everyone will appreciate the fact that he should pursue such good business methods as will strengthen confidence in him and instil the belief that his enterprises will prove successful. He should refrain from assuming unwarranted responsibilities that may prove detrimental to his business development, even if they do not lead to ultimate disaster.

(To be continued.)

Notable Decrease in the Shipments of Jewelry from Austria-Hungary, Reported by Consul General Denby, at Vienna.

IN a report embodying a commercial review of Austria-Hungary, Consul General Charles Denby, at Vienna, makes an interesting statement anent the decrease in jewelry shipments from that country:

The small manufactured articles which constitute so large a part of Austria's domestic industries, such as beads, buttons, jewelry, imitation stones, etc., are mainly shipped from the Reichenberg district. Consul Pike, of that district, points out a great decrease in 1910 from 1909 in the export of jewelry and buttons, amounting to over $526,000 worth, due to a change in fashions in the United States. He intimates that exportation in this line will eventually be of little value.

A change in American taste, stopping the demand for the jewelry of Bohemia mounted with cheap stones and artificial gems, would be a serious blow to a Bohemian industry carried on in thousands of obscure homes. There is reason to believe, however, that the American demand for these goods from Austria is being affected not so much by change of taste as by supplies from Oriental countries.

The American demand for cheap artistic articles requiring much manipulation and manual skill for manufacture cannot be satisfied for many years to come by home production, says Consul Pike. The United States sends at present to Austria annually several hundred tons of mussel and other shells from its western rivers, which provide, in part, at least, the pearl ornaments which American tourists are so eager to buy in the shops of Prague, Budapest and Vienna, and which perhaps they would not care for if they were made at home. A complete change in industrial conditions in the United States will have to take place before American artisans can compete with European and Asiatic products in these lines and command the approval of their own market.

Harry G. Heiscerman, Cedar Rapids, Ia., has filed a petition of bankruptcy. He claims debts to the amount of $3,106, mostly contracted with banks at Hawkeye, Ia. His assets are given at $15,075, $13,075 of which is in life insurance policies and wearing apparel.

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REGISTERED TRADE MARK

Creditable Work in Jewelry by Students of the Sarah A. Fawcett Drawing School at Newark, N. J.

AT the annual exhibition of the work of the students of the Sarah A. Fawcett Drawing School, Newark, N. J., which was held recently, many expressions of approval were heard from the throng of visitors who viewed the display of the work of the different classes. The school gives courses in industrial and general art, and in mechanical and architectural drawing. It also has a department of jewelry designing and making, and the work exhibited in this department met with its full share of praise. It included a large number of pieces of jewelry of artistic conception, which were skilfully executed in silver. Among these were stick pins, brooches, fob chains, La Vallieres, pendants and a variety of other pieces. The jewelry was displayed in cases arranged about the walls of the room which is occupied by the jewelry classes.

The course in jewelry is under the instruction of Henry Grasmuk, who has had a well-rounded experience in both designing and making jewelry. The results which he has accomplished with the jewelry classes have already attracted the attention of the Newark jewelry manufacturers, who showed a decided interest in the exhibition this year, and who encourage the work of the school in every way.



HANDWROUGHT JEWELRY MADE BY NEWARK STUDENTS.



NINE SPECIMENS OF CLEVERLY EXECUTED PENDANTS AND PINS.

The course given by the Newark Drawing School offers to students an educational training which fits them for practical work, and opens to them a field of remunerative employment and advancement which is far from being over-crowded. Young men and women who are fitted by training to design and execute artistic jewelry are in constant demand in the shops of up-to-date jewelry manufacturers, who realize that the success of their present business is to a large extent dependent upon the individuality in conception and artistic execution shown in the jewelry which they offer for sale. For this reason young men or women who can produce a piece of jewelry which is original and has artistic value will readily find a place in a manufacturing jewelry establishment. The course offered at the Newark school affords this kind of training, and the fact that the classes have been full during the past year indicates that the students are not slow to see the advantage to be derived from a course of instruction of this kind.

Manufacturers of jewelry are giving more attention to the artistic side of their products, and any step which trends in this direction is welcomed by the Newark jewelry makers as a distinct advance in the right direction.

The jewelry designing department of the school was started several years ago, and proved so successful that it was deemed advisable to enlarge this department and make it possible for the students in designing to work out their ideas in metal, thus affording them not only an opportunity for the creation of original designs, but also an opportunity of learning how to fashion these designs into actual pieces of jewelry. With this end in view, the facilities of the department were increased, and the school now has a well-equipped room containing all the necessary tools and other requisites for making jewelry.

The work of the jewelry classes on display this year was of exceptional merit, and included a large number of different articles, all of which were of original design and artistic execution. Cephas I. Shirley, principal of the school, who in

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All Sizes and Qualities

company with a prominent Newark manufacturer of jewelry showed the writer the jewelry exhibit, and also the work of the other departments of the school, explained that he intended to start a class in enameling in the near future, in addition to the work now being done by the jewelry class. He called attention to the course offered in hammered copper and brass, and the exhibits in this department were of unusual merit. That department is in charge of DeWitt C. Van Note, and the display included fern dishes, desk sets, hammered brass and copper electric light standards, baskets, paper knives and a large collection of other articles.

The photographs which are shown herewith are of some of the pieces of jewelry on exhibit at the school, and give a fair idea of the excellence of the work done



WATCH FOBS AND BROOCHES MADE BY STUDENTS OF THE NEWARK DRAWING SCHOOL.



EXAMPLES OF STUDENTS' WORK IN SILVER.

The Oldest Jewel on Earth and Its Wearer.

ONCE upon a time, ever so long ago, in a day so remote that your mind gets dizzy trying to imagine it, a woman, perhaps, a queen, leaned over a mirror of still water to admire the effect of a new necklace upon her throat. The chain was made of bones and ivory beads, laboriously cut out with tools of flint and pieced with flint drills by some man who loved her well enough to take the trouble to adorn her.

The man who made it had great rough arms, more accustomed to brandishing the trunk of a tree than manipulating an edged tool. He fought wild beasts and wild men, with a club as his weapon, for he had to hunt the boar and the deer to get meat for himself, the woman and the babies, and skins with which to keep them from the cold. He had but just learned that the tusk of a wild boar tied with sinews to a stick made a more effective bludgeon than the root of a tree, and that the bones and teeth of the creatures on which he lived could be utilized for many purposes. The woman had just discovered that a fishbone, bored through its thick end with a sliver of flint, made a fine needle with which to sew together the skins that kept her and her babies warm. It had not yet occurred to them that bones and shells might be carved for ornament—this discovery came thousands of years later—but the woman had admired the whiteness of certain teeth and the play of color on the surface of certain shells. Her mind had conceived the beauty of round forms, and she had persuaded the man to make her an ornament by scraping and cutting and rubbing and boring scraps of ivory and shell.

That was several hundred centuries ago. The necklace the man made for the woman has just been discovered. It was dug up by L. Didon, the famous archaeologist, in a prehistoric burial ground at l'Abri-Blanchard, on the banks of the Vezere torrent, near Eyzies-du-Taillac, France.

Far older this jewel than those that are taken from the tombs of ancient Egypt and Assyria. They are only about 8,000 years old, while at least 20,000 years have passed since that primitive woman decked her throat with this necklace.—St. Paul (Minn.) *Pioneer Press.*

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MEMORANDUM ORDERS SOLICITED

Prominent Manufacturing Jewelers of Providence, R. I., Tell How They Earned Their First Dollar.

PROVIDENCE, R. I., Sept. 21.—In a recent article entitled "How I Made My First Dollar," the Providence Sunday *Journal* published interesting stories of four men who have attained considerable prominence in connection with the manufacturing jewelry industry of Providence. They are Harry Cutler, of the Cutler Jewelry Co., ex-president of the New England Manufacturing Jewelers' and Silversmiths' Association; Henry Fletcher, treasurer of the Fletcher-Burrows Co. and Mayor of the city of Providence; Theodore W. Foster, of the Theo. W. Foster & Bro. Co., and Everett L. Spencer, of the E. L. Spencer Co.

"How did you earn your first dollar?" "When did you get it." and "For what was it spent?" were the questions asked each, and in response to which the following interesting sidelights upon the early lives of these men were given:

"If getting hard knocks in the school of life fits one for success, there are few men better qualified than Represen ative Harry Cutler, of this city," says the article. "It would be hard to imagine a more discouraging series of difficulties than that which he began to conquer when he set out at the age of less than nine years to earn his first dollar." Mr. Cutler's story is told by himself as follows:

"The opportunities of the immigrant at that time were very small, and to support the members of our little family and keep together it was necessary that all of us should work. We were then at Farnham, near Buffalo, N. Y., where a large factory was engaged in canning fruit. My first job was in the shipping room of that canning factory. I was engaged to put paste on the ends of the labels which went around the cans. These labels were then taken by larger boys and girls and placed on the cans. I went to work shortly before 7 o'clock in the morning, and as a favor the boss let me out five minutes before 12 so that I could run home and start preparations for dinner. I went to work again before 1 o'clock and worked as long as there was light enough to see. For all those hours I was paid 95 cents a week and got it in the shape of tin checks which could be exchanged for goods at the company's store. Keep in mind the fact that the earnings of six hands, three persons, amounted in a week to a little less than $5, and you can imagine how sumptuously we dined and how many delicacies we spread upon the table with the midday meals which I aided in preparing. But perhaps that dollar made up of tin checks isn't what you mean by the 'first dollar.' If it isn't, the first real money that I earned was as a newsboy selling papers on the streets of Buffalo."

"Mayor Henry Fletcher at the age of 15 earned his first dollar as an errand boy in the jewelry shop of Hall & Willis. It was there that he first went to work for $3 a week, doing the thousand-and-one things that fall to the lot of a boy in a manufacturing establishment. He immediately began to save his money, made an especial effort to become familiar with all the branches of the jewelry industry and was admitted to the firm in 1881. Practically all of his active career has been spent with the one firm and its successors, for the firm of the Fletcher-Burrows Co., of which he is treasurer, is the outgrowth of the one with which he first went to work.

"The call to arms sounded by President Lincoln struck a responsive chord in the heart of Theodore W. Foster, then a schoolboy of 17, and, without consulting his parents, he ran away and enlisted as a bugler in the Third Rhode Island Cavalry. He served two and one-half years, receiving from the Government $13 per month. Army life was not conducive to saving, and when he returned at the end of his period of service he had just sufficient money to fit him out with a new suit of clothes and other personal belongings that were needed in the life of a citizen in time of peace. While in the army he lost all taste for the schoolroom and he entered the jewelry shop of his father as an apprentice, and his savings were the means of aiding him to go into business for himself in 1873.

"Everett L. Spencer began as close to the bottom of the ladder as it was possible for a 12-year-old boy to do. At that age he entered the manufacturing jewelry establishment of the Waite, Smith Co. as an errand boy and received $2.25 a week. He filled each position to which he was advanced conscientiously, always regarding the interests of his employers as his own. A little more than 20 years ago his savings enabled him to go into business with a partner, making a specialty of solid-gold goods. In 1892 he purchased his partner's interest and became the sole owner. The business was incorporated in 1903 and Mr. Spencer became president and treasurer. He is also chairman of the advisory council of the New England Manufacturing Jewelers' and Silversmiths' Association, a member of the executive committee and director of the Manufacturing Jewelers' Board of Trade and director and secretary of the Manufacturers' Refining Co., and is connected with numerous industrial enterprises and social organizations."



WATCH FOBS AND PENDANTS MADE BY JEWELRY CLASS AT NEWARK DRAWING SCHOOL.
(*See text on page 71.*)

Judge Crosby recently granted a petition for the dissolution of partnership of the L. B. Coe Co., Springfield, Mass.

E. E. Miller recently rented a shop at Academia, Pa., and will open a jewelry store and watch repair shop in the near future.

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DIAMONDS

FANCY SHAPED DIAMONDS

AND PEARLS

Jewelry, Clocks, Watches, Silverware and Kindred Lines Exported from New York.

WASHINGTON, D. C., Sept. 20.—The following were exports of jewelry, silverware and optical goods, clocks, watches and kindred lines from the Port of New York for the week just ended:

Acayulta: 1 case jewelry, $117
Bagdad: 22 cases clocks, $360.
Berlin: 2 cases watches, $275.
Bombay: 27 cases clocks, $500; 1 case silverware, $100; 19 cases clocks, $217.
Bremen: 3 cases watches, $3,602.
Buenos Aires: 2 cases clocks, $308
Calcutta: 19 cases clocks, $381.
Christiania: 2 cases clocks, $114.
Cienfuegos: 15 cases clocks, $397; 1 case plated ware, $130.
Colombo: 11 cases clocks, $232
Colon: 7 cases clocks, $177.
Copenhagen: 27 cases clocks, $747
Glasgow: 5 cases clocks, $200.
Guayaquil: 1 case watches, $123.
Hamburg: 2 cases optical goods, $288; 1 case jewelry, $600; 5 case optical goods, $782
Havana: 2 cases optical goods, $350; 1 case jewelry, $139; 73 cases clocks, $1,018.
Kingston: 22 cases clocks and watches, $577.
Liverpool: 1 case jewelry, $1,500; 10 cases clocks, $503, 3 cases silverware, $2,904, 3 cases watches, $3,515.
London: 24 cases clocks, $966; 20 cases clocks $821, 3 cases watches, $3,149, 11 cases optical goods, $9,413; 18 cases clocks, $490; 1 case watches, $746.
Macons: 8 cases clocks, 198.
Melbourne: 2 cases optical goods, $304.
Para 59 cases clocks, $1,942.
Rio de Janeiro: 213 cases clocks, $3,865; 2 cases watches, $1,975
Rangoon: 12 cases clocks, $215; 7 cases clocks, $135
St John: 3 cases watches and clocks, $341
St Thomas: 3,900 cases jewelry, $385.
Stuttgart: 2 cases optical goods, $123.
Trinidad, 1 case silverware, $100.
Tumaco: 1 case watch material, $137.
Valparaiso: 1 case clocks, $175; 1 case watches, $1,415; 70 cases clocks, $1,304; 4 cases watches, $920.
Vienna: 1 case optical goods, $551.
Wellington: 6 cases clocks, $253.

Jewelers and Other Merchants of Pittsburgh, Pa., Favor High License Tax on Transient Retail Merchants.

PITTSBURGH, Pa., Sept. 21.—Steele F. Roberts, of E. P. Roberts & Son, and president of the American National Retail Jewelers' Association, yesterday addressed the city council on the necessity of the enactment of an ordinance, compelling the licensing of transient retail merchants by raising the present fee from $25 to at least $100 a month. Mr. Roberts asserted, and he was backed by the statements of merchants in other lines of business present at the meeting, that these retailers come to Pittsburgh, open up a sample room at a hotel, stay a week, carry away thousands of dollars which legitimately belong to the merchants permanently located in Pittsburgh, who pay a mercantile tax and obey the laws generally.

Mr. Roberts spoke in support of the ordinance introduced by Enoch Rauh, president of the Pittsburgh Association of Credit Men, who is one of the city's nine councilmen. In the course of his remarks to the council Mr. Roberts said: "It is the custom of transient jewelers to take a room or two in a hotel, pay $3 to $5 a day for exhibiting and selling goods, to the detriment of the legitimate merchant. I believe that several million dollars are taken out of Pittsburgh every year by this class of merchants. They bring nothing into Pittsburgh, and frequently dispose of goods at fabulous prices. Merchants located here permanently must pay a corporation tax, a mercantile tax and a city tax to carry on their business. In New York, I understand, a license fee is charged transient merchants, while in many of the New England cities the charge is $50 a day, while here in Pittsburgh it is only $25 a month."

Mr. Roberts also called attention to the fact that one diamond salesman in particular has been in the habit of coming to Pittsburgh and selling thousands of dollars worth of diamonds, securing business which belongs to the Pittsburgh jeweler who endeavors to conduct a decent business

Albert Horne, of the Jos. Horne Co., which concern also has a big jewelry department, spoke in favor of the bill introduced by Mr. Rauh, and urged that the license fee to transient merchants be made $200 a month. This was considered excessive. Ordinance Officer Murray Livingstone said he did not believe that a $200 license fee would be sustained by the court. Mr. Rauh moved that the measure be referred to the law department of the city government for an opinion as to whether $200 a month would be unreasonable, since some of the councilmen thought it ought to be fixed at that amount. It was so referred.

Dishonest Employe of Appraisers Department Convicted of Stealing Jewelry.

James Prin, the Government packer at the Appraiser's Stores, New York, who was indicted for stealing articles from packages sent to the stores for appraisal, among them a diamond and ruby ring belonging to Mrs. J. P. Morgan, pleaded guilty Thursday to two counts of the indictment before Judge Hough in the Criminal Branch of the United States Circuit Court, at New York.

On the first count he was sentenced to 11 months' imprisonment in the penitentiary on Blackwell's Island and to pay a fine of $500. Sentence on the second count was suspended. Prin had been four years in the Appraiser's Stores.

According to the complaint, which was sworn to by Assistant United States Attorney Carl E. Whitney, the thefts had covered a period from Dec. 15, 1909, to the present time. The ring which entered into the charge in the second complaint against Prin was valued at $200 and was brought into this country by Mrs. J. P. Morgan upon her return on the *Caronia*, Oct. 16, 1907. The ring was in a package containing jewelry and silver plate valued at more than $13,000, which Mrs. Morgan had bought in London.

The package was sent to the Appraiser's Stores for examination, and was returned with a notation opposite to the item of the ring on the invoice explaining that the ring had not been found. It was charged that Prin took the ring and sold it for $85. The ring was later discovered and given into the possession of Appraiser Bird.

Wisconsin Retail Jewelers' Association Holds First Successful Examination For Watch Makers.

NEENAH, Wis., Sept. 20.—After several years' hard work and planning for watchmakers' examinations, the Wisconsin Retail Jewelers' Association has successsfully conducted its first examination, and the following report has been sent out by the board of examiners:

To the Sixth Convention, Wisconsin Retail Jewelers' Association:

Gentlemen—You have no doubt all received from time to time the various announcements of the board, concerning the examinations and our appeals to the watchmakers of the State.

To-day we can report that the first examination has taken place and that we will make our first recommendation to award certificates of competency.

There were five applicants. The examinations were held in the Wisconsin Institute of Horology, F. A. Thomas very cordially tendering us the use of his quarters, with necessary benches, lathes, etc.

The examination occupied two days and evenings. The applicants were obliged to demonstrate that they had technical and practical knowledge of watchmaking.

The entire field of watch repairing was gone into and proved most interesting, both to examiners and applicants. The quizes were both verbal and written. Applicants were obliged to make new parts and find and correct defects in movements which had been specially prepared by the examiners.

Examinations and work were thoroughly gone over by each examiner. After due consultation the board agreed and hereby recommend to your honorable body that certificates of competency be awarded Charles Keller, Appleton, Wis., and J. S. Langwell, Beloit, Wis.

We beg to report further that all matters pertaining to the examination are kept on record by the board, to which reference can easily be made at any time.

A roster of the successful applicants has been started by the board which we trust will be continued, and thus form the nucleus for a guild, so to speak, of the expert watchmakers of the State.

With this examination the ice has been broken. To make future examinations successful will depend on you gentlemen. It will be necessary for you to assist by inducing your watchmaker to take this examination. Another means to the end will be for you to ask for a certificate from the association when a watchmaker applies for a position. You will thus establish the need of holding a certificate in order to secure a desirable and profitable position; furthermore, a feeling of self-respect will be aroused and the ambition fired to become a good workman. It give apprentices some goal to work toward, with the result that a higher grade of watchmakers will be produced.

Hoping that the united support of the entire membership will be given to this part of the association work and that the next class examined will be much larger, we beg to remain.

Respectfully yours,

THEO. SCHELLE, Chairman; JOSEPH WELLSTEIN, EMIL BACHMANN, THEO. TWELMEYER, B. W THIEN.

Jewelers' Gold Bars Withdrawn and Exchanged at New York.

Week ended Sept. 23, 1911.

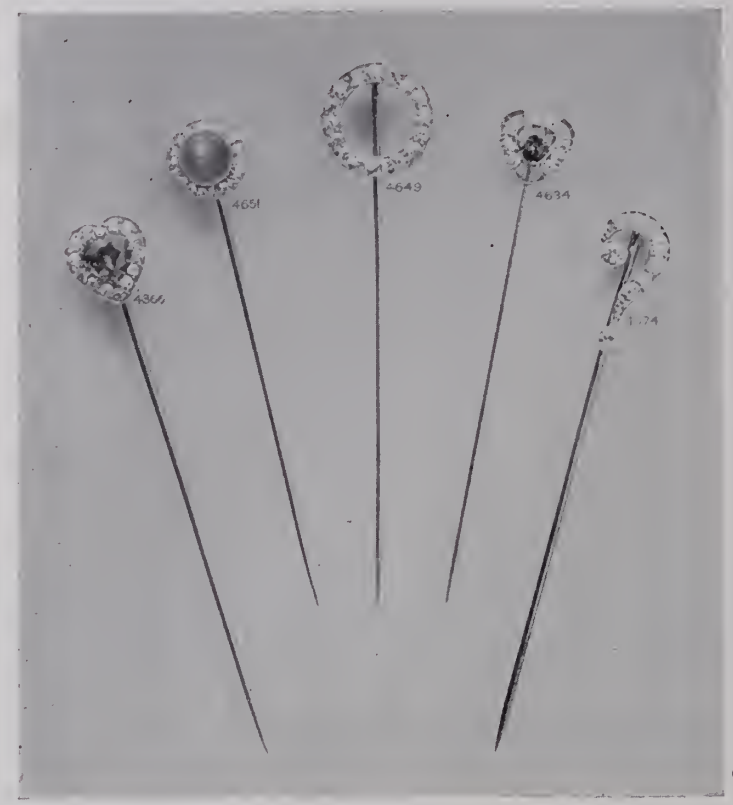
The U. S. Assay Office reports:

Gold bars exchanged for gold coin	$673,774.54
Gold bars paid depositors	72,637.52
Total	$746,412.06

Of this the gold bars exchanged for gold coin are reported as follows:

Sept. 18	$147,330 29
" 19	117,892.96
" 20	96,858.38
" 21	132,570.16
" 22	153,491.54
" 23	25,631 21
Total	$673,774 54

Alfred R. Steely, Hamburg, Pa., has suffered a loss of $435 by robbery.



New Effects in Scarf Pins

We are offering some remarkably fine Scarf Pins of the higher grade, in new and beautiful patterns; platinum mountings, set with diamonds and combinations of other precious stones. These pins are in the most advanced style and are of the highest type of workmanship. Prices moderate.

Diamonds

We can furnish you Loose Diamonds of any grade or size, and you can rely upon getting from us dependable stones always—diamonds that are precisely what we say they are—at lowest possible prices.

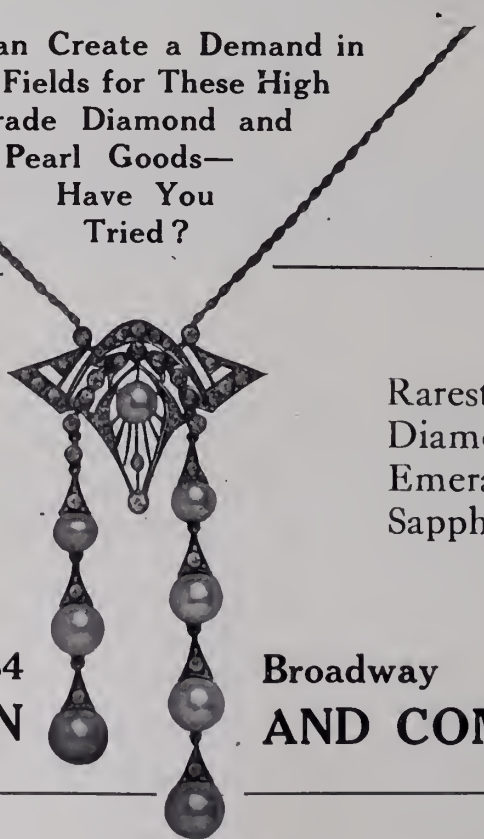
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We have the finest collection of all kinds of precious stones.

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Importers— 182-184 Broadway New York

LUDWIG NISSEN AND COMPANY

Prevailing Fashions in Engraving.

Written Expressly for The Jewelers' Circular-Weekly by Lillian P. Goldsborough.

WHILE it is difficult to get away from certain established rules for engraving, there are several notable changes in this branch of the jeweler's work, and Fashion places her seal upon some articles by this means in almost as pronounced a way as in lines or character of decoration. Many of the old forms must be retained because they conform to art and may not be improved upon, but when it is possible to apply novel ideas without detracting from the general harmony of designs and outlines, a charming touch not otherwise attained may be tastefully supplied. In accomplishing this result, the new methods ble at compound rates equivalent to 85 per cent. ad valorem under Par. 448 of the Tariff Act of 1909.

It is with the personal articles chiefly that the new styles prevail. Match boxes, cigar and cigarette cases, watches, vanity cases, chatelaine trinkets, some types of handbags and often even toilet silver lend themselves delightfully to this odd treatment. The adaptation of the block letter, which is the principal feature of this engraving, seems specially applicable to men's articles, as it is simple, clear and masculine; but it becomes the feminine possessions quite as successfully when lines are simple and decorations are not ornate. As in all things in jewelry, good taste must rule.

As a monogram or as a succession of letters, the new types are equally desirable, the individual touch being supplied by combining the letters in some odd fashion, either enclosing them within a diamond-shaped outline, an elongated rectangle, a triangle or a circle. The longer forms are by far the smartest. It is principally in cases in which the letters do not adapt themselves to longevity that the round or triangular shapes are employed. The primary consideration is attractive appearance. The letters must "look well" above all other things—artistic, unusual effect is the watchword—and it requires no little art to arrive at successful combinations.

The use of the long letters grew out of the desire for novelty and distinction in the marking of stationery. Placed in the left corner, this style gives a specially pleasing appearance to the page, and so unique and artistic were some of the combinations that further individuality was suggested by applying the same monogram to silver or gold articles of personal use. Thus it has developed that the woman of fashion bears upon all possible belongings the mark that is distinctly her own, rivaling in significance (to her, at least) a coat-of-arms or other insignia, and surely quite as decorative. That it may not be legible to the layman does not enter into the consideration. It must be unique, curious perhaps, distinctive, attractive, artistic—these qualities alone govern the designer.

There is some diversity of opinion as to the position of this monogram upon the article it is to adorn. It is safe to say, however, that it is most frequently seen in the center. For the smaller articles, as, for instance, a watch or a match box, a central position seems more harmonious, although in cases of the former (which, by the way, are most commonly done in script cipher) the upper right corner is sometimes chosen. Occasionally the letters are applied in enamel, but this style is not generally adopted and some of the leading jewelers do not approve of that treatment as quite suitable.

In the application of the monogram to cigar, cigarette and vanity cases, the preference seems equally divided between the center and the upper left corner, the decision being based upon the lines and type of decoration of the article itself.

The use of the odd monogram upon toilet silver is a subject that must receive careful consideration, for it is only with the simple, somewhat severe types of decoration that it is at all consistent. But as there are now many set, straight-line designs in this class of manufacture, the opportunity for individual impress is not lacking.

As a rule block letters are too severe and undecorative for toilet silver. Script adjusts itself more gracefully, the simplified style that now prevails being most commonly employed. There is also the shaded letter, simple in line, which is often preferred.

For all table silver, script is the desired lettering, and while this rule applies equally to flat ware, never before have the block letters been so profusely used in this connection. The most popular marking, however, for spoons, knives and forks is the drop script cipher. The single Old English letter comes second to this in choice. But in all cases it is a matter of harmony of letters with the design. And in this particular case the artistic ability of the jeweler decides the success of the purchase, for his advice brings satisfaction or disappointment, according as it follows or violates the principles of art.

The custom of marking the individual coffee pot on the left side, to be in easy view of the one who is using it, has not changed. The engraving of the regular coffee pot or teapot also remains the same, the right side being preferred, as the inscription is thus enjoyed by guests when the hostess pours the tea or coffee. For the water pitcher, the left side is the correct position for the monogram, since the pitcher usually stands on the sideboard, left side to the room. If, however, the design arranges a place for it in the front, there is, of course, no question about its position. To be in perfect taste it must be etched if the design is etched, engraved when that treatment predominates, oxidization lending its part when the harmony calls for it.

H. H. Rieke and Oliver Greenstreet have succeeded Greenstreet Bros., Olensville, Mo., and will continue under the style of Oliver Greenstreet.

Brass Fob Chains Intended for Advertising Devices, Declared Dutiable Under the Jewelry Paragraph.

The Board of United States General Appraisers at New York handed down a decision last week which is of interest to the trade, as it extends to some extent the scope of the paragraph covering cheap jewelry to include certain advertising devices. Fob chains composed of brass, which, after being plated with gold or silver, are intended for free distribution for advertising purposes, were held to be articles designed to be worn on or about the person for ornament or display, and are declared dutiable at compound rates equivalent to 85 per cent. ad valorem under Par. 448 of the Tariff Act of 1909.

The chains were imported by A. H. Post & Co., New York, who claimed a duty of 45 per cent., which was overruled. The decision says:

The articles covered by this protest are fob chains composed of brass which, subsequent to importation, are to be plated with gold or silver. These chains are not intended for sale but for free distribution to advertise "coaster brakes," a representation of the brake and the name of the manufactured article appearing on the pendant forming a part of the fob chain. At the hearing of the case, the witness for the importers, when asked on cross-examination if the articles are conceded to be brass, and are fobs to be attached to a watch to be worn in the fob pocket? answered "Yes."

Par. 448 of the Act of 1909 under which the merchandise in question was assessed with duty at 85 per cent. ad valorem, provides for brass chains, among other designated articles, whether finished or unfinished, and the goods are of such a description. It is manifest that the importer bases his claim, that duty should have been assessed on these chains at 45 per cent. ad valorem, under Par. 199, on the theory that articles intended for gratuitous distribution are not included in the provisions of Par. 448. We do not agree with the soundness of such a contention. It might be argued with as much force that advertising goods, not intended for sale when imported, are exempt from the exaction of any duty. Such is not the case, however. All imports, unless otherwise stipulated in the law, are subject to duty at the rate most specifically provided therefor, and it only remains to be determined whether brass watch chains designated for advertising purposes are also designated to be worn as apparel or carried on or about or attached to the person. The importer's witness testified that such was their intended ultimate use, and his admission, we think, disposes of the whole question at issue. The articles were designed to be worn on or about the person for ornament or display, and the mere fact that they were utilized as a medium for advertising domestic wares, does not operate to remove them from the paragraph where they are provided for by specific enumeration.

Counsel for the importers calls the attention of the board to abstract 22909 (T. D. 30447), whereir it was held that souvenir brooches and stick-pins intended for free distribution for advertising purposes, classified as jewelry under Par. 434 of the Tariff Act of 1897, were properly dutiable as manufactures of metal under Par. 193 of that act. The only question presented in the case cited was —were the jewelry or not? The board found that the merchandise which was flimsy in construction and of insignificant value, was not jewelry.

In the present case, however, the issue is not whether the articles in question are jewelry, but whether or not they are articles designed to be worn on the person for purposes of adornment. Based on the exhibit and the testimony, in which it is conceded that the chains are valued at more than 20 cents per dozen pieces, we hold that the intended purpose and use thereof is for wear on the person for adornment, and that they were properly classified and assessed with duty at the rate applicable thereto. The protest is accordingly overruled, the collector's decision being affirmed.

J. A. Metzer & Son, Woodlawn, Pa., have moved to Midland.

One of Many Reasons why

an ever growing number of progressive jewelers use Heller's goods is that the jewelry buying public is steadily learning to appreciate stone-quality and demands goods of the higher grade.

L. Heller & Son

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The Principle that made Merchant Princes

is the same that built up this business until now it handles 90% of the American Pearl Output. Leaders in commerce have always paid their helpers as highly as possible, while their competitors tried to squeeze the figures down.

Brower looks at American pearl shippers as his helpers. He can afford to pay them liberally. Everybody in the trade knows that he knows values. That's why everybody who wants to sell or buy ultimately comes to

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Much Interest Evinced in the Proposed Co-operative Jewelry Courses for the Public Schools of Providence.

PROVIDENCE, R. I., Sept. 23.—The proposed co-operative jewelry course of study in the public schools of this city had a somewhat narrow escape from disaster through the mistake in an article written and published in one of the daily newspapers. In the article it was stated that the course was being advocated and supported by the Jewelers' Protective Association, whereas it should have given this credit to the New England Manufacturing Jewelers' and Silversmiths' Association. The consequence was that some of the leading labor agitators, seeing the name in the newspaper, interpreted the movement to be one intended in some way to antagonize labor union movements, and began an active crusade against the proposed course. The result was that the initial steps were greatly retarded.

It is expected, however, by those in charge of the establishment of the proposed course that it will be ready to open in a week or 10 days. At the present time much delay has been experienced from regular causes, the most important being the difficulty in securing the consent of parents or guardians who were not thoroughly conversant with the plan and its purposes. But nine of the best manufacturing jewelry shops in the city have agreed to receive two or four boys apiece, so that places are already assured for at least 20 boys.

The progress that has been made is very satisfactory to those in charge, in view of the many difficulties that have been experienced. The difficulty in securing the attention of boys who had completed the first year's work in the high schools, or of the parents of these boys, with the intention of interesting them in the plan, has delayed the opening of the course.

The circular letters sent out by Superintendent of Public Schools Randall J. Condon about 10 days ago have brought forth numerous inquiries, and it is expected that in a short time it will be possible to put the course into operation. At the present time the extra amount of work incidental to the opening of the regular school year has made it inexpedient to begin the course with the opening of the regular school course.

Russell C. Lowell, to whom Superintendent Condon has assigned the duty of securing the shop positions, has met with the utmost consideration and assistance from the members of the New England Manufacturing Jewelers' and Silversmiths' Association. Already Mr. Lowell has secured the names of about a dozen boys who desire to enter the course, while places have been obtained for the accommodation of about 20 boys with nine of the representative manufacturing jewelry concerns of this city.

As yet the firms that are engaged in silverware manufacture have not been interviewed in the interests of the boys under the provisions of the proposed course, but several of these firms have made inquiry of Mr. Lowell regarding the details and he has appointments for the coming week with some of the largest of these concerns.

Among the manufacturing jewelry establishments that are interested in the movement for a co-operative industrial course are the following, which represent some of the largest in this city: Wightman-Hough Co., George H. Cahoone Co., Charles E. Hancock Co., E. L. Spencer Co., C. Sidney Smith Co., Irons & Russell, Martin-Copeland Co., Ford & Carpenter, Hamilton & Hamilton, Jr., Potter & Buffinton Co., Warren & Williams, the Theodore W. Foster & Bro. Co., J. T. Mauran Mfg. Co., Waite-Thresher Co., B. A. Ballou & Co., Inc., Ostby & Barton Co., George H. Holmes Co., Wolcott Mfg. Co. and Cory & Reynolds Co.

Many inquiries have been made regarding the firms under which the boys are to enter upon the course, and Mr. Lowell in explaining these yesterday to a representative of THE JEWELERS' CIRCULAR-WEEKLY said:

"The general plan is exactly like that which has proved so successful in connection with the machinery industry after a years' trial in the Providence High School. The machinists' course requires 56 hours a week for 29 weeks each year, working in the shop and the balance of the time in the school rooms. In the proposed jewelry course the boys will work 26 weeks of 56 hours each in the shop, and attend the schools the other 26 weeks. In the jewelry course the boys will each receive 10 cents an hour for the first year; 11 cents the second year and 15 cents the third year, for every hour in the shop, but will receive no compensation for the time in school. This will give every boy who works the full time prescribed $145.60 the first year, $160.16 the second year, and $218.40 the third year, or a total of $524.16 for the course. Not only have the members of the New England Manufacturing Jewelers' and Silversmiths' Association given their sanction to the proposed course and using their best endeavors to have the course start out under the most favorable auspices, but the manufacturers themselves stand ready at all times to give advice and suggestions and to meet in consultation with the school authorities, so as to insure for the course the utmost practicability, that a boy who may take this course will, at the end of the three years, have gained the practical as well as the theoretical knowledge of the trade."

With the number of students and shops that have already been enrolled Mr. Lowell feels confident that before the end of another week the entire plan will have been so completed that the class may start upon its work with the first of October without further delay.

E. M. Raymond was arrested in Chelsea, Mass., recently charged with the larceny of six clocks, valued at $185, from the Chelsea Clock Co., at that place. It is said that during the past two months clocks have been disappearing from the factory, and Raymond, who was employed there as watchmaker, was suspected. When Raymond was arrested three pawn tickets were found on him.

Baltimore Police Hold Swindler Charged with Passing Worthless Checks on Jewelers.

BALTIMORE, Sept. 23.—To the quick action of Maurice L. Reeder, 221 N. Charles St., is due the arrest of Marion L. Lisowski, Swarthmore, Pa., who had started on a plan of defrauding local jewelers by a forged check scheme. His eagerness to buy and his apparent disregard of price was the cause of his capture.

Lisowski had been to the Park Savings Bank in the afternoon, where he succeeded in depositing a $7,600 certified check on the First National Bank of Mount Carmel, Pa., signed by A. T. Schultz. The deposit was entered in the name of Schultz. From the bank he went to the jewelry store of Arthur C. Macy, 205 N. Charles St., where he bought a ring set with opals and diamonds and gave in payment a check on the local bank for $140. Then he went to Reeder's, where he asked to see some rings, and selected one set with diamonds and a sapphire and asked if he might pay for it by check. Mr. Reeder, overhearing the conversation, came forward, accepted the check and at once called the police by telephone. Mr. Reeder then made an excuse that the ring would have to be cleaned before it could be delivered, and carried the check hurriedly to the bank. There the officials agreed that forgery had been committed. Lisowski was arrested on the return of Mr. Reeder to the store.

The police found several blank checks in Lisowski's pockets and another certified check drawn on the Mount Carmel bank for $8,300. The certification, in green ink, was signed "P. S. Wallville, treasurer." A plain gold ring marked "W. W. to M. L., July, 1897," was also found.

When questioned in his cell at the Central police station Lisowski said: "I have a sick wife and three children at home in Swarthmore and I owe about $1,500. I have been in the contracting business for seven years, but of late have had little to do. I am ashamed to ask my family to help me out. My wife knew nothing of my plan and thought that I had gone to Philadelphia. I have never been arrested before."

Lisowski was held for the action of the Grand Jury in default of $3,000 bail. He says he is a Pole and has been in this country for 15 years.

Bankruptcy Proceedings Against Coleman Bros., Drug and Jewelry Dealers, Ardmore, Okla.

ARDMORE, Okla., Sept. 20.—The firm of Coleman Bros., composed of A. E. & Allison Coleman, who conduct a jewelry and drug business in this city for some time, are in financial difficulties, an involuntary petition in bankruptcy having been filed against them in the United States Court. It was reported that they offered to settle on the basis of 33⅓ per cent.

Both partners are well known in Ardmore and it is generally hoped that they will be able to resume. It is not believed that their liabilities in the jewelry trade are very heavy.

Jenson & Grimland, Clifton, Tex., have been succeeded by Jenson & Castleman.

MEYEROWITZ BROS.

170 Broadway, Cor. Maiden Lane, New York

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DIAMONDS

PEARLS AND ALL OTHER PRECIOUS STONES

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Importers and Dealers in

PEARLS

Diamonds and Other Precious Stones

Successors to

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DO YOU WANT TO BE THE DIAMOND MAN OF YOUR CITY?

Send in your name and address and we will make you our representative. In cities under 50,000 inhabitants we sell only one jeweler in each city.

HOW CAN WE MAKE YOU THE DIAMOND MERCHANT OF YOUR CITY?

The jeweler we select to sell our goods receives from us the diamonds that are right in quality, right in price and right in every respect. We procure for you anything that is wanted in the diamond line, whether on memorandum or otherwise, and always at the right price

GET ACTIVE. The warm weather is over, the people are back from the summer resorts and business men are planning for the Fall and Christmas trade. Get in line and get your share.

THE HOUSE THAT IS LOOKING FOR THE JEWELER'S INTEREST

RUBENSTEIN BROS. IMPORTERS AND CUTTERS OF DIAMONDS **14 Maiden Lane, New York**

TELEPHONE, CORTLAND 1624

BRUHL BROS. & HENIUS CO.

IMPORTERS AND CUTTERS OF

Established 1848

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PEARLS, PRECIOUS AND IMITATION STONES

15-17-19 Maiden Lane, NEW YORK

PROVIDENCE 184 Washington Street
PARIS 57 Rue de Chateaudun
LONDON 3 Hatton Garden
AMSTERDAM 8 Tulpstraat

Financial Difficulties of Ira E. Reidenbach, Pittsburgh, Pa., Culminate in Bankruptcy Petition Filed by Creditors.

PITTSBURGH, Pa., Sept. 22.—A petition in bankruptcy was filed yesterday in the United States District Court at Pittsburgh by three creditors of Ira E. Reidenbach, whose place of business at 205 Federal St., North Side, was closed last Saturday on a landlord's warrant. The claim of the creditors bringing the proceedings total $3,720.75. The petitioners and the amounts owing follow: Grafner Bros., $262; Landau Bros., $112, and Heeren Bros. & Co., $3,322. The proceedings were begun by H. H. Hoffman, Heeren Bros. & Co., Emanuel Grafner, Grafner Bros. and S. J. Landau, Landau Bros., being represented by Attorneys Alpern & Seder.

The creditors also filed a petition setting forth that the stock and fixtures in the Reidenbach store are valued at $2,000; that owing to the raising of Federal St. above flood level the store building has been left in such condition as to make the carrying on of business difficult under any circumstances; that although Reidenbach pays only a nominal rent this will eat up the assets unless a receiver is appointed at once. The court named A. C. Ellis, secretary of the Pittsburgh Association of Credit Men, to act as receiver, and he has filed a bond in the sum of $3,000 for the faithful performance of his duties.

Mr. Reidenbach when spoken to regarding his financial difficulties, told THE JEWELERS' CIRCULAR-WEEKLY correspondent that the action of the city in shutting in his place of business by filling in the street left his store in such condition that he was compelled to withdraw an offer of settlement with creditors on the basis of 25 cents on the dollar. It is said that he is involved to the extent of $8,000 to $10,000. From present indications the creditors will not realize much.

Death of David Lowman.

David H. Lowman, who was at one time a member of the firm of Lissauer & Co., wholesale jewelers, New York, but more recently president of the Penn Furniture Co., 1023 Market St., Philadelphia, Pa., dropped dead in the office of the store shortly before 10 o'clock Monday morning, Sept. 18. Apoplexy was supposed to have been the cause of his death. Mr. Lowman had just entered his office after coming from his home on Parkside Ave. when he was stricken. Employes of the firm called in a physician, who said that death had been instantaneous. Before leaving home Mr. Lowman had complained that he had not felt well. He had been ill for a couple of days, but had not considered the trouble serious.

Mr. Lowman began his business career in the jewelry trade as a boy in the Baltimore store of Lissauer & Co. When that branch was discontinued he came to New York, and after gaining more experience became a traveler for the concern, covering Ohio, Indiana and Illinois. He was taken into partnership in 1893, the style changing at that time from Lissauer & Sondheim to Lissauer & Co. He withdrew from the furniture business in 1897 and went into the furniture business.

Deceased is survived by his widow, his son-in-law and one daughter, Carolina.

Recent Decisions on Jewelry, Gems and Kindred Lines by the United States General Appraisers.

A number of customs decisions have been handed down in the past week by the Board of United States General Appraisers, New York, which are of interest to the trade.

Soy Koo & Co., New York, imported charms made of brass and bone, watch chains made of brass plated and belt buckles made of enameled copper. The merchandise was returned for duty at compound rates equivalent to 85 per cent. under the specific provisions of Par. 448 of the act of 1909. The goods were valued at over 20 cents per dozen pieces. In this case the Board says: "The importers submitted their case on the appraiser's report, thereby conceding its correctness, and we find the merchandise to be as stated in said report. The provision in Par. 448 for articles of personal adornment is limited to such as are set with imitation precious stones or composed wholly or in chief value of certain specified materials, among which copper is not included. Upon the authority of G. A. 7153 (T. D. 31206), we sustain the claim in the protest that the belt buckles made of copper are dutiable at 45 per cent. ad valorem under Par. 199, act of 1909. In all other respects and as to all other merchandise the collector's decision is affirmed."

The Motor Car Equipment Co. et al., New York, imported oval-shaped glasses suitable for use in automobile goggles. Duty was assessed at 10 cents a dozen pairs and 45 per cent. ad valorem under Par. 106 of the act of 1909. The importers' principal claim was for duty at 1⅜ cents per pound and 5 per cent. ad valorem under Pars. 99 and 104. The claim of the importers is sustained.

Strauss Bros. & Co. et al., New York, imported small mirrors in leather or paper cases, together with a small comb and, in some instances, a metal glove buttonhook, nail pick, etc. The Board sustains the claim for duty at 45 per cent. ad valorem under Par. 109 of the tariff act of 1909.

Geo. W. Sheldon & Co., Chicago, imported ladies' handbags composed of cotton, leather and metal. These bags were ornamented with beads and were returned for duty at 60 per cent. ad valorem under Par. 408 of the tariff act of 1897. The importers claimed a duty at the rate applicable to the component material of chief value. The protest is overruled and the finding of the collector affirmed.

George D. Feidt & Co., Philadelphia, imported merchandise described in the invoices as "watch glasses." The appraiser reported the articles are evaporating dishes of blown glass, varying in width from 1½ to 7 inches. Duty was assessed thereon at the rate of 60 per cent. ad valorem under Par. 98 of the act of 1909, and the importers claimed the same to be dutiable at the appropriate rate under Par. 99 for unpolished crown or window glass, and in addition thereto 5 per cent. ad valorem under the provisions of Par. 104 for similar glass bent. The decision says: "Were these articles merely pieces of glass cut from blown glass cylinders such as all cylinder window glass is made, having undergone no process of manufacture other than to be bent, we would, following decision of this Board, sustain the protest. The case was submitted, however, without samples or evidence, and the presumption of correctness that attaches to the classifying officer's action has not been overcome. We therefore overrule the protest, the collector's decision being affirmed.

Benziger Bros., New York, imported rosaries composed in chief value of silver which were assesed with duty at 85 per cent. ad valorem under Par. 448 of the act of 1909. The Board finds that the rosaries are not articles of personal adornment, but are intended for religious purposes only and are carried in the pocket for convenience. The claim of a duty at 45 per cent. under Par. 199 of the tariff act of 1909 is sustained.

F. L. Kraemer & Co. et al., New York, imported gold-plated lace pins which the appraiser reported as valued at less than 20 cents a dozen pieces. By reason of their cheapness these pins are by terms excluded from the first clause of Par. 448 of the act of 1909, but were returned for duty at 60 per cent. ad valorem under the provisions of the same paragraph for articles commonly or commercially known as jewelry composed of gold or platinum. The decision holds that the percentage of gold in the pins is comparatively insignificant, and there is no platinum in them, and therefore they are excluded from Par. 448. The claim of a duty at 45 per cent. under Par. 144 is sustained.

Sears, Roebuck & Co., Chicago, imported necklaces with clasps composed in chief value of amber beads. The necklaces were held dutiable at 60 per cent. under Par. 421. The protest claiming 25 per cent. or 45 per cent. ad valorem duty under the respective provisions of Pars. 462 and 149 of the act of 1909 was denied.

R. F. Downing & Co., Boston, imported collar supports made of celluloid and set with imitation precious stones. These articles are worn on apparel in a position where the part containing the imitation precious stones is in view and are intended to ornament the person. The Board held the merchandise dutiable at the equivalent rate of 85 per cent. ad valorem under Par. 448 of the tariff act of 1909.

Errico Bros., New York, imported imitation precious stones in the form of balls, partly drilled; also metal rods which are designed to be fastened into the balls to form hatpins. The merchandise was returned for duty at 60 per cent. as parts of jewelry under Par. 434. The Board held that the merchandise was not parts of jewelry and sustained the claim of the importers that which is limited to the imitation precious stones, that the merchandise marked A is dutiable as imitation precious stones, cut but not set, at 20 per cent. The collector's decision is reversed to the extent indicated.

Sarson & Heard, who have been doing business in Dothan, Ala., for many years, opened a new store at that place recently.

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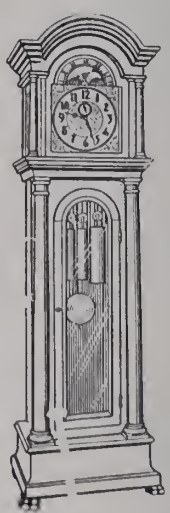
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Jeweler of Los Angeles, Cal., Identifies L. Pierson as Man Who Assaulted and Robbed Him.

Los Angeles, Cal., Sept. 16.—L. Pierson, alias James Brady, accused of having assaulted and robbed H. T. Reid, a diamond merchant of this city, was arraigned yesterday before Police Judge Williams at the University police station. He was positively identified by Mr. Reid and also by Manager Corries, of the Hinman Hotel, where Pierson had stayed, and which he left on the day the crime was committed. The court held the prisoner for trial in the Superior Court, fixing the amount of bail necessary at $10,000. C. R. Sparks, Pierson's attorney, pleaded for a reduction of the amount, asserting that his client was innocent of the crime, but Judge Williams said he had intended to fix a greater amount, but concluded that $10,000 would be sufficient.



L. PIERSON, ALIAS RANDOLPH C. HIGGINS, UNDER ARREST AT LOS ANGELES, CAL.

After the hearing Sparks said he knew the prisoner's real name and history. He declared Pierson's father is wealthy, and that there would be some startling developments in the case.

The prisoner has been very non-communicative and has said nothing which he thought could connect him with the robbery, although the police have tried their best to draw him out. The officers seem to have no hope now of getting a confession from him and little hope of recovering the stolen diamonds.

The crime for which Pierson is held was one of the boldest ever committed in this city. A well-dressed stranger called on H. T. Reid, of H. T. Reid & Co., diamond brokers, on the fourth floor of the Grant building, corner of Broadway and 7th St., this city, on June 21 last. The man said he wished to buy a diamond ring to present to a young woman whom he was about to marry. After looking at several stones, and especially at a fine one of about 1¾ carats, he said he wished to bring his intended bride's brother to see the rings and help him make a selection. The next day, while Reid was alone, the man, who gave his name as L. Pierson, came again, accompanied by another man, whom he introduced as H. C. Rogers, his prospective brother-in-law. While looking at the stones and standing behind Reid, Pierson struck Reid on the head with a sandbag which he had evidently brought in concealed in the pocket of a light overcoat which he wore. Reid was rendered unconscious but soon recovered his sense and fought his assailants. He tried to speak, but a hand was put over his mouth and Pierson continued to slug him until the sandbag burst.

Meanwhile Reid lost consciousness again. When he recovered again his assailants had gone, his head and face were badly cut and he was bleeding profusely. There were several pools of blood on the floor. He was found soon afterward and taken to the Receiving Hospital, where it was found necessary to sew up 15 cuts on his head. It is supposed that after the sandbag burst his assailant continued to strike him with a revolver, thus making the cuts on his head and face. Between $2,000 and $2,500 worth of stones had been taken.

No one in the same building had heard the struggle and no one noticed the men as they escaped, but Rogers left behind a light overcoat, in the pocket of which was a soiled collar. By means of the laundry mark on the collar detectives got on his trial and Rogers was arrested in San Diego. About $300 worth of loot was found in his possession. After he was in custody he made a confession, placing most of the blame on Pierson, but refused to give any clue to the whereabouts of Pierson. Rogers was sent to the State penitentiary at San Quentin for life. The woman represented by Pierson to be his fiancée was also seen in San Diego, but was not arrested.

Pierson was later found in Chicago, arrested there and brought back. He was identified as a man arrested some time since in Milwaukee for having passed a fictitious check. He gave the name of Randolph C. Higgins. The woman who was with him was arrested but was released. On seeing him Mr. Reid identified Pierson positively as the man who was in his office June 21 and who assaulted him the following day. None of the stolen goods have been recovered except that found in the possession of Rogers. The value of the stones taken is placed at between $2,000 and $2,500.

The prisoner, who is said to have a criminal record, is described as an American about 28 years old, 5 feet 5⅞ inches high. He has fair complexion, yellow-gray eyes and light brown hair. He wore no mustache or beard. One of his distinguishing features is a scar at the angle of his right eyebrow.

San Francisco Department Store Enjoined from Cutting Prices on Alarm Clocks and Made to Pay $250.

San Francisco, Sept. 20.—The fact that the Western Clock Mfg. Co. has not only obtained an injunction against the Emporium, a large department store of this city, on the charge of cutting the price of the Big Ben alarm clock, but also obtained damages to the amount of $250, has just been made public and has caused much interes in business circles here.

The case against the department store was begun some time ago in the United States Circuit Court of the northern district of California, and was based on allegations similar to those brought by the Western Clock Mfg. Co., La Salle, Ill., against other price cutters, which suits have been mentioned in other issues of this journal. The essential allegation was that the department store violated the patent rights of the company by selling the "Big Ben" alarm clock for less than $2.50, this price being part of the license issued by the company to handle its patented product.

The department store did not contest the suit, admitted the infringement and admitted the validity of the patent. The profits from the infringed articles which the defendants had to pay were fixed at $250, and damages and costs were waived.

The decree of the court reads as follows:

FINAL DECREE.

The defendant to the above entitled cause having admitted the infringement complained of in the bill of complaint, herein filed, likewise the validity of the letters patent sued upon, and the title thereto in the complainant, and having consented to the entry of a final decree, it is hereby ordered adjudged and decreed as follows:

First. That letters patent of the United States, No 712,525, granted A. H. Neureuther, Oct. 28, 1902, for improvement in lantern pinions; No. 820,794, granted Joseph Klein, May 15, 1906, for improvement in barrel clock spring; No. 890,066, granted George Kern, June 9, 1908, for improvement in alarm clocks; No. 904,333 granted George Kern, Nov. 17, 1908, for improvement in alarm clocks, and No. 906,915, granted A. H Neureuther, Dec. 16, 1908, for improvement in lantern pinions, set forth in the bill of complaint, are good and valid in law as against the above named defendant, and that each and all of the said letters patent have been infringed by the defendant herein by the sale of clocks embodying said inventions, and among others the sale of alarm clocks known and designated as the "Big Ben" alarm clock.

Second. That the complainant is the sole and exclusive owner of each of the above mentioned letters patent, granted as above set forth, and that the complainant is also the owner of the entire right to recover damages and profits from all infringers of said specified letters patent

Third It is further ordered, adjudged and decreed that the above named defendant, The Emporium, its agents, servants, associates, directors, officers, attorneys, clerks and workmen, be and hereby are enjoined for the remainder of the term of the life of each of the letters patent mentioned in the bill of complaint from further infringing the same by selling of alarm clocks containing and embodying the invention or inventions embraced in the said letters patent or either of the same for a sum of less than $2.50 per clock, and that the complainant do have and recover from said defendant the profits, gain and saving made or realized by the defendant in and by reason of the infringement, the same being the sum of $250, as agreed to by and between the parties, damages and costs being waived by complainant.

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We re-silver, re-line (with kid or silk) and repair the mesh on any German silver mesh bag, from 5 to 7 inches, for $1.00, other bags in proportion.
First-class work, prompt service. Give us a trial.

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Creditors of Jacob Lund, Chicago, File Bankruptcy Petition and a Receiver is Appointed.

CHICAGO, Sept. 23.—A petition in bankruptcy has been filed against Jacob Lund, retail jeweler at 727 W. 63d St., by Barnett Bros., A. C. Becken Co., and Sam Schwartz. E. D. Buell was appointed receiver under a bond of $250.

The creditors are as follows: Less than $ ... I. Schwartz, Eisenstadt Mfg. Co., J. Ziegler, May & Malone, A. Hirsch & Co., L. Seligman Jewelry Co., A. & Z. ... in Co. Between $25 and $50: Henry ...lson & Co., Emil Braude & Bro. For ...er amounts: Buck Silver Co., $96; ... j. Allen & Co., $105; Peckham Seam... Ring Mfg. Co., $185; Otto Young & ... $247; Hirsch & Oppenheimer, $301; ...ett Bros., $225; Despres, Bridges & ...l, $634; A. C. Becken Co., $712; John ...tz, $1,329.

The total indebtedness is $3,977, out of ...h Mr Lund claims $100 exemption ...r the act. There is a chattel mort... on the place for $500. The assets are ...nated at $1,500, but it is thought that ... will hardly bring one-third of this ... Bills receivable amounting to $5,118 ... due from one George Mack Rosen..., and to the latter Mr. Lund claims ...downfall.

...r. Lund has been in business a long ... and has always borne the best of ...tations. Some months ago he and R...nbaum entered the jewelry installment ...ness, Rosenbaum doing the selling and ...l furnishing the merchandise. One ... Rosenbaum disappeared and Lund ...d himself responsible for the mer...dise. He could not pay and asked ...n extension, agreeing to pay in full ...e rate of 5 per cent. a month. Last ...ust he paid the first instalment and ...eptember could not meet the second ...ent. The petition in bankruptcy fol...d.

...nd swore out a warrant for Rosen... and the latter was arrested Sept. ... He is now out under a bond of $3,000.

Window of Lancaster, Pa., Jewelry Store Smashed and Thief Escapes with Valuable Articles.

LANCASTER, Pa., Sept. 25.—One of the ... windows of the jewelry store of S. ...gley & Bro., 38 N. Prince St., was ...ed with a brick about 3:30 o'clock ... morning of Sept. 23 and stock worth ...rds of $200 stolen. Among the ...es taken were two trays of solid gold ... rings, silver mesh bags, 11 gentle... gold-filled watch chains, lockets, ... and fancy gold pins.

To deaden the sound of the blow the ... wrapped the brick in a newspaper, ... these were found under the window. ...o night hostlers at a hotel heard the ... of glass, and upon investigating ... the thief at the window. They ran ... him, but he escaped, dropping a ... and a few fancy pins.

...er in the day Emanuel Fisher and ...bt Miller, young men who had been ... hands of the police before, were ar... on suspicion of being implicated in the robbery, and were locked up pending an investigation.

Buffalo, N. Y., Jewelers Form 24-Karat Club and Hold Outing.

BUFFALO, N. Y., Sept. 26.—Friday evening, Sept. 22, the retail jewelers of this city formed a 24-Karat Club. The meeting was largely attended and the keenest interest shown in the plans for the Winter. The club is an auxiliary of the Buffalo Retail Jewelers' Association. It will furnish the social features of the association.

The club held its first outing on Sunday, Sept. 17. There were 24 charter



WILLIAM F. EHMANN, PRESIDENT-ELECT.

members and 25 associate members. The constitution and by-laws were adopted, and it was decided to form a committee on local advertising in the press. The following officers were elected: President, William F. Ehmann; vice-president, G. A. Frisch; secretary, Louis Schutt; treasurer, Fred J. Dorn. Board of Directors—Fred Peterson, Albert Zilliox, Herman A. Reinhardt, Alfred O. Bald, John J. Diebold.

The committees selected are: Banquet—Albert Zilliox, chairman, Eugene Tanke, Frank Ehrenfried, J. G. Gibson, Emil Dettling. Annual Outing—Alfred O. Bald, chairman, Henry Nise, George H. Striker, S. H. Brick, Jerome A. Scherer. Entertainment—John J. Diebold, chairman, A. H. Hoyler, J. Scharmach, John Shaefer. Membership—Fred Peterson, chairman, Frank P. Nuse, Jacob Zilliox, Paul Dettling. Grievance—Herman A. Reinhardt, chairman, Gustave A. Frisch, Fred J. Dorn, Gustave Hahnemann.

Solomon Speckter, Gallitzin, Pa., Makes a General Assignment.

GALLITZIN, Pa., Sept. 20.—Solomon Speckter, a retail jeweler of this town, has made a general assignment under the State laws for the benefit of his creditors. The assignee named is M. F. Frederick. No statement of liabilities has yet been made.

Mr. Speckter, who has been in business for about three years, was believed to have a capital of $2,000, and according to a statement made last January his liabilities were a little over $3,000 then. He is a practical man, carried a fair stock and has worked hard to build up a business in this vicinity.

Mr. Speckter was for a time a member of Speckter & Slaven, which dissolved on Jan. 1 of this year, since which time he has continued the business alone.

Importations at the Port of New York.

Week ending Sept. 17, 1910, and Sept. 16, 1911.

	1910.	1911.
China, glass and earthen ware:		
China	$86,703	$69,483
Earthen ware	18,154	11,670
Glass ware	41,225	31,408
Optical glass	1,865	856
Instruments:		
Musical	23,127	23,524
Optical	6,549	14,271
Philosophical	11,676	8,252
Jewelry, etc.:		
Jewelry	23,109	17,499
Jewelry boxes	91	92
Precious stones	980,455	458,509
Watches	38,311	51,782
Metals, etc.:		
Bronzes	3,377	8,420
Cutlery	31,423	23,617
Dutch metal	643	323
Platina	47,624	201,113
Plated ware	.....	48
Silverware	2,017	2,900
Miscellaneous:		
Alabaster ornaments	226	110
Amber	15,905	183
Beads	3,821	9,137
Clocks	14,142	12,489
Fans	4,530	4,237
Fancy goods	13,658	25,396
Ivory	6,687	17,574
Ivory, manufactures of	422	64
Marble, manufactures of	88,355	56,486
Statuary	26,191	182



A GROUP OF MEMBERS OF THE BUFFALO 24-KARAT CLUB WHO ATTENDED THE OUTING.

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Ink Stand	4¾ inches
Blotter	5 "
Pen Tray	9 "
Knife	8 "
Pad with brass corners	12 x 18 "

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52 Nassau St., New York

Death of Timothy J. Donohue, Customs Inspector, Who Captured Many Jewelry Smugglers.

Timothy J. Donohue, one of the best known men in the Customs service at the port of New York, died Monday at his home 151 Harrison St., Brooklyn, N. Y., from diabetes, after a short illness. Mr. Donohue during his long career in the Customs service seized more smuggled goods than any other man in the Government employ. He was known by thousands of ocean travelers and in many instances their first acquaintance with him dates from the time that they landed in New York with jewelry or gems concealed about their person. No other man ever held his position in the Customs service and there is no one there who can fill it.

Timothy J. Donohue was born in County Kerry, Aug. 29, 1816, and came to this country when he was about seven years old. He was working as a marble cutter and polisher when a strike occurred and he was forced to search for other employment. He was offered a position in the Customs service and in 1869 was appointed a tally clerk in the Weigher's Department. In 1871 he became a packer and later in the year a night inspector. This position gave him an opportunity to develop his ability as a detective and he did such good work that in 1879 he was made inspector by executive order.

Mr. Donohue's first work was to stop the smuggling of cigars and tobacco into the Port of New York and he was instrumental in breaking up the ring that then existed. In his early work on the piers Donohue was assisted by Thomas Brown, and while they worked for the Customs service their names were always linked together and many clever detections were credited to them. Brown was killed in 1901.

The duty to which Donohue was assigned was of a special nature and consisted principally in circulating among incoming passengers. He was trained to observe carefully and "Tumbling Tim," as he was familiarly called in the service, surprised many a trans-Atlantic voyager by suddenly stumbling against him and improving the opportunity to quickly search the man for hidden gems or jewelry. A man high in the Customs service was credited with the statement that "Tim" Donohue had saved for the Government over a million dollars in duty.

The last important seizure made by Donohue was on May 10, last, when Dr. F. P. Martinez of Mexico City attempted to smuggle $7,682 of jewelry. Donohue stumbling against him felt the package in Martinez's pocket and the doctor was detained as he was leaving the pier.

On May 29 of last year Mr. and Mrs. H. R. Lyons arrived in New York on the *Amerika* and neglected to declare valuable jewelry. Donohue detected the attempt to smuggle and the Government was richer by $10,000. And so the list might be extended almost indefinitely, telling of the clever work of the dead inspector.

There are very few cases which were handled by Donohue where the work was not brought to a successful finish. He was many times commended by the Secretaries of the Treasury and the Collectors.

Donohue was married and had one daughter. After a service at St. Peter's Church, Brooklyn, on Thursday morning he will be buried in Holy Cross Cemetery.

Bids Solicited by Navy Dept. to Supply Silver Plated Ware and Other Articles.

WASHINGTON, D. C., Sept. 25.—The Bureau of Supplies and Accounts, Navy Department, is calling for proposals for the following supplies:

For the Brooklyn Navy Yard, to be opened Oct. 3, 1911:

200 silver-plated table knives, for captains' mess.
60 silver-plated butter knives, 600 dessert knives, 16 crumb scrapers, 800 coffee spoons, 25 salt spoons, 20 sugar spoons, 84 tablespoons, 840 teaspoons and 30 sugar tongs, all for the wardroom.
60 silver-plated dessert knives, 144 table knives and 8 salt spoons, for the junior officers' mess.
40 silver-plated dessert knives, 60 table knives, 125 teaspoons and 12 sugar tongs, for the warrant officers' mess.
4 silver-plated chafing dishes, 3 meat dishes, 10 inches; 5 meat dishes, 16 inches; 3 meat dishes, 20 inches; 3 round, covered vegetable dishes and 2 3-pint teapots, for the flag officers.
18 silver-plated sugar bowls, 8 cake covers, 7 celery dishes, 8 fish dishes, 20 fruit dishes, 10 meat dishes, 20 inches; 12 vegetable dishes, 8 inches, round, covered; 7 ice pitchers, 2½ quarts; 6 teapots, 2-pint; 10 tea strainers, and 6 waiters' trays, 16 inches, for the captains' mess.
100 silver-plated vegetable dishes, 8 inches, round, covered; 5 water pitchers, 3½-quart; 14 teapots, 3-pint; 110 pepper shakers, 150 salt shakers, and 30 waiters' trays, 12 inches, for wardroom.
5 silver-plated meat dishes, 18 inches, for junior officers' mess.
8 silver-plated sugar bowls, for warrant officers' mess.

For the Washington Navy Yard, to be opened Oct. 10:

40 aneroid barometers.
70 day binoculars, not to exceed 2¼ pounds in weight.
50 night binoculars, not to exceed 2 pounds in weight.
30 psychrometers, without cases.
60 high-power quartermasters' spyglasses.
50 low-power quartermasters' spyglasses.
30 medium-power quartermasters' spyglasses.
150 spyglasses, officers of the deck.
100 air thermometers.
70 maximum and minimum thermometers.

Frank Vanek, succeeded Stanley Vanek at Brainerd, Minn.

Ray C. Storms, Pleasanton, Kan., has moved to Meadsville, Mo.

Rudolph Newman, a Chicago Jeweler, and His Wife, Arrested at New York on the Charge of Smuggling Gems.

Customs officials caused the arrest Monday of Rudolph Newman, a Chicago jeweler, and his wife, who arrived in New York that day on the *Nieuw Amsterdam*. They were detained on a charge of smuggling gems and jewelry valued at about $2,000 and were taken before United States Commissioner Russ, in Hoboken, where the jeweler was held in $2,000 bail for the Federal Grand Jury and Mrs. Newman was paroled so that she could care for her two children. The jeweler furnished bail and was released.

When the jeweler was searched the inspectors discovered that he was wearing a thin rubber stocking which extended to his hip, and that in this manner he had concealed small packages containing unset diamonds worth over $1,500.

At the pier the baggage of the jeweler and his wife was carefully examined, but nothing dutiable was found. Information had been received from Customs agents in the foreign markets which was so explicit that the acting surveyor decided that the pair must submit to a personal search. When Mrs. Newman was searched by a woman inspector it was found that she was wearing a petticoat of dark material containing about 25 pockets. In these were at least 25 small packages which when one was opened was found to contain unset garnets.

All the jewels found on Newman and his wife were seized. It is asserted by the Customs officials that frequent trips made by the jeweler to Europe had aroused suspicion that he was smuggling stock for his store, and the Government secret service agents in Amsterdam and other European cities were instructed to watch his purchases abroad. His movements this Summer were watched and the European agents were informed of his departure from New York. Newman's visits to jewelers in Amsterdam and other cities were observed, and when he sailed for New York the authorities here were informed that he had purchased much jewelry in Europe. Government inspectors were waiting at the pier for the jeweler and his wife when they disembarked.

Rudolph Newman is a retail jeweler in business at 1825 S. Ashland Ave., Chicago. He is a watchmaker and was formerly employed in this capacity. He commenced business on his own account in 1900. He is well regarded in the trade of Chicago and vicinity.

At the Customs House a reporter of THE JEWELERS' CIRCULAR-WEEKLY was told that an exact valuation of the seized goods could not be made at the time, as no appraisal had been reported.

It is reported that the store of L. Grossman, 69 Commercial St., Salt Lake City, Utah, recently was robbed by a burglar, who cut out a panel in the door and stole 10 plated gold rings, three or four plated watch chains and 10 cheap watches from the show window. The usual reward of $100 has been offered by the Jewelers Security Alliance for the arrest and conviction of the thieves.

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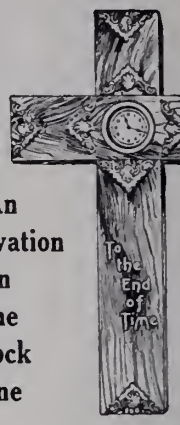
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TWO



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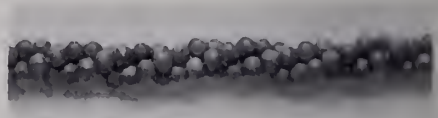
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LEADERS



Assorted Sizes

Coral Rope

Sold To-Morrow

ELSIE BEE'S FASHIONS.

NOVELTIES SEEN AND NOTED ON A LADY'S RAMBLES AMONG THE JEWELERS.

THE bar pin for auto use is sometimes called the "aviation pin"—a somewhat premature distinction, considering our progress in flight. It is ornamented at one end.

* * *

This is a season of contrasts. Touches of color are seen in oddest combinations. Vivid green enamel with lapis illustrates this tendency, as does also the use of colored stones in fine diamond work.

* * *

There is a distinct revival of crystal as it was applied to jewelry 75 or 80 years ago. Pieces of clear crystal are seen in brooches, rings and pendants, with diamonds set in and around them. Sometimes the under side is skilfully engraved.

* * *

Rings are larger, the settings calling for elaborate diamond designs around one or two large central stones. Guard rings are of platinum, closely paved with tiny diamonds, or diamonds and sapphires, extending all around. One of these is provided with springs at intervals, allowing the ring to slip easily over the knuckle and insuring a snug fit.

* * *

Bracelets are still in demand. The flexible link seems to have a slight preference over the stiff bangle. While the prediction is that the long sleeve is approaching for street costumes, the fashion for short sleeves on house and evening gowns speaks promisingly for the continuance of the bracelet. In either case, it seems to me that this favorite little ornament will retain favor, as it may be worn over a sleeve as well as on the bare arm.

* * *

A jeweler of importance is making a specialty of extremely large cabochon amethysts as pendants. They are swung from dainty platinum chains, studded with tiny diamonds, and are similarly treated in the mountings. Sometimes a delicate banding of diamond work extends around them. The frailness of the settings for stones of this weight is a departure from the accepted treatment of amethysts. They are specially charming with a violet gown.

* * *

The leather bag is pushed aside for the moment by those of shirred taffeta, brocade, velvet, tapestry, moire and Dresden silks. Most distinctive are those of gray moire, richly embroidered in dull silver, or ornamented by roses wrought of silver or gun metal gauze that stand out almost an inch from the surface of the bag, and trimmed on the edges with silver or gun metal lace and braid. Long cords form the handles, and tassels finish them. Ususally they are of the envelope type, which opens by means of the large flap. Where bars are used they are of dull finished gold, gun metal, or orientally set with curious dull stones. The shirred taffeta novelties are finished with a wide chenille or silk fringe; the velvet ones are finished with a fringing of beads, or they are beaded in black, giving a rich handsome look. Odd, indeed, are those of a combination of gray or blue or tan moire with a band of black velvet across the bottom. The handles are almost invariably of cord and are extremely long with tasseled ends. ELSIE BEE.

Committee From Many Organizations Confers With Jewelers Security Alliance on Subject of Trade Protection.

A meeting of the committee consisting of the heads of the national jewelry organizations and the directors of the Jewelers Security Alliance was held yesterday afternoon at the offices of the Alliance, 15 Maiden Lane, New York, to further consider plans for more adequately protecting retail jewelers from assault and murder. A meeting of the heads of the several national retail jewelry organizations was held about two weeks ago in New York in answer to a call sent out by President Rothschild of the Jewelers Board of Trade, at which time the matter of affording better protection to retail jewelers from the assault of thugs and from men who do not stop even at murder to gain their ends was discussed at some length.

The meeting yesterday was called to hear the report of the committee appointed at the previous meeting and was attended by the directors of the Jewelers Security Alliance and by W. T. Gough, president of the Jewelers' Safety Fund Society; Louis Cohn, vice-president of the National Wholesale Jewelers' Association, and by M. D. Rothschild, president of the Jewelers Board of Trade, as the representatives of the committee appointed at the previous meeting. F. H. Larter also attended the meeting by request.

The session began at 2.30 P. M., with A. K. Sloan, president of the Jewelers Security Alliance, in the chair. W. T. Gough, as chairman of the committee appointed from the heads of the national jewelry organizations, presented a report of the action taken at the previous meeting to the directors of the Jewelers Security Alliance. He also submitted a letter from Steele F. Roberts, president of the American National Retail Jewelers' Association, containing suggestions setting forth his views as a retailer regarding the matter under discussion.

After a general discussion it was voted to offer a reward through the Jewelers' Security Alliance, for the arrest and conviction of the murderer or murderers of Adolph Stern, the clerk in the jewelry store of J. Jacoby, on Sixth Ave., who was shot some time ago by men who robbed the store and made their escape in a taxicab. The reward will probably be $5,000, but it has not been positively determined as yet just what the amount will be.

The executive committee of the Jewelers' Security Alliance will hold a special meeting Friday to consider suggestions that were made at the meeting yesterday. Although no information was given out as to the nature of the suggestions that were offered, it is understood that they were to the effect that the Jewelers' Security Alliance amend its bylaws and expand the scope of its protection in such a way as to provide for action in case of assaults and robberies under any conditions.

News Gleanings.

R. N. Fisher, Mainstee, Mich., has moved to Pewamo.

W. T. Ottinger, Edgerton, Mo., has gone to St. Joseph.

W. E. McGregor, Alum Bank, Pa., has retired from business.

W. G. Darnell has succeeded Samuel F. Funk, New Hampton, Mo.

J. F. Murphy, Durant, Okla., has transferred his business to Coalgate.

E. Howard Lewis, trnstee in bankruptcy of Morris Prigoff, manufacturing jeweler at Syracuse, N. Y., who went into bankruptcy in February, will sell the bankrupt's stock of loose stones, jewelry and jewelry settings at the courthouse on Oct. 2 at 10 o'clock.

It was reported last week that C. E. Chapman, manager of the Gem Jewelry Co., Hot Springs, Ark., had sold out his business and left that town. He has been in business there since 1905 and at one time conducted a business under the style of the Crescent Jewelry Co.

M. Kohlhagen, who now conducts a jewelry and optical store on Broadway, Lebanon, O., will move Oct. 1 to more commodious quarters on Mulberry St., in the same town, where he expects to have one of the largest and most up-to-date jewelry establishments in Warren County. Mr. Kohlhagen has been in Lebanon for the past three years.

Word was received last week of the assignment of F. F. Allred, Rutherfordton, N. C. His assignee is H. H. Elliott. The assets are estimated at about $700 and liabilities at about $600. Mr. Allred was formerly a member of the firm of Allred & Coleman, who bought out the business of S. P. Bauser. In the Spring of 1910 Mr. Coleman withdrew and Mr. Allred continued alone.

Jacob Frank and O. C. Perrault, Schenectady (N. Y.) jewelers, were the victims of an overworked game of an exchange of valuables by the substitution of worthless goods. Two men did the swindling. They secured a diamond ring valued at $175 at the Perrault store. An inferior stone was returned. Two gold watches, a ring and a locket were secured at the Frank store and cheaper articles were returned. The swindlers said the stock showed them was not satisfactory.

Fast Freight Train No. 57 on the Philadelphia & Reading Railway was robbed of from $300 to $500 worth of jewelry, silverware, etc., consigned to Harrisburg merchants somewhere between Philadelphia and Harrisburg on the night of Sept. 24. It is thought that the thieves boarded the train either at Philadelphia or Lebanon, and dropped their "swag" off between Lebanon and Harrisburg. The robbery is believed to be the work of "yeggmen," this being the fifth of its kind during the past six weeks.

The Tiffany Electric Mfg. Co., makers of the Geo. S. Tiffany electric clocks, has sent out to the trade an attractive booklet, the first since the removal of the concern from New York to Buffalo. Both the general offices and factory are now located at 1100 Military Road in Buffalo.

THE RICHELIEU PEARL

To Pearl Admirers

The RICHELIEU has all the beautiful and splendid qualities of the genuine pearl, giving the wearer continued satisfaction and the pleasure that is enjoyed by the display of the genuine pearl.

Designed in

NECKLACES, SCARF PINS, BAR PINS, LA VALLIERES, RINGS, BRACELETS, STUDS, BROOCHES, BARRETTES, EARRINGS.



Six Months Later

Heretofore artificial pearls after six months' wear had to be discarded because they lost their lustre and peel. Like the real pearl, the RICHELIEU will last a lifetime.

LENGTH—stock sizes 15 inches in six pearl sizes.
COLORS—white, rose, light cream, salmon and grayish black.
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Mr. Jeweler:

Our 200 page 1911-12 Catalogue is ready and being sent by express to the trade. Have you received one? If not write to-day.
It's just a natural born money maker. There's no guesswork about it.
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Providence.

TRADE CONDITIONS.

There has been a material improvement in the business among the manufacturing jewelers within the past week or 10 days, and practically all of the shops are now busily engaged in stocking up for the Fall and holidays. Some of the manufacturers, however maintain that the start has been too late and that the year will close with only an ordinary amount of business. The reports from many salesmen who have been or are out at the present time on the road, as well as the attitude of the buyers who have visited this city, indicate that the orders are merely for such goods as are needed to carry along.

William Williams, of Williams & Payton, this city, was in New York last week.

E. M. Conley, engraver, has opened an office on the fourth floor at 107 Westminster St.

Gustave Saacke is on a trip through the middle States for Wildprett & Saacke, of this city.

The Baird-North Co. has recently added 20 new typewriters to its office and shop equipments.

Samuel M. Nicholson has recently added a 31-horsepower automobile to his extensive garage.

C. W. Bates, of George H. Fuller & Co., Pawtucket, was visiting the trade in Philadelphia last week.

J. C. Mizer was in New York recently buying jewelry stock for the B. H. Gladding Co., of this city.

Mr. and Mrs. Abraham Colitz, Woonsocket, have returned from an extended stay at Atlantic City.

Mr. and Mrs. Theodore W. Foster left Thursday in their automobile for a trip to the White Mountains.

The Wightman & Hough Co., of this city, was represented in Philadelphia last week by W. H. Tarlton.

James R. Stone has returned from an extended trip through the west for the White Stone Jewelry Co.

Oscar R. Boehrle & Co., gold and silver refiners, are well established in new quarters at 57 Broadway, this city.

Louis Stern, Philadelphia, Pa., has been spending the past week at the factory of Louis Stern & Co. in this city.

George W. Deane, representing the Eco Magneto Clock Co., Boston, Mass., was a visitor in this city on Thursday.

Horace F. Carpenter left last week for a pleasure trip through the middle and Southern States, accompanied by Mrs. Carpenter.

The Asahi Co. is opening a retail store at 89 Westminster St., this city, with a full line of Japanese goods and Oriental jewelry.

Mr. and Mrs. Erling C. Ostby have returned to this city after a Summer spent at Wickford, R. I., overlooking Narragansett Bay.

Edward White, of the new manufacturing jewelry concern of Mills & White, this city, visited the trade in New York last week.

John J. O'Neill, of O'Neill & Block, and also of the Waverly Novelty Co., is a candidate for alderman from the Third Ward of this city.

Joseph Doran, of J. C. Doran & Son, left last week Monday for an extended western trip for the company. He will visit the Pacific Coast before turning his steps eastward.

Mr. and Mrs. Frank T. Pearce were at Saratoga Springs, N. Y., the past week, where Mr. Pearce was attending the annual Masonic conclave.

A dividend on the capital stock of the Nicholson File Co., of this city, has been declared payable Sept. 30 to stockholders of record of Sept. 25.

Mr. and Mrs. Louis Lyons, with Mrs. L. Dimond, have returned from River View, on Narragansett Bay, where they have been spending the Summer.

Benjamin B. Manchester was elected vice-president of St. Andrew's Chapter of All Saints' Episcopal Church at the annual meeting last Monday night.

Oscar E. Place, of the Oscar E. Place & Sons Co., and wife have returned to their home at Hillsgrove from Bass Island, N. H., where they spent the Summer.

Benedict Lederer, of S. & B. Lederer, this city, was a passenger on the *Kronprinzessin Cecilie* of the North German Lloyd Line, sailing last week from New York to Bremen.

Among the buyers who were in the city last week looking at goods were: Miss R. S. Merebaum, of Simpson, Crawford & Co., New York, and W. C. Ross, of the 14th St. Store, New York.

The American Adjustable Hat Pin Co. has removed to larger and more convenient quarters in the Manufacturers' building, 7 Beverly St., occupying the shop recently vacated by the N. Barstow Co.

The Heinrich-Hoffmann Co., Gablonz, has established a permanent office in this city at room 32A, 87 Weybosset St., which will be in charge of Adolph Meller, the American representative of the firm.

Frederick W. Aldred, of the B. H. Gladding Co., addressed the members of the G. F. E. Club on Thursday evening at the headquarters of the organization in this city on the general subject of "Efficiency."

Engelhart C. Ostby, of the Ostby & Barton Co.; his son and daughter were passengers on the *Adriatic*, which sailed on Friday from Liverpool. They have been spending the past several weeks motoring in England.

At the annual conclave of Calvary Commandery, Knights Templar, at Masonic Temple, Tuesday evening, Walter A. Griffith, of the R. L. Griffith & Son Co., was elected generalissimo and Ralph L. Griffith was appointed one of the guards.

The co-partnership heretofore existing between Thomas H. Dunn and Joseph E. Robertie, known as the Pawtuxet Jewelry Co., doing business at 2177 Broad St., Pawtuxet, has been dissolved, Mr. Dunn withdrawing. The business will be continued by Mr. Robertie.

At the outing of the employes of the S. K. Merrill Co. at Bay Shore Pavilion last week Saturday, Sylvester K. M. Robertson, one of the foremen for the company, while participating in a game of baseball, sprained an ankle so severely that he has been incapacitated ever since.

At a meeting of the Republican City Committee held Friday evening it was decided to nominate as the party candidate for State Senator from this city Representative Harry Cutler, head of the Cutler Jewelry Co., who is considered one of the strongest vote-getters in the party. It is understood that Mr. Cutler will accept the nomination.

Among the foreign importations received through the Providence Custom House during the past week were the following of interest to the manufacturing jewelry industry: From Bremen—seven packages of imitation precious stones; from Hamburg—one package of porcelains; from Liverpool—four packages of manufactures of metal; from London—one package of jewelry, one of antiquities and one of manufactures of metal; from Southampton—two packages of imitation precious stones and one of enamels.

Royal H. Gladding, who was appointed trustee of the bankrupt concern of Andrews & Co., refiners, of this city, by the United States District Court for the purpose of making an examination into the conditions of the concern, with a view to ascertaining whether it would be advisable to continue the business or not, has reported to the court that in his judgment it would not be advisable to continue it. The plant will therefore be disposed of at once, either as a whole, if possible, or in divisions to suit purchasers.

George H. Holmes, head of the manufacturing jewelry concern of the George H. Holmes Co., this city, received the 33d degree of Freemasonry Wednesday at the annual conclave of the supreme council, northern jurisdiction, Ancient and Accepted Scottish Rite, at Saratoga, N. Y. He received the nomination at the conclave at Detroit last September. Mr. Holmes was formerly a member of the Rhode Island General Assembly from this city, and is the president of the New England Manufacturing Jewelers' and Silversmiths' Association.

Edward J. Watson, formerly in the retail jewelry and watchmaking business on Manton Ave., in the Olneyville section, died at his farm in Johnston, R. I., Tuesday, in the 79th year of his age. Mr. Watson had been blind for 10 years or more as the result of an accident while looking for hen thieves. A contrivance was hitched to the door of the henhouse discharging a revolver. This was heard early one morning, and Mr. Watson and another member of the household started to the yard. They took different directions, coming around the henhouse at about the same time. A shot was fired and the old man fell with his eyes pierced. He gradually recovered his general health, but his sight did not return.

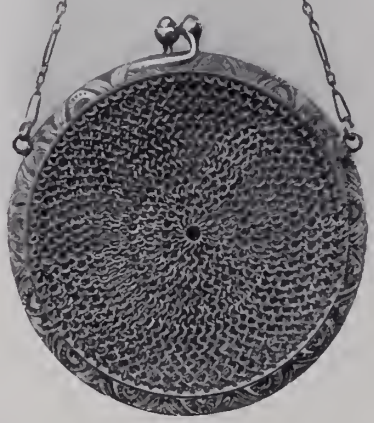
That a burglar alarm may work to advantage in other ways than that of apprising the authorities of the presence of a marauder was demonstrated last Sunday afternoon, when escaping water set off a contrivance in the Champlain building, 136 Chestnut St. It appears that the water was left running in the manufacturing jewelry establishment of Paul Castiglioni on the third floor of the building. The sink became stopped up, and the water ran over and leaked through the floor to the machine shop of the E. M. Dart Co., causing the burglar alarm to go off. The Rhode Island Electric Protective Co. responded and notified the fire department, which shut

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Superior workmanship and finish.



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WORKSHOP NOTES

(Third Edition)

For Jewelers and Watchmakers

PRICE, $2.50

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11 John Street, corner Broadway, New York

off the water but not until it had done considerable damage in both shops.

Fred H. Haskell has just registered a 26-horsepower touring car with the State Board of Public Roads.

Meyer Harzberg and family are guests at the Intervale House, White Mountains, for a brief vacation period.

A quarterly dividend of 1½ per cent. on the preferred stock of the Gorham Mfg. Co. will be paid Monday, Oct. 2, to stockholders of record at close of business on Sept. 23.

The S. W. Bassett Co., Fred G. Warren, manager, in the Lapham building, 288 Westminster St., is enlarging the business by the addition of a full line of gold, silver and plated jewelry.

A small display case outside the factory of the W. R. Brown Co., 33 Eddy St., was found smashed the other night by a patrolman. The contents of the case, consisting of metal and ribbon badge and regalia samples, valued at $75, were missing.

A $10,000 suit was filed in the Superior Court a few days ago by Vincenzo Yudice against William G. Hussey, of the Baird-North Co., this city, as the result of a collision between two automobiles and the consequent injury of the plaintiff, who was standing on the sidewalk, on April 7, 1911. Yudice says that the Hussey automobile was proceeding up College Hill at a rapid rate of speed, when it collided with another automobile coming along S. Main St. The plaintiff was standing on the sidewalk when the rear of the Hussey vehicle knocked him down. He alleges that he received fractures of three ribs and the right hip, in addition to numerous bruises and cuts.

Attleboro.

Miles L. Carter, the local jeweler, bought the first tag at the tag day of the D. A. R. held last Saturday.

Gus Stranberg, of Sykes & Strandberg, was in New York all last week in the interests of his concern.

Amos S. Blackinton, Jr., sustained a fracture of the right wrist last Thursday afternoon while cranking his automobile.

Emil L. Johnson and Nils C. Wallenthin, of N. C. Wallenthin & Co., made trips to Putnam, Conn., last week in their automobiles.

Andrew H. Sweet is chairman of the committee in charge of the celebration which the town of Norton is holding in honor of its 200th birthday.

The silver shops are extremely busy filling the large number of orders that they are receiving daily. Several of the factories are working 13 hours a day.

The suits of the Cornell-Andrews Smelting Co. vs. the Boston & Providence Railroad Corporation is scheduled to come up at the session of the Superior Court now sitting at Fall River.

The Y. M. C. A. is to start a class in jewelry designing with J. H. Harmstone as instructor. Last year such a class proved to be a huge success, and at the request of prominent manufacturers it will be resumed this year.

Walter B. Marble, treasurer of the W. B. Marble Co., has filed the following corporation report: Machinery, dies, etc., etc., $16,729; cash and debts, receivable, $7,469; manufactures and merchandise, $5,225; good will, $5,000; trade-marks, $1,000; total, $35,423. Capital, $22,500; accounts payable, $3,625; surplus, $9,298; total, $35,423.

Newark.

A patent has been issued to Charles Lehmann, Jersey City, N. J., for an eye-glass cleaner.

Miss Elsie Shaw Riker, daughter of Mr. and Mrs. William Riker, Jr., of Cleveland St., Orange, and Ernest W. Pierce, of Providence, R. I., will be married at the bride's home on Thursday night, Oct. 12.

Charles F. Hartshorn is in the middle west in the interests of Alling & Co., 13 Orchard St. Arthur Rosenberg is covering the Pacific Coast for the company.

Jean R. Tack, a Broad St. retail jeweler, is one of the organizers of the Central Co-operative Co., which has been incorporated for the purpose of dealing in real estate. Mr. Tack is first vice-president of the company.

Fine progress has been made on the new building which is being erected at Broad and Cedar Sts. by Frank Holt & Co. The steel frame work is all up and the building is nearly enclosed with stone. The lower floor has already been leased to the Crescent Drug Co., which expects to move into its new quarters the latter part of October.

Registrations for the classes in jewelry and jewelry design, die sinking and engraving and arts, crafts and design in the Sara A. Fawcett Drawing School of the city of Newark began on Monday night and will continue throughout the week. The new term will open on Monday, Oct. 2. The indications are that several new classes will have to be started this year to provide for the large number who wish to take these courses.

By order of the Police Board, Chief of Police Michael Corbett will cause to go into effect within a few days the law making it mandatory upon all pawnbrokers and second-hand dealers to furnish the names and descriptions of all persons securing loans. The law was passed at the last session of the Legislature. It makes it a misdemeanor to fail to furnish a report every day. By enforcing the law the Board believes that it will more easily be enabled to recover stolen property.

Thursday night thieves entered the store of Jacob Horland, 44 Market St., and stole revolvers, watches, rings and other jewelry valued at $300. They got away with 69 watches of all descriptions, gold, silver, gunmetal and nickel-plated; 26 revolvers, 12 silver rings, six gold bracelets, six gold brooch pins, four opera glasses and two clocks. Several other clocks and some other trinkets were found in the yard. It was found that the thieves had gained entrance through a rear window. A one-piece oyster knife was found which they had used to remove several bricks. After taking these out it had been an easy matter to throw off the iron bar which held the shutters.

At the noonday luncheon of the Newark Association of Credit Men, which was held last Thursday at the Hotel Broad, State Senator Harry V. Osborne was present and delivered an address in which he discussed the provisions of the employers' liability act, which was passed by the Legislature last Winter. This was the first of these luncheons since the Summer vacation. An event of unusual interest was held by the same association last night in the Board of Trade rooms, when a reception was tendered to the officers and directors of the National Association who were in session at the New York office during the day. An interesting program had been prepared by the local association, under the direction of the president, Curtis R. Burnett. The fifth annual banquet of the association will be held on Thursday, Nov. 16, at the Krueger Auditorium.

Organization of the Newark Jewelers' Bowling League for the season of 1911-12 was perfected at a meeting held last Friday night at the Oxford Alleys. Officers were elected and applications were received. A meeting will be held next Friday night for the purpose of adopting a schedule. There will be 21 teams in the league this year. The first games in the tournament will be rolled in November. At the meeting on Friday night, Albert Bayard, of the Shiman-Miller Mfg. Co., who was president of the league last year, was the unanimous choice for re-election. Arthur Jones, of the American Oil & Supply Co., was elected vice-president; Albert E. Johnson, of Durand & Co., secretary, and Victor Hesse, of Carter, Howe & Co., treasurer. The board of executives will consist of the officers and Louis A. Van Ness, of the Shiman-Miller Mfg. Co. team. The teams thus far registered are: Tiffany & Co., Wm. B. Kerr Co., Carter, Howe Co., Whiteside & Blank, Crescent Watch Case Works, Durand & Co., Shiman-Miller Mfg. Co. (two teams), A. J. Hedges & Co., Hagerstrom & Chapman Co., Riker Bros., Eastwood-Park Co., American Oil Supply Co., J. A. & S. W. Granbery, Link & Angell, Alling & Co., Larter & Sons, Irving Mfg. Co. and Bippart, Griscom & Osborn.

Market Prices for Silver Bars.

The following are the quotations of silver bars in London and New York as reported last week:

	London.	New York selling price, .999 Basis.
Sept. 19	24 3-16d.	$0.54½
" 20	24 1-4d.	.54⅝
" 21	24 1-4d.	.54⅝
" 22	24 1-4d.	.54⅝
" 23	24 1-4d.	.54⅝
" 25	24 1-4d.	.54⅝

Creditors of Chas. R. Stilson, Delhi, N. Y., received word last week of an offer of settlement on a basis of 33⅓ per cent. Mr. Stilson's business is an old one, having been started by his father, Myron Stilson, in 1879. The present proprietor became a member of the firm of Myron Stilson & Sons, which dissolved in 1886 and which was succeeded by C. R. and C. M. Stilson. The last named concern dissolved in 1895, C. R. Stilson buying out the interest of his brother, since which time he has conducted the business alone.

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Simmons rope chains give your customers perfect satisfaction in use because they are made close and compact.

Ordinary rope chains are stretched — to make the extra length, obtained by stretching, offset the cost of the unusual amount of labor involved in their manufacture.

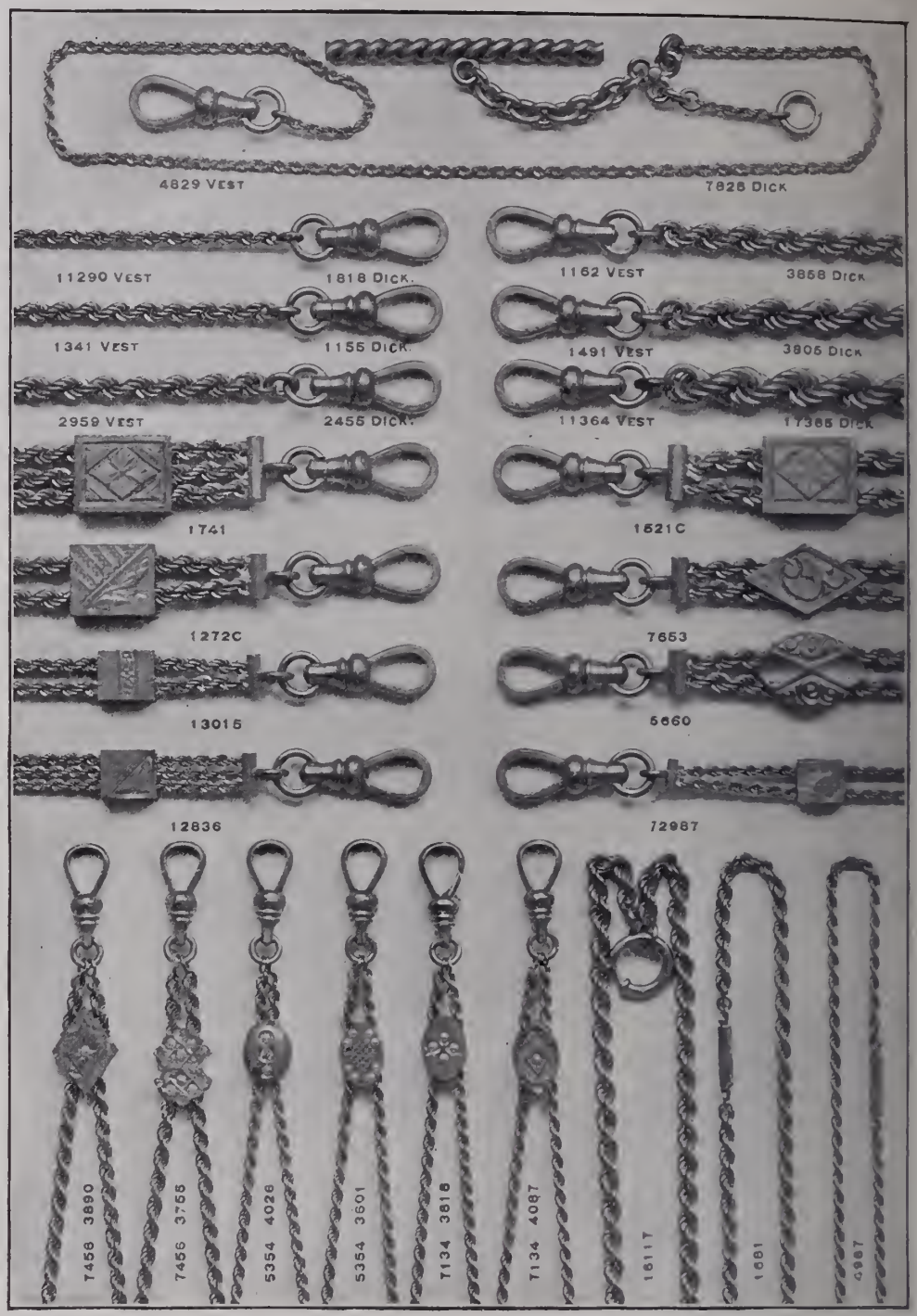
Simmons chains are not stretched. They are more closely and compactly made than any other gold filled chain — foreign or domestic. They are all gold soldered and like all chains made by the Simmons process are absolutely uniform in the quality and thickness of the outside gold.

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Attleboro, Mass.



Note the compactness, uniformity of the various pieces illustrated above. Simmons rope chain is made in all sizes and in a wide variety of patterns—including Vest, Dickens, Pony, Lorgnette and Neck Styles range from most conservative to the snappiest, most up-to-date effects. The Simmons process makes it possible for you to carry a range of styles, to suit every taste, without tying up too much of your capital in stock.

If possible, compare Simmons Chains with other makes as soon as and whenever you can.

SIMMONS TRADE MARK **CHAINS AND FOBS**

Philadelphia.

Isaac Abraham, 117 S. 8th St., has removed to 729 Sansom St.

Charles Tomick has opened a new jewelry store at Rayersford, Pa.

Charles Kramich, expects shortly to open a new jewelry store on N. Front St.

John Kirschnek, Media, Pa., is enjoying his new automobile.

Harvey Fitzsimmons, a retail jeweler, West Chester, Pa., is visiting old friends in this city.

D. Atlas, importer of diamonds, 125 S. 7th St., has removed to his new building, 721 Sansom St.

Frank D. Grover, 2806 Germantown Ave., has sold out and will retire from active business.

Harry Toplier has returned from Wildwood, N. J., and is looking for a desirable location in this city.

Leonard Wetterau, formerly in the retail jewelry business at Frackville, Pa., has moved to Tamaqua, Pa.

The business of the late Theodore Lasson, a former jeweler in Germantown, will be continued by his sons.

Julius Hardegg, a former Philadelphian, has started in the manufacturing jewelry business at Asheville, N. C.

Charles Connaffon, of Greenawald & Bonaffon, has started on an extensive business trip throughout the west.

E. S. Radley, a local jeweler, is very solicitous about his father, who is lying seriously ill at his home.

Chas. S. Kepner, Chester, Pa., is making alterations and improvements in his store preparatory to the holiday season.

E. J. Ledos, Newark, N. J., entertained a party of Philadelphia friends at dinner and a theatre party prior to his trip to the coast.

Emil Holl, Media, Pa., who has been traveling with his wife through Europe for the past three months, has returned home.

F. J. Loos, 5746 Filbert St., who has been out of the jewelry business for the past two years, has decided to take it up again.

Solomon Rosenblatt, 2605 Germantown Ave., has bought the adjoining properties, 2607 and 2609 Germantown Ave., as an investment.

Lewis J. Beitel, retail jeweler, 2904 Germantown Ave., has disposed of his stock and fixtures and expects to leave shortly for the west.

The marriage of Isaac Hillerson, a manufacturing jeweler, 117 S. 8th St., to Miss Bertha Forman has been announced to take place next month.

George A. Scheller, a Newark jeweler, caused the arrest in this city last week of two of his former employes on the charge of the larceny of $700 worth of jewelry.

Mr. Katz, 1943 Germantown Ave., has started on a western trip. He will be absent two months, and will spent some time in Duluth and Chicago on business.

Frank Schenuit is visiting friends in Baltimore and Washington. Mr. Schenuit's sister, who has been his guest during the Summer, will sail soon for her home in Europe.

J. J. Wicker, Rome, Ga., was a visitor to this city last week. Mr. Wicker was at one time associated with Gimbel Bros. He also studied at the Philadelphia College of Horology.

Fred C. Bode, Louis Spoerhase and Fred Emltzen have closed their Summer homes and have removed to the city with their families ready to assume the duties of the Fall campaign.

Charles S. Conrad has resigned his position with R. M. Cooper & Son, 713 Sansom St., to identify himself with the theatrical profession. He will be seen this Winter in one of the light comedies.

Mrs. William Joseph Furmage, formerly with E. J. Hines, Washington, D. C., is spending her honeymoon at Atlantic City. Before returning to Washington Mr. and Mrs. Furmage will be the guests of friends in this city.

W. W. Fisher, Sunbury, Pa., is making extensive alterations and improvements in his store. He has installed an entire new front and after alterations have been completed he will have one of the most attractive jewelry stores in this vicinity.

William Ward, Hazelton, Pa., displays in one of his show windows a very handsome silver loving cup which he has designed and made. The cup will be presented to John Mitchell, the prominent labor leader, by his friends and admirers in the anthracite coal regions.

The first Fall meeting of the Association of Wholesale Jewelers of Philadelphia was held Monday evening, Sept. 25, at the Jewelers' Club. The evening was pleasantly passed, and after the meeting adjourned the members were invited to partake of a repast.

J. M. Keller, treasurer of the Sixtieth and Market Strects Business Men's Association, met with a serious accident during the carnival held recently in this locality. It was while looking after the plans for this event that Mr. Keller fell and broke his ankle. He is still under a physician's care.

J. E. Caldwell & Co. has been awarded the contract for the $1,000 silver trophy which is to be presented to the American Automobile Association by the citizens of Anderson S. C. This house has also furnished the plaque and medals for the speed boat races to be held on the Delaware River, Sept. 22 and 23, by the Delaware River Yacht Racing Association.

The stock and fixtures in the jewelry store of Morris Schulnik, bankrupt, 819 S. 2d St., will be sold by order of his creditors Thursday, Sept. 28, 1911, at 10 A. M. on the premises. Schulnik disappeared without a word of warning, about six weeks ago, and although strenuous efforts have been made to locate him by his creditors the search has been in vain. Carr, Beggs & Steinmetz, 602 Bailey building, are acting for the creditors. Sidney Lowenstein has been appointed receiver.

The following jewelers were visitors to this city during the week: J. Harry Halt, Mount Holly, N. J.; James Wheeler, Salem, N. J.; Phillip Levy, Pleasantville, N. J.; Carl Leighner, Butler, Pa.; J. H. Dairymple, Gradyville, Delaware County; S. W. Hart, Kennett Square, Pa.; J. D. Sallade, Norristown, Pa.; Mrs. P. H. Bratton, Kennett Square, Pa.; E. L. Thomas, Phoenixville, Pa.; J. S. Dounie, Hatboro, Pa.; Horace Thomas Woodbury, Pa.; D. H. Krause, North Wales, Pa.; E. K. Bean, Lansdale, Pa.; H. B. McFarlan, East Downington, Pa.; A. M. Kendall, Millville, N. J.; O. O. Stillman, New Brunswick, Pa., and B. D. Messinger, Gilbert, N. C.

Connecticut.

About 25 of the former employes of the old Meriden Silver Plate Co. met in that city recently and enjoyed a turkey supper. After the repast the guests rolled a bowling match.

The directors of the Meriden Trust & Safe Deposit Co. met in that city last week and filled the vacancy caused by the death of Walter Hubbard by selecting Charles L. Rockwell as president. The vacancy on the board of trustees caused by Mr. Hubbard's death was not filled, the matter being left to President Rockwell.

Mr. and Mrs. M. Burton Rogers, Danbury, have announced that the invitations to the marriage of their daughter Jeanette to Charles Gillette Frisbie were withheld owing to the death of Hoadley C. Wells, an uncle of Mr. Frisbie. The ceremony will be performed at the First Congregational Church in Danbury, Sept. 30. The father of the bride-to-be is president of the Danbury Silver Plate Co.

Eugene P. Golden, who has been engaged in the silverware business since 1865, and who is connected with the Meriden Britannia Co., celebrated his 59th birthday in that city last week. Mr. Golden, who is superintendent of the hollow ware department of the factory, was born in East Meriden and spent his entire life in that city. Mr. Golden's father was one of the pioneer manufacturers of Meriden's leading product. A local paper published an article giving Mr. Golden's career together with a photograph.

It was recently announced in New Haven that the building at 40 Elm St. had been purchased by Samuel H. Kirby & Sons, Chapel St. jewelers. This concern has conducted a jewelry business for 81 years in the block at 822 Chapel St., and until recently decided to remove to the Elm St. section, which is fast becoming a business center. The Kirby firm has purchased the entire four-story building at the Elm St. address, and it is expected will make elaborate alterations. When altered the store will have a 24-foot front with a depth of 97 feet. The salesroom and watch repairing departments will be on the ground floor and the second floor will be used for manufacturing and engraving departments. This firm was originally established in 1830 and for 40 years was conducted by Samuel H. Kirby. In 1909 the business was incorporated and became known as Samuel H. Kirby & Sons, Inc.

It was recently announced that the jewelry store of J. W. Nickels, Springfield, Mass., had been sold to Stanley W. Searles, Meriden, Conn. The new proprietor for the past 10 years has been in charge of the watch repairing and optical department for P. T. Ives, Meriden, Conn. Mr. Searles is a practical watchmaker and an experienced jeweler.

Why Not Do It Now?

If you are one of the few jewelers who have not yet stocked

Gorham Silver Polish

why not do it now?

We know—you undoubtedly believe—that very soon you must carry it in stock on account of the rapidly increasing demand; therefore, why not stock it now, and get the benefit of every sale, and the prestige which comes from carrying such an article?

Its superiority, efficiency and safety are unquestioned.

The appearance of the package is unequalled.

It is packed in three sizes—small, medium and large—to sell at the popular prices of 25c., 50c. and $1.00, respectively. It pays a most satisfactory profit, the profit on the medium and large sizes being much more in proportion than on the small size.

Gorham Silver Polish once used is always used. Once sold is always sold.



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THE JEWELERS' WEEKLY.
THE JEWELERS REVIEW

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No attention paid to communications unless accompanied by full name and address of the writer. This is asked not necessarily for publication, but as evidence of good faith.

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Business Laws and Commercial Honor.

COMMERCIAL morality or business honor is a subject which is of interest to all merchants, but to no one more than to the jeweler, as his business is founded essentially upon confidence, confidence in the seller being the most important factor in every stage of the business, from the time an article is made until it is put into the hands of the ultimate consumer. Even the manufacturer must have confidence in the integrity of the workman, the jobbers in the representations of the manufacturer, the retailer in the jobber, and, above all, the customer must realize that the retailer is a man of his word and one who does not and will not misrepresent. It is for this reason that jewelers as a class should work for a high code of ethics among business men generally, because they in particular are affected by the public's general idea of business morality and the standards of honesty and truthfulness which the business man is supposed to adhere to.

It is regrettable to note that among a certain class of business men, especially in the larger cities, that business honor is given so little attention, and that in the strain of business and the keenness of competition in the mercantile world today manufacturers and retailers will act with but one thought in mind, that of getting the better of the man with whom they are dealing, irrespetcive of the effect that their acts may have upon the reputation of the business community. It is safe to say that among some of these men the penal code has been substituted for a code of honor, and anything that is not illegal is permissible in their transactions. Among the more flagrant violators of business ethics, even the penal code is considered too strict as a code of business honor, as they work on the principle that legal or illegal the transaction is all right if they "can get away with it"; that is, they will take the risk of violating the law provided they feel that the law is one that cannot or will not be enforced against them.

It is this condition in the business world that has made necessary the enactment of statutes like the gold and silver stamping laws, trade-marks laws, laws against fraudulent advertising, false weights and measures, impure food and misrepresentations generally. The moral effect of these statutes has been good, particularly just after they have been passed, as they tend to raise the business standard of morality by increasing the law, to enforce common honesty and decency in the mercantile world. However, when these special laws are not enforced, the unmoral element of the business community begins to slip back into the old ways, feeling that it is well to "take a chance" upon the non-enforcement of the laws as soon as they see that the prosecuting authorities are not active in bringing violators before the courts of justice.

Regrettable as the conditions may be, it is true that the regular prosecuting authorities do not take much interest in special statutes particularly of a business nature and the excuse of the district attorneys for not enforcing the laws are reasonable if not absolutely valid. There are few prosecuting officers who are not kept busy in taking care of the common law crimes against persons and property and who do not feel that they are in a sense neglecting their most important work when they give time and attention to the prosecution of statutory crimes, when their calendar is full of cases that come to them in the regular way. They contend (correctly or incorrectly) that the business community in whose interests the special statutes have been passed should take the first steps in the enforcement of these laws, as well as obtain the evidence of the violations thereof. Business crooks know this, and it is on this they rely in taking their risk of prosecution.

Without discussing the ethical or legal side of the attitude of the prosecuting authorities business men must recognize the conditions that confront them and realize that statutes passed in their behalf will not enforce themselves. Rightly or wrongly, they must take steps to see that these laws are enforced whenever they know of violations. If the business crooks are to limit their code of honor to those acts that will surely be prosecuted, it is necessary that the honorable men in the business world see that every statute in the code which affects their honesty is enforced. In other words, as was succinctly put by a prominent member of this trade recently, "the time has come when the crooks should learn that *all* the laws to enforce honesty in business have teeth."

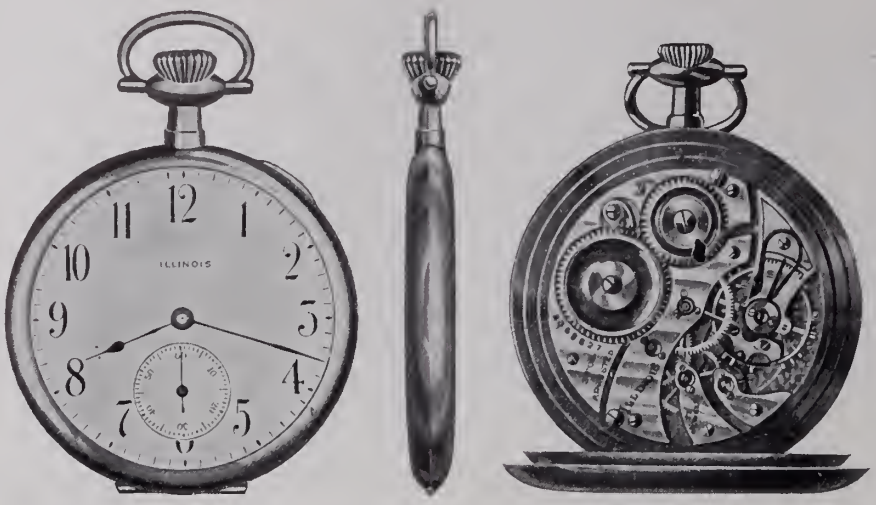
To the man who is far behind times as to have no faith in the utility of his trade journal, I want to ask two questions: First, have you given the journal a chance to do anything for you? Second, what have you done for the journal?

—Frank Farrington, Author of "Store Management Complete," etc., etc.

Misuse of Term "Reconstructed" As Applied to Gems.

THE large number of inquiries that have come to this office on the subject of "reconstructed" gems, as well as the advertisements of retail jewelers which have appeared in many papers in the last few months, indicate clearly that many members of the jewelry trade are not careful in the use of this term, and that the public at large is also using the same incorrectly. In practically every instance in which the aforesaid term was used it was not intended to refer to "reconstructed" gems at all, but to synthetic or scientific stones, and sometimes only to scientific imitation of stones and gems.

Jewelers should remember that the use of "reconstructed" for "scientific" is practically a misrepresentation, when applied to gems, because the word "reconstructed" obtained a distinct meaning many years



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ago with the introduction of the reconstructed rubies. It then became understood not only in the trade, but also by the public as describing stones made up of small particles of real gems, which had been fused together. No reconstructed stones except the ruby ever appeared on the market in commercial quantities, and as far as we know practically no reconstructed rubies are on the market today. The scientific rubies made of fused alumina oxide seem to have as thoroughly supplanted the "reconstructed" stones as did the electro-deposit process of plating silver supplant the old Sheffield plate. "Scientific" or "synthetic" gems bear no relation whatsoever to "reconstructed," and when they are sold as "reconstructed" gems they are misrepresented.

As to "reconstructed" sapphires, there is absolutely no excuse for the term, and the use of either this word or "synthetic" in connection with emeralds, pearls or other stones, in which it is sometimes seen, is not only misrepresentation but downright deception. Reproductions of the ruby and the sapphire have been made in the laboratory, and the scientific stones so made closely resemble the natural stones of the same name in all their properties, that it may be deemed proper to so call them, provided the name "synthetic" or "scientific" is placed before the gem name. No other gems have been as successfully imitated, and the man who talks of the synthetic or scientific pearl or emerald stamps himself as either an ignoramus or one who intentionally wishes to deceive.

Buffalo, N. Y.

A handsome and valuable trophy was awarded the Buffalo High School for seeing the largest number of buttons for the Newsboys' Home. The affair was carried on under the supervision of the schools and the Buffalo *Evening News*. The silver trophy was purchased from King & Eisele and stimulated great interest in the schools.

Norbert F. Hens, jewelry buyer for the Hens & Kelley Co., and son of the president of that concern, was married to Miss Mary Humphries, of Glenwood Ave., Saturday last, the ceremony being performed by the Rev. Father Geiser at St. Michael's Church. The best man was Mr. Leo Hens, brother of the bridegroom, and Edwain Hens presided at the organ. Miss Irene Humphries, sister of the bride, was bridesmaid. After the ceremony Mr. and Mrs. Hens departed on an eastern trip.

Bingaman & Co., Cincinnati, O., will have a unique window display next week which will be very instructive to the general public. Complete diamond cutting machine has been installed in the Race St. windows of that store, and will be in operation, showing the complete process from the rough stone to the finished product. Such a demonstration of this kind has never before been made in Cincinnati. This company is also preparing a very attractive little booklet for distribution among the trade, which will give historical and interesting details about diamonds and precious stones.

New York Notes.

William S. Pitcairn, 41 Murray St., returned recently from a western trip.

Max C. Long, Indianapolis, Ind., is spending a short time in this city.

Jos. Leudan is on the Pacific Coast for the A. R. Katz & Leudan Co., 87 Nassau St.

Frank P. Kennedy has returned from a trip for the Page & Baker Mfg. Co., 9 Maiden Lane.

E. C. Fisher, buyer for the L. S. Donaldson Co., Minneapolis, Minn., was in the local jewelry market last week.

C. W. Davidson, of the Thomas Long Co., Boston, Mass., was among the out of town visitors during the past week.

Paul Haviland, of Haviland & Co., 45 Barclay St., returned to this city last Friday on the *Celtic* from a trip to Europe.

Earl Viall returned Friday from a business trip to Philadelphia and Lancaster, Pa., for Riley & French, 180 Broadway.

C. Blaser has removed his jewelry and musical store from 5104 Third Ave., Brooklyn, to 109 Rockaway Road, Jamaica, L. I.

F. M. Beiswanger, of the Weintraub Brass Mfg. Co., 27 Bleecker St., has returned from a two weeks' trip through New England.

Alfred T. Wakefield, Honolulu, T. H., was a visitor in this city during the past week, and spent some time in the Maiden Lane district buying stock.

Ira Hudson, local representative for Hutchison & Huestis, 15 Maiden Lane, made a business trip to Washington and Baltimore during the week.

Clarence Comfort has just returned from his first western trip in the interest of the Solidarity Watch Case Co., 54 Maiden Lane. He had a successful trip.

Clarence Elliot, of Maintien Bros. & Elliot, who has been out of town for some time because of poor health, has returned to the city and is now again at his New York office.

Sanford W. Williams, manufacturer of French china, died at his home, 340 Gregory Ave., Passaic, N. J., last week. He was born 65 years ago, and had been in business 40 years.

M. Mirabeau, of Lissauer & Co., 54 Maiden Lane, attended the funeral of the late David H. Lowman last Wednesday at Philadelphia. Mr. Lowman was formerly a member of the firm of Lissauer & Co.

The September *Bulletin* of the National Association of Credit Men reports 12 new firms added to the association during the month of August. The *Bulletin* also contains a number of articles of general trade interest.

Joseph Weiss, of South Fallsburg, N. Y., who is a candidate for the Assembly from Sullivan County, was for a time a traveling salesman for a New York jewelry house. He is running on the independent ticket.

Among the department store buyers in this city during the past week were C. N. Greaza, buyer for Field, Schlick & Co., St. Paul, Minn.; E. Douglass, buyer for the McCarthy Dry Goods Co., Woonsocket, R. I.

Harry B. Duncan, of the Duncan & Miller Glass Co., Washington, Pa., spent a few days in this city recently, coming in from Atlantic City, where he is spending a vacation with his family during the month of September.

During the past week there has been on exhibition in the Cortlandt St. window of the L. E. Waterman Co., 173 Broadway, a small model of Nelson's *Victory*, which was launched in 1765, and is now afloat at Portsmouth, England.

A typographical error which occurred in a note in the last issue in referring to the Jewelers Board of Trade caused the membership to be reported as 733, which was 40 less than the present total membership of the Board. The membership should have appeared as 773.

M. A. Mustin, a jeweler at Madison, Ga., has been in New York during the past week on a buying trip. Mr. Mustin reports that business in his section is good and prospects are bright for a good Fall business, although the cotton crop will be about 15 per cent. short of expectations.

A partnership has been formed between H. C. Preston, formerly of Preston & Chouri, dealers in Damascus brasswarc, and Henry Binley, of the Binley Mfg. Co. The concern will represent a number of manufacturers of Russian and Damascus brass goods, Italian art goods, etc., and will be located at 32 Union Sq.

Samuel Peretz and Maurice Levy, who composed the firm of Peretz & Levy, dealers in clothing, cloaks, furniture and jewelry on the instalment plan at 100 East Broadway, have filed a petition in bankruptcy with liabilities $182 and assets $856 in outstanding accounts. Mr. Peretz has individual debts $1,172 contracted in Albany between 1898 and 1901.

Detectives who on Wednesday of last week arrested Maurice Baum, of 85 E. 113th St., on suspicion of knowing of the shooting of David Silverman, a jeweler of 1572 Madison Ave., last Thursday, admitted that there was no evidence against the man. Baum was discharged by Magistrate Breen in the Harlem Police Court, and was told that the police would give him no further trouble.

The New Maiden Lane Safe Deposit Co., 170 Broadway, has been sending out copies of the bylaws of the organization during the past few days. The alterations and improvements at the home of the New Maiden Lane Safe Deposit Co. are now completed and those interested in obtaining a safe and reliable place to make deposits of valuables are invited to inspect the offices. Night and Sunday service is an attractive feature offered.

Isador Barkass, a dealer in jewelry at 139 Hester St., has made a settlement with his creditors at 25 cents on the dollar, payable 10 cents in cash and 15 cents in notes, at three, six and nine months. Mr. Barkass assigned to Morris Mann a schedule of his assignment showing liabilities of $10,157 and nominal assets of $2,015, and actual assets of $1,384. In his schedule he said that he has assets consisting of jewelry, diamonds, tools and store fixtures.

Members of the Merchants' Association of New York have received from Atkins & Freund, Chicago, notice to the effect that a party representing himself to be "Mr. Freund" is attempting to gain favor with New York merchants by giving orders, which are accompanied by a request to cash a check or deliver the merchandise to him. In one case the party called at the factory of a member located in the northern part of this city, and presented a card of "Atkin & Freund." Jewelers are warned to beware of this man.

The catalogue of unclaimed and abandoned goods remaining in the Public Stores, 641 Washington St., contains a variety of articles which will be offered for sale at auction Tuesday, Oct. 3, at 10 A. M. The merchandise may be seen at the seizure room of the Appraisers' Stores Sept. 28 and 29 from 9 A. M. until 3:30 P. M. Among the articles listed in the catalogue are a gold ring, five pieces of decorated china, two gold chains and a watch, one diamond brooch, with two stones missing, a box of decorated china, a case of optical glass and a scarf pin.

Among the recent accessions of the Metropolitan Museum of Art are: Inlaid knife-box in shape of urn; mahogany teacaddy with 17th century silver mounts, English, 18th century (purchase); 30 vessels, principally college and corporation plate, English, 14th to 18th centuries (purchase); Bronze statue, The Blacksmith, by Henri Pouchard (purchase); bronze statuette, Marsyas (?), Paduan, second half of 15th century (purchase). The list of loans include a collection of 373 pieces of American silver, 18th and 19th centuries, loaned by the Hon. A. T. Clearwater.

A meeting of the creditors of Groveman & Kahn, silversmiths at 77 White St., was held last Thursday, at which time creditors decided to liquidate the business under the present assignment. The concern made an assignment to Charles Herbst, and at a previous meeting of the creditors an offer of 15 cents was made. This offer the debtors failed to meet. The assignee stated that he thought that after expenses had been paid that the creditors will realize 15 cents on the dollar, as he had discovered 300 ounces of gold under a workman's bench and another quantity of gold not included in the figures at first given. At the previous meeting it was stated that the liabilities are about $5,000, with assets of stock $1,200 and machinery and fixtures $800. There are 27 creditors, of which four are friends or relatives, with claims amounting to $550.

Creditors of Harry M. Mermelstein, a jeweler at 368 Grand St., against whom an involuntary petition in bankruptcy was filed in August, are notified that the assets will be sold to-day at 10:30 A. M. by order of the court at the address of the jeweler. The assets consist of jewelry, diamonds, watches, rings, pins, cut glass, fine fixtures, etc. At a recent meeting of the creditors of Mr. Mermelstein it was stated that the assets would amount to $4,000, of which $3,000 was stock and $1,000 fixtures. The liabilities were said to be $14,000 in merchandise accounts. The attorney representing the jeweler made a cash offer of 20 cents on the dollar, which the creditors rejected. It was later raised to 25 cents on the dollar, 20 cents in cash and 5 cents

(*New York Notes continued on page* 103)

THE

LIBERTY

NATIONAL BANK

OF NEW YORK

OFFICERS

Fred'k B. Schrnck, President.

Daniel G. Reid, Vice-President.

Zoheth S. Freeman, Vice-President.

Charles W. Riecks, Vice-Pres. and Cashier.

Fred'k P. McGlynn, Assistant Cashier.

Henry S. Bartow, Assistant Cashier.

Henry P. Davison, Chairman Exec. Com.

DIRECTORS

Edmund C. Converse
George B. Case
Henry P. Davison
Zoheth S. Freeman
Thomas A. Gillespie
Francis L. Hine
Arthur F. Luke
Howard W. Maxwell
Charles A. Moore
Ambrose Monell
Daniel G. Reid
Charles W. Riecks
Fred'k B. Schenck
Charles H. Stout
Henry C. Tinker
Charles H. Warren

CAPITAL, SURPLUS AND UNDIVIDED PROFITS

$3,700,000.00

FIDELITY TRUST COMPANY

EXECUTOR TRUSTEE ADMINISTRATOR GUARDIAN

Notable Events of the Year

Elected to membership in the NEW YORK CLEARING HOUSE ASSOCIATION, making checks on this company, in payment for drafts, etc., acceptable by all banks and trust companies, members of the Clearing House, and checks certified by us acceptable by the U. S. Collector of Customs in payment of duties on imports.

Designated a Depository for the General Funds of the State of New York, in addition to those of the City of New York.

Paid 2% extra as a Christmas Dividend, in addition to the regular dividends for the year, which amounted to 6%.

Increase in Capital & Surplus from $1,500,000.00 to $2,000,000.00, enabling the company to broaden its business.

Increase in Resources to over $10,000,000.00.

President - Samuel S. Conover
Vice-President Wm. H. Barnard
Vice-President - John W. Nix
Secretary Andrew H. Mars
Asst. Sec'y - Stephen L. Viele
Trust Officer Arthur W. Mellen

FIDELITY Trust Company

Chambers St. and West Broadway, New York

1850 *The Jewelers' Bank for half a century in the same location* 1911

THE CHATHAM AND PHENIX NATIONAL BANK

Broadway and John St., N.Y. Accounts Invited

OFFICERS

LOUIS G. KAUFMAN, President
GEORGE M. HARD, Chairman of the Board
FRANK J. HEANEY, Vice-President
WM. H. STRAWN, Vice-President
ALFRED M. BULL, Vice-President
WALTER B. BOICE, Ass't Cashier
BERT L. HASKINS, Cashier
HENRY L. CADMUS, Ass't Cashier
NORBORNE P. GATLING, Ass't Cashier
HENRY C. HOOLEY, Ass't Cashier

DIRECTORS

Horace E. Andrews Pres. N. Y. State Rys.
August Belmont August Belmont & Co.
Daniel J. Carroll Pres. Alberene Stone Co.
William B. Conrad W. B. Conrad & Co.
P. S. DuPont E. I. DuPont de Nemours Powder Co.
Desmond Dunne Pres. Desmond Dunne Co
O. G. Fessenden H. W. Wheeler & Co.
Elbert H. Gary Chairman of the Board, U. S. Steel Corp'n.
H. Stuart Hotchkiss V.-Pres. and Treas. L. Candee Rubber Co.
John M. Hansen Pres. Standard Steel Car Co.

DIRECTORS

Parmley W. Herrick New York City.
George M. Hard Chairman of the Board.
Frank J. Heaney Everett, Heaney & Co.
August Hecksher Vice-Pres. Eastern Steel Co.
Franklin S. Jerome Pres. 1st Nat. Bank, Norwich, Conn
Adrian H. Joline New York City.
Louis G. Kaufman President.
Hamilton Kean Kean, Taylor & Co.
Edward E. Loomis Pres. Del., Lack. & West. Coal Co.
William A. Law V-Pres. 1st Nat. Bank, of Philadelphia, Pa.
Frank R. Lawrence Counsellor-at-Law.
Waldo H. Marshall Pres. Am. Loco. Co.
John Ringling Ringling Bros.
Edward Shearson Shearson, Hammill Co.
Henry F. Shoemaker New York City.
Sanford H. Steele Pres. Gen. Chem. Co.
Fred'k D. Underwood Pres. Erie Railroad Co.
John D. Vermeule Pres. Goodyear Rub. Co.
Geo. Coffing Warner New York City.
Samuel Weil Samuel Weil & Son
Frank S. Witherbee Pres. Witherbee, Sherman & Co.
Joseph H. Wright Pres. U. S. Finishing Co.

The Market and Fulton National Bank of New York

ORGANIZED 1852 — 81-83 FULTON STREET

CAPITAL, $1,000,000 — SURPLUS, $1,700,000

PROGRESSIVE—CONSERVATIVE—SUCCESSFUL

ALEXANDER GILBERT, - President
R. A. PARKER, - - Vice-President
T. J. STEVENS, - - - - Cashier
JOHN H. CARR, - - - Asst. Cashier
W. M. ROSENDALE, - - Asst. Cashier

Invites the Accounts of Jewelers

Will extend every facility that good banking will justi

SAFE DEPOSIT VAULTS

AUGUST OPPENHEIMER, President — J. HEYNEN, Secretary

THE JEWELRY TRADE IS INVITED TO INSPECT THE REMODELED AND IMPROVED PREMISES OF THE

New Maiden Lane Safe Deposit Co.

170 Broadway, Cor. Maiden Lane, New York

WHICH HAVE BEEN ESPECIALLY EQUIPPED FOR THEIR REQUIREMENTS

Trunks and Packages received at all hours, day, night, Sundays and Holidays, at our special 24 hour rate

Main Vault accessible every business day from 8.30 A.M. to 6 P.M. Use of sample rooms to renters of safes

Safes built to hold 1, 2 and 4 to 6 telescopes

New York Notes.

(*Continued from page* 101.)

in notes. This offer was also refused, the creditors demanding at least 50 cents on the dollar. There are about 18 creditors in all. L. Harding Rogers is the receiver in bankruptcy.

Tiffany & Co. were last week offering a reward of $100 for the return of a cabochon sapphire and diamond scarf pin lost Sept. 19.

George Semple, New York representative for the W. & S. Blackinton Co., 180 Broadway, is on a trip to Philadelphia and Baltimore.

C. A. Scudder, Athens, Ga., and his wife were in town Saturday to meet their daughter, who returned to this city Saturday on the White Star Line.

New revolving doors are being installed at the Broadway entrance to the building at 170 Broadway. When the work is completed the doors will be operated by an electric motor.

The New York police have been asked to examine pawnshops in this city in an attempt to locate a large quantity of jewelry stolen on Aug. 3 from a country residence in the vicinity of Boston. A reward of $300 is offered for information leading to the recovery of the jewelry.

The directors of the Jewelers Board of Trade have decided to open a branch office in San Francisco and have addressed a letter to the leading jewelry merchants of the Pacific Coast, which explains the benefits to be derived by the jewelry merchants on the Pacific Coast, who become members.

The Fleischer Co. is the name of a concern which has been incorporated under the laws of the State of New York with a capital of $10,000. The incorporators are: Bernard Shaw, Joseph F. Fleischer, Tryne S. Fleischer and Jacob W. Solomon. The concern has been incorporated to do a jewelry business.

Owing to the recent withdrawal through sickness of Mr. Weiss from the firm formerly conducted under the style of Cohen & Weiss, the business will hereafter be conducted as Cohen, Phoel & de Roos. Mr. Phoel is an expert setter and Mr. de Roos a first-class jeweler. Both were formerly connected with Dreicer & Co.

A dispatch from Solingen, Prussia, Sunday stated that Theodore Diehl, representing the United States Treasury Department has arrived in that city to investigate the cutlery frauds which were revealed, it is alleged, when large shipments of cutlery from this district seized by the customs officers of New York last June.

Among visiting jewelers in this city during the past week were: S. Gilsey, of S. & H. Gilsey, Cincinnati, O.; A. Maschmeyer, of the Maschmeyer-Richards Silver Co., St. Louis, Mo.; D. D. Krouse, of the B. K. Elliott Co., Pittsburgh, Pa.; George R. Weber, Lancaster, Pa.; N. B. Levy, Scranton, Pa.; Mr. Bally, of J. Bally & Son, Elmira, N. Y.; H. Korf, Cincinnati, O.

William H. Ingersoll, president of the Advertising Men's League, Inc., has issued a circular suggesting that members offer their services to the Merchants' Association and the Chamber of Commerce to show how advertising may be employed to further the purposes of those bodies. Mr. Ingersoll also suggests advertising plans by which New York would obtain a greater share of the general prosperity.

August Lambert, of Lambert Bros., and family, 59th St. and Third Ave., returned last Saturday on the *Kaiserin Auguste Victoria* after a business trip abroad. While in Paris Mr. Lambert gave an interview to the *Herald* in regard to the diamond markets and trade conditions. He stated that he had been to Amsterdam and Antwerp and in both places purchased diamonds and large quantities of colored stones and pearls.

The Jewelers Security Alliance, 15 Maiden Lane, reports that the store of Leon Friedman, Paterson, N. J., was broken into last Wednesday and a miscellaneous collection of jewelry amounting to several hundred dollars was stolen. No attempt was made to open the safe. The Alliance also reports that a window in the store of George R. Calhoun & Co., Nashville, Tenn., was smashed last Thursday and emblems and signet rings valued at about $150 were stolen.

Theodore K. Fishel, of the Fishel, Nessler Co., 83 Crosby St., proved his ability as an oarsman during the past season by winning the first prize point contest in the Lone Star Boat Club races. The races have been rowed at stated times since May and were for single, double, four and eight-oar shells. Mr. Fishel finished in the lead in the prize point contest against a field of 40 contestants. The prize is a sterling silver plaque in the form of a shield. Near the top are a pair of crossed oars and beneath is the emblem of the Lone Star Boat Club. The prize bears the inscription, "First Prize Point Contest, 1911. Won by Theodore K. Fishel." The plaque is finished in scroll effect and mounted on a wooden support which is provided with a chain. It makes a most acceptable and handsome trophy.

What in the opinion of the police were plans for another jewelry robbery was frustrated last week, when George Black, employed by John F. Smith, an undertaker at Paterson, N. J., heard a strange noise in the rear of the establishment. Going out to investigate, Black saw two men in the yard to rear of the jewelry store of G. Gootenberg. He called to the men, who realized that they were discovered and beat a hasty retreat over a rear fence. Black immediately communicated with police headquarters on the telephone and officers were despatched to the scene. They surrounded the block and made an attempt to land the burglars if they were in the vicinity, but they had evidently made good their escape. Black furnished the authorities with a description of the men.

The first regular Fall meeting of the Jewelers' 24-Karat Club of New York City was held last Wednesday afternoon at the room of the club in the Silversmiths' building, 15 Maiden Lane, at which time it was decided to hold the next annual banquet of the club on Saturday, Jan. 20. It has been customary to hold these big banquets on Thursday nights, but the coming banquet date has been changed because it is hoped that the club will be honored by the presence of President Taft. The President is expected to attend a banquet of the New York State Bar Association on the evening of Jan. 20 at the Waldorf-Astoria in this city and it is hoped that he can attend the dinner of the Jewelers' 24-Karat Club the same evening. He is to let the club know at a future date. The banquet this year will again be held at the Hotel Astor.

Coleman E. Adler, a well known New Orleans jeweler who is in New York on a business trip stopping at the Hotel Wellington, was a visitor at the offices of THE JEWELERS' CIRCULAR-WEEKLY, Monday, and while here told of an order for a wedding ring which he had secured from a Norwegian sea captain. This ring Mr. Adler said, was one of the largest and heaviest ever made, containing 65 dwt. of 18k gold, or approximately 3¼ Troy ounces. The ring, which cost more than $100, required a special set of lathes and chucks in order to bring it into shape. The man who purchased the ring was not of extraordinary size, but had extremely large and fat hands, and wished a ring with a large amount of gold in it. Until recently he had been wearing a wedding ring of 29 dwt. At the time he ordered a ring for himself the sea captain also ordered one for his wife. This contained 22 dwt. of gold and was the heaviest woman's ring ever made in New Orleans.

New Enterprises.

V. I. Glenn has opened a new store at Athens, Ga.

E. E. Miller will shortly open a store in Walker, Pa.

E. J. Pollock has fitted up a store in Riverside, Cal.

A new jeweler in Jamestown, Kans., is W. J. Carroll.

Charles Tomick has begun business at Royers Ford, Pa.

Andrew Sieback is preparing to commence business in Pittsburg, Pa.

Julius Hardegg has started in the jewelry business at Asheville, N. C.

A new jewelry store has just been opened by H. H. Gruber in Ottawa, Kans.

W. H. Kelley has begun business at 33d and Summit Sts., Kansas City, Mo.

A new retail jewelry store has been opened in Uniontown, Ala., by John Knight.

Walter Emmons is about to open a jewelry store in Hull building, St. Johns, Mich.

A jewelry and watch repair shop will soon be opened in Academia Pa., by E. E. Miller.

The Clenol Mfg. Co. was recently incorporated at Muncie, Ind., to manufacture metal polishes.

The Brown Jewelry Co., Newburyport, Mass., has been incorporated with a capital stock of $2,000.

Waldo S. Stein has engaged in wholesale and retail jewelry business at 503 State Life building, Indianapolis, Ind.

Peter J. Sandknop, La Belle, Mo., has succeeded to the business of Sandknop & Golden.

Boston.

Felix Voremberg, of Winter St., has returned from a buying trip to Europe.

Nathan Sallinger, of 3 Winter St., has engaged new quarters at 501 Washington St., corner of West St.

Henry E. Alsterlund, of H. E. Alsterlund & Co., has been in New York the past week on a business trip.

Max M. Alberts started this week on a trip through Pennsylvania and adjacent territory for I. Alberts.

J. Frank Hayward, with the Shreve, Crump & Low Co., has returned from a fortnight's outing in Maine.

B. H. Goodrich, formerly at 4 Portland St., is now located at 216 Washington St., where he occupies two floors.

Fred E. Chick, of the Smith-Patterson Co., goes this week on a tour of the White Mountain region by automobile.

Bernard H. Goodrich, formerly at 4 Portland St., has taken quarters at 216 Washington St., corner of State St.

William Crane, of Rand & Crane, has been enjoying his vacation this month at his homestead estate at Greenland, N. H.

Fred A. Horn, of the E. B. Horn Co., has been at Rangeley Lakes on a fishing and recreation trip for upward of a week.

George E. Jacobson, salesman for the J. C. Sawyer Co., who has been ill for about 10 days, is able to return to business.

William B. Morris, of the retail department of the J. C. Sawyer Co., has returned from a vacation trip to Boothbay Harbor.

Col. Sidney O. Bigney, of Boston and Attleboro, was elected to membership in the Boston Chamber of Commerce last week.

Nat. Hoxie, formerly with the Nathan & Hurst Co., but more recently in other employment, has resumed his position with the firm.

Hayward Macomber, with Shreve, Crump & Low Co., who has been making his home for the Summer at Hull, Mass., has returned to the city.

Frederick M. Harris, of Harris & Lawton, is on a fishing trip in Maine this week, making the country near Searsport his headquarters for his outing.

Harry G. Goward, salesman for Shreve, Crump & Low Co., has returned from his vacation, and is now at his homestead place, Lone Elm, Reading, Mass.

Edmund W. Byram, Boston sales agent for the Wm. L. Gilbert Clock Co., has been on a business trip to New York and the plant of the clock concern.

Barnard Siegel, watchmaker for I. Alberts, has returned from his wedding trip. He was married in Baltimore, Md., to Miss Sophie Sakols early in September.

E. B. Cook, of the Woodman-Cook Co., was at the Boston office of the concern last week, coming on from Portland, Me., where the factory is located, to discuss Fall trade.

David Nemser this week goes to southern Massachusetts and Rhode Island. Nathan Goldsmith, salesman for Mr. Nemser, is in the western part of the State for the week.

Warren Dalton, southern traveler for the M. Myers-E. A. Cowan Co., who recently returned from a long trip across the Gulf section, is preparing to start out again with holiday season lines.

The Maximus Club, composed of salesmen in the retail department of the Smith-Patterson Co., at its recent annual meeting re-elected the officers, with Edwin Lyons as president.

A. S. Hirshberg and Elmer E. Knight, both of whom are members of the Ancient and Honorable Artillery Company, will go to Bermuda with the command on its Fall outing, which takes place shortly.

Herbert Nutter, salesman in the jewelry department of Jordan-Marsh Co., and Miss Kate Fessenden, of the retail department of Smith-Patterson Co., were married last week, and are on their wedding trip.

Louis F. La Pointe, head of the jewelry department of the Jordan-Marsh Co., and Walter J. Brooks, silverware buyer for the company, have been in New York on the lookout for new Fall wares the past week.

A handsome silver loving cup was presented to James F. Murphy by his fellow workmen at John S. Lowell's, when he relinquished his position as watchmaker there to engage in business on his own account.

The E. Howard Clock Co. has installed for Lurchin & Lurchin, jewelers, St. Johnsbury, Vt., a two-dial illuminated bracket clock; also for George Kapp Co., jewelers, Toledo, O., a four-dial illuminated post clock.

W. J. Orkin started his salesmen this month with new Fall and holiday lines of gold and platinum jewelry in his own exclusive patterns. A new man on the road for Mr. Orkin this season is Leo W. Fried.

Charles W. Johonnot, of 11 Milk St., who is an expert on mushrooms, entered a prize edible puff growth, the size of an average adult human head, and of the truffle species, last week, in an agricultural exhibit contest in this city.

Charles W. Davidson, president of the Thomas Long Co., was in New York last week on a Fall business inspection and buying trip. Frank F. Davidson, treasurer of the company, has been at his Summer home in China, Me., for the past few weeks.

E. Gerry Brown, of Brockton, Mass., has been appointed as supervisor of small loans by the Governor. This gives him the control in a measure of the collateral loan brokers, many of whom are also in the jewelry business in Boston and other cities of the State.

N. G. Kood & Son furnished the beautiful loving cup presented at the muster of the Ancients Monday to Col. Benton, the commander, at his home estate in Belmont, Mass. A set of handsome "projectile" trophies given as prizes in competitive events also came from the same concern.

Jabez W. Hawes, originator of the "dollar" store in Boston, located many years ago nearly opposite the Old South Meeting House, which was the forerunner of the modern 5-and-10-cent store and similar enterprises, died last week at his home in Leominster, Mass., at the age of 70 years.

The Nathan & Hurst Co. is making improvements in the interior fittings and arrangements of the concern's store in the Jewelers' building, enlarging the diamond display section and the bookkeeping facilities. F. M. Nathan has been on an automobile trip to the mountains the past week.

Buyers in town during the week included H. O. Sherman, Damariscotta; C. E. Daniels, Rockland, Me.; A. Bernstein, Contoocook, N. H.; Henry Messier, Taunton; M. F. Wood, Lowell; J. Jacques, Haverhill; L. E. Briggs, Vineyard Haven; Carroll S. Cobb, Mansfield; J. A. Filion, Lowell, Mass.

Windsor N. Cobb, who has accepted a position with a new San Francisco firm, left this week (Monday) for the Pacific Coast. Albert I. Strobel, salesman for the Shreve, Crump & Low Co., is to give up his position with that house and go to San Francisco, also to enter the employ of the new firm.

Edwin Passmore, mineralogist and gem prospector, who has located a number of valuable mining properties in the Carolinas and other States south, started last Wednesday for a gold-bearing tract in North Carolina found by him, for which a company is forming that will operate under his direction.

At the industrial exhibition that is to open Oct. 2 in the Mechanics building in this city, under the auspices of the Boston Chamber of Commerce, 32 jewelry manufacturers from various parts of New England, principally the Attleboros and that vicinity, are to have displays of their products and processes of manufacture.

Earl W. Raymond, a former employe of the Chelsea Clock Co., was taken into custody Sept. 18 charged with the larceny of six automobile clocks, valued at $55, from the company. The police state that two clocks were found in his room, at 522 Columbus Ave., this city, and pawn tickets for four more were recovered.

Frank Gendreau, of 140 Summer St., gave his annual invitation to a number of friends in the trade, including several of his former associates at the Smith-Patterson Co., where he was head watchmaker before engaging in business, to wind up the Summer season with an outing at his Hough's Neck cottage last Sunday. The party had a very enjoyable day.

Rufus C. Eldredge, a Milford, Mass., jeweler, celebrated his 76th birthday anniversary Sept. 19. He is said to be the town of Milford's oldest business man, having had a jewelry establishment in his present location 53 years. The place is one of the local landmarks and Mr. Eldredge is one of the best-known business men in his section of the State. He has a fine home in Milford.

C. H. Whitten, heretofore assistant foreman of the mainspring department of the Waltham Watch Co.'s factory, succeeds the late M. H. Stevens as foreman. The funeral of Mr. Stevens, which took place Sept. 17, was very largely attended at the Methodist Church in Waltham. The deceased was a G. A. R. man of prominence, also an Odd Fellow of high rank, and had served the city as an alderman and member of the school board.

H. Paul & Co. lodged a complaint last week to the effect that they had been swindled by a man who gave them a worthless check. The accused man had dealt with the concern previously and his checks for small amounts had been found all

right. Recently he purchased about $500 worth of jewelry and gave the firm a check for $400 on the Revere Trust Co. The check was returned unpaid and the police were notified. The accused man, who said he lived in Melrose, cannot be found.

Harris E. Pitcher, traveling man for the wholesale department of Smith-Patterson Co., is receiving congratulations throughout his circuit from many friends on account of his recent marriage to Mrs. Ethel S. Evans, formerly of Portland, Me. The ceremony took place in Somerville, Mass., and the reception which followed was attended by a large number of Mr. Pitcher's associates in business and several customers, who came from a distance to show their regard for the benedict and his bride.

Hubert De Lory, age 31, and having no stated place of residence, was sentenced Sept 20 to a month in the house of correction for larceny of a watch from the shop of Maurice Landsman, of 128 Merrimac St Landsman's young daughter was left in charge of the store while he was out temporarily, and De Lory entered and ran off with the timepiece. He was met by Landsman, who heard the girl's outcries, and demanded the watch, but received a blow instead. The charge of assault against the prisoner was placed on file.

Relative to the report that Louis Boehm, a New York lawyer, was seeking information to throw light upon the Houndsditch murders that occurred in London several months ago, William B. Watts, head of the Boston police detective force, states that the two Goldbergs indicted here for the Ullian robbery, who have been suspected of affiliating with the London anarchists, were in prison in Austria when the Houndsditch affair occurred. Watts said that he thought inquiry in this direction would be in vain, but that he would refer the matter to the district attorney, if a request were received for further investigation.

Lancaster, Pa.

Albert B. Smith, head salesman for Aug. Rhoads, was a visitor to the fair at Allentown last week.

William D. Rineer has gone to McDonald, Pa., to take a position as engraver and watchmaker with George W. Smith.

Edward Guilford, son of E. J. Guilford, a department superintendent of the Hamilton Watch Co. factory, has entered State College as a student.

W. W. Appel & Son furnished the beautiful large silver loving cup which was the principal prize in last week's tennis tournament at the Lancaster Country Club.

T. Wilson Dubbs and A. W. Moyer, manager of the Non-Retailing Co., spent several days last week on a trip to Philadelphia, Baltimore and Wilmington, Del.

Arthur McKillips, Detroit, Mich., en route to Washington, D. C., stopped over in Lancaster to see old friends last week. He left Lancaster County nine years ago.

G. William Reisner, manufacturing jeweler, has received an order from the noted Tome School, of Port Deposit, Ind., for a large number of seal goods, rings, pins, fobs, etc. Mr. Reisner visited Carlisle, Pa., last week on business.

James McSweeny, jeweler, New Orleans, La., stopped over in Lancaster last week for several days on his way home from New York, where he had been for several weeks, having undergone a serious surgical operation, which was entirely successful.

The Lancaster jewelers, along with the other business men of Lancaster, decided to observe Wednesday afternoon of this week, Sept. 27, as a half holiday, in order to give employers and employes an opportunity of attending the big county agricultural fair.

Among the jewelers who recently visited Lancaster were W. S. Oberlin, Columbia, Pa.; Jacob Esch, Intercourse, Pa.; John A. Goll, watchmaker and optician, Columbia; Benjamin Prowell, Marietta, Pa.; J. H. Sensenig, New Holland, Pa., and S. H. Miller, Mount Joy, Pa.

David Ness, York, Pa., has entered the Ezra F. Bowman Technical School as a student in watchmaking. J. C. McKelvey, formerly watchmaker for L. P. Currence, Clarksburg, W. Va., has finished a course in engraving at the school, and has gone to Bellaire, O., where he will open a jewelry store.

The beautiful bronze tablet lately unveiled in the First Reformed Church to the memory of the former pastor, the Rev. John M. Titzel, was designed by D. M. Rothenberger, of this city, and cast by Bureau Bros., Philadelphia, through their Lancaster representative, John B. Roth, Jr., manufacturing jeweler.

John B. Roth, Jr., was a witness last week in the United States District Court in the case of Harry Mackinson, a mail wagon driver at Lancaster, who was convicted of robbing the mails. Jewelry sent from Bethlehem, Pa., to Mr. Roth for repair was his undoing, as it was found in his possession when arrested. Mackinson went to jail for three months.

T. Reineman, a former student of the Ezra F. Bowman Technical School, now engraver for the C. B. Jacquemin Co., Helena, Mont., has just sent to friends here a photograph of a monster prize cup which he had just finished engraving for his firm. The design is also his. The cup, of solid silver, lined with gold, and of unique design, is three feet nine inches high and cost $1,000. It was offered as a prize by President Hill, of the Great Northern Railway Co., to the county in Montana which would make the best showing as to good roads, and it was won by Lewis and Clark County.

The firm of A. Shepherd & Co., Postville, Ia., has been dissolved, Arthur Shepherd of that company now being with the Shepherd Weeks Jewelry Co., Monmouth, Ill.

A dispatch from Solingen, Prussia, Sunday stated that Theodore Diehl, representing the United States Treasury Department, had arrived in that city to investigate the cutlery frauds which were revealed, it is alleged, when large shipments of cutlery from this district were seized by the customs officers of New York last June.

North Attleboro.

Hollis Bell is home from a business trip made in the interests of W. H. Bell & Co

Charles H. Clark left this week for a short trip in the interests of W. G. Clark & Co.

George K. Webster was confined to his home last week by a slight attack of grippe.

Carl Hempel, of F. L. Shepardson & Co., is secretary of the Good Government Association.

The firm name of the estate of O. M. Draper has been changed to the O. M. Draper Co.

William Riley, of Riley & French, contemplate building a large business block on Washington St.

The members of the H. F. Barrows ball team held a banquet on Wednesday evening of this week.

Edgar Codding, of the Codding & Heilborn Co., entertained friends from New Jersey last week.

Edwin T. Sommer, New York salesman for J. J. Sommer & Co., was a visitor at the factory last week.

William S. Metcalfe has returned from a western trip made in the interests of the Plainville Stock Co.

Frederick R. Bishop, of the Bishop Chain Co., is building a garage in the rear of his residence on Grant St.

Louis D. Barrows, of the H. F. Barrows Co., has been enjoying a stay at his Summer home at Wareham.

George A. Chisholm returned Friday evening from his initial trip in the interests of the Bugbee & Niles Co.

Mauran I. Furbish has been appointed a member of the committee to arrange for the unveiling of the soldiers' monument.

Thompson & Remington have been given the contract for refining the old floors of the Plainville shop, which burned down some time ago.

T. Charles Perkins is making an extended trip in the interests of R. Blackinton & Co. The employes of this firm will enjoy a clambake Oct. 1.

Plans are nearly perfected for a new factory that will be constructed in Plainville. Architects were exhibiting the plans last week. Several firms from North Attleboro will move into the building.

Fred A. Howard, treasurer of Frank M. Whiting & Co., has filed the following corporation report: Machinery, $54,676; cash and debts receivable, $73,558; merchandise, $121,853; total, $250,087; capital, $100,000; accounts payable, $63,563; surplus, $86,521; total, $250,087.

Two strangers entered the office of the F. I. Gorton Co. last Wednesday noontime, and took a gold watch from the coat of Harry Bennett, who is employed by the concern. Bennett met the two men as they were coming out of the office and demanded them to give up what they had taken. One of the men threw down the watch and darted past Bennett and then escaped.

Charles R. Stilson, Delhi, N. Y., has offered to settle at 33⅓ per cent.

Thomas D. Dunn, Atlantic City, N. J., has been succeeded by Jos. Stine.

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Fifteen chapters, profusely illustrated. Price, 50 cents. Published by THE OPTICAL PUBLISHING CO.

Weather and Weather Instruments.
The finest book of its kind yet issued. Fully describes all ordinary meteorological (weather) instruments and storm indications. Fully illustrated. Price, 50 cents each.

Refraction and Motility of the Eye.
By Alger. 380 pages, 122 illustrations. A very complete work for all interested in the refraction of the eye. Price, $1.50.

Motor Apparatus of the Eye.
By Stevens. Illustrated with many original drawings, some in colors, over 500 pages. Price, $4.50.

Encyclopedic Optical Dictionary.
By Jas. J. Lewis, Oph. D. A complete dictionary of the terms used in optometry ad ophthalmometry. Practical Hints, things to be remembered and questions and answers for those contemplating present or future State examinations. Third edition. Price, $1.25.

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By Charles H. May, M.D., New York. For students and general practitioners, with 360 original illustrations, including 21 plates with 60 colored figures. Sixth edition, revised. Cloth, 390 pages. Price, $2.20.

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and Reference Handbook of the Ophthalmic Sciences. Indispensable to every optician. An invaluable text book in preparing for State examinations. Buckram, 200 pages, 7 x 10 inches, fully illustrated. Price, postpaid, $2.50.

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A book specially written for the optometrist and those who examine eyes. Profusely illustrated with original drawings and photographs. By C. W. Talbot, M.D. Price, $1.00. Published by THE OPTICAL PUBLISHING CO.

Dictionary, Medical Pocket Pronouncing.
By Gould. 30,000 Medical Words Pronounced and Defined. Price, Full Limp Leather, Gilt Edges, $1.00; Thumb Index, $1.25.

Eye, Notes on the.
By Henderson. 140 illustrations. A students' manual of diseases of the eye, describing in simple language all those ocular diseases which the opticians should be able to recognize when met. Price, $1.50.

Oculist's Vade Mecum.
Comprising all the important methods of testing the eyes, devised by leading ophthalmic surgeons, besides many valuable tables on the properties of lenses and methods of procedure in the examination of the eye. Price, $1.00.

Ophthalmoscope and How to Use It.
By Thorington. With colored illustrations, descriptions and treatment of the principal diseases of the fundus; 73 illustrations; 13 colored plates. Price, $2.50.

Ophthalmoscope, On the.
By Hartridge. Fourth edition. With 4 colored plates and 68 woodcuts. Price, $1.50.

Refraction of the Eye.
By Hartridge. 14th edition. A manual for students. 104 illustrations and sheet of test types. 267 pages. 12mo. Price, Cloth, $1.50.

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By Thorington. 200 illustrations, 13 of which are colored. Price, $1.50.

Important Notice—Address all correspondence and make all money orders and checks payable to ***THE OPTICAL PUBLISHING CO., 15 Maiden Lane, New York.***

Pittsburgh.

Harvey Clunk, Franklin, Pa., spent last week in Pittsburgh visiting friends.

H. L. Kohn has taken a position with Sol Cerf & Co. as city and nearby towns salesman.

Oscar Federbusch has taken possession of his new store on Main St., Monongahela, Pa.

R. E. Inman, McKees Rocks, has been confined to his home for a week on account of illness.

Charles Glenn Sipe and Mrs. Sipe have returned from their vacation spent at Atlantic City.

W. H. Bowser, Ford City, was in Pittsburgh last week attending the Exposition and buying stock.

Miss Lulu Loch, a daughter of August Loch, left last week for New York, where she will enter a school to complete her education.

E. S. Hutchinson, Kittanning, Pa., was in Pittsburgh last week calling on the jobbers and attending to some private business matters.

J. Alexander Hardy, who has been in New York buying a line of holiday goods for the Hardy & Hayes Co., has returned to Pittsburgh.

J. Loughrey Roberts, of the John M. Roberts & Son Co., and Mrs. Roberts have returned from a very pleasant vacation spent at the seashore.

W. F. Hassinger, who was located in Blairsville a few years ago, but who has been in California for some time, is visiting friends in Pittsburgh.

J. Fiegenbaum, who formerly was engaged in business in the Schmidt building, has opened a place of business in the Jenkins Arcade, Fifth Ave. side.

The Guarantee Jewelry Co., Seventh and Liberty Aves., is the name of a new concern which recently opened in the place formerly occupied by B. E. Arons.

Samuel Weinhaus, of the S. Weinhaus Co., left Saturday night for New York to buy stock for the Fall and holiday trade. He reports business improving right along.

C. A. Loughman took an active part last week in the formal dedication of the new Sewickley-Coraopolis bridge erected at a cost of $500,000 and dedicated free to the general public.

Albert W. Heeren, Heeren Bros. & Co., and Mrs. Heeren left Saturday for the Isle of Pines, where Mr. Heeren has an orange and pineapple grove. He also will visit his brother, Ralph Heeren, while there.

The store of John Hughes was slightly damaged by fire last week, the blaze, it is believed, having been caused by lightning. Mr. Hughes conducts an exclusively optical business, but is well known to the trade.

Messrs. Brown and Mather, of the Marsh, Brown, Mather Co., who were in Pittsburgh last week rearranging their stock preparatory to leaving for the road this week, report business improving in the sections of the country they cover.

The motor boat with which Park Stewart, of the firm of August Loch, has been having much pleasure, was badly damaged last week during the high water. It was carried down the Allegheny river to 26th St., where it was found by friends, badly damaged, and restored to the owner.

An effort is being made to reorganize the Jewelers Duckpin League of the 24-Karat Club, and the indications are that the usual interest in bowling will be taken the coming fall and winter. J. Clare Crawford is working up the enthusiasm and plans, it is expected, will be ready to be announced in a few days.

Mr. and Mrs. E. H. Kennerdell, Tarentum, Pa., and Mr. and Mrs. Raymond Kennerdell, of the same place, were guests Sunday week ago of Mr. and Mrs. Sol Cerf at the Westmoreland Country Club, of which the latter are members. Mr. Kennerdell besides being a jeweler, also is jury commissioner of Allegheny County.

The annual election of officers of the Pittsburgh Association of Credit Men was held last week, Enoch Rauh being unanimously re-elected president for the fourth consecutive time. The association now has almost 900 members. James E. Porter was elected vice-president and Cyrus Lewis treasurer. A. C. Ellis is the secretary. Mr. Rauh submitted the reports of the association following an excellent dinner.

A. L. Brehm, of the Grogan Co., returned last week from a 1,500-mile automobile trip and did not meet with an accident to his machine until he was within 20 miles of Pittsburgh, seven miles from a town on one side and five miles on the other. Unable to repair his machine he was compelled to leave it in the road, where the accident occurred, and send his family home. Assistance was finally obtained and the machine repaired and brought to Pittsburgh. In spite of the accident the trip was a great success.

The following out-of-town merchants were in Pittsburgh last week buying stock: A. F. Stauver, Wheeling; Frank Bloser, New Kensington; John Linnenbrink, Rochester; F. H. Hayes, Washington; Mr. and Mrs. P. J. Manson, Jeanette; P. J. Metzgar, Aliquippa; B. E. Brown, Monessen; A. Schmidt, Braddock; W. H. Boyd, Toronto; J. B. Bruce, Burgettstown; A. Katzenmeyer, Burgettstown; W. H. Hoover, Atwood; Hugh S. Jackson, Saltsburg; J. B. Brown, Donora; M. Monessen, Brownsville; William Steinherz, Vandergrift.

Word was received in Pittsburgh Thursday of the sudden death of Max Arnheim, of 803 Federal St., Pittsburgh, who was found in Park Row by a New York policeman. Arnheim formerly was engaged in business at No. 976 Liberty Ave., Pittsburgh, and later in the Seventh Ave. Hotel block. He at one time was also head of the jewelry department of the Rosenbaum Co., Pittsburgh, but recently had been working in the capacity of a jewelry salesman. A number of letters found on his person were from Pittsburgh relatives and friends and sought to cheer him up. When Arnheim disposed of his jewelry business here he went to New York.

He leaves a mother, a sister, Mrs. Martha Winter, and a brother, Arthur Arnheim, a wholesale lumber dealer of this city. Deceased was aged 41 years and had been identified with the jewelry business for many years.

J. Alexander Hardy, president of the Hardy & Hayes Co., last week wrote a letter to each of the nine city councilmen, urging them to have the Hump proposition submitted to a vote of the people. It is proposed to cut down the hill above Smithfield St., and Mr. Hardy contends that it will cost $5,000,000, although Mayor William Magee, who wants to do the work without the sanction of the voters, declares it will cost only $800,000. Mr. Hardy said in his letter that the frightful congestion alleged by the advocates of the Hump removal is only imaginary, and call attention to the fact that there are a large number of vacant storerooms in the downtown section. Mr. Hardy urges a first-class, up-to-date market house and auditorium on the present Diamond market site, two well located tunnels through the south hills, which he believes will be all the improvements the people of Pittsburgh will want besides the $10,000,000 improvements already authorized. Mr. Hardy is a large owner of downtown property.

Harrisburg, Pa.

Charles B. Commings was on a trip to Allentown and Scranton last week.

Among the Republican candidates for county treasurer is F. M. Chritzman, a jewelry salesman residing a short distance from this city.

This is annual County Fair Week at Carlisle, and the jewelers of that town were benefited by the influx of visitors from the country districts on the big days.

The Camp Curtin Memorial Clock Association will let the contract shortly for the mechanical parts of the memorial clocks in the tower of the Camp Curtin School building.

The Pioneer Social Club, a Hebrew organization with which several watchmakers are identified, elected officers last week, following which there was a supper and dance.

E. C. Loveland, a jewelry salesman, has instituted suit for $5,000 damages against his landlord, William E. Lentz, 1417 Market St. The money, he claims in his statement filed at the prothonotary's office, is only adequate compensation for indignities suffered at the hands of the defendant, to say nothing of a jewel case containing $400 worth of jewelry Loveland is deprived of, also his clothes and other things.

Arrangements for the dedication of the bronze memorial tablet placed by Keystone Chapter, Daughters of 1812, upon the middle panel on the front of the Camp Curtin School building, this city, on Saturday, Oct. 14, at 2 P. M., have been practically completed. The tablet is 4 feet high and 2 feet wide, and costs about $350. It represents in bas-relief a scene at the camp.

At an early hour on the morning of Sept. 25, one of the windows in the jewelry and pawnbroker establishment of Cohen & Son, 131 Market St., in this city, was broken by a stone wrapped in a canvas bag, and jewelry, etc., to the value of $100 stolen. The window broken is at the entrance to the store and a hole was made large enough to allow the thieves to clean out the window without detection. There is no clue.

TO JEWELERS

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¶ What would you think of a jobber who sent you imitation watch oil?

¶ What would you think of a druggist who filled a prescription for you with imitation materials?

¶ What would you think of a painter who mixed his paints with imitation white lead?

¶ What would you think of a man who tried to use counterfeit money in his payments to you?

¶ You'd avoid these people, wouldn't you?

¶ What, then, do you suppose your customers would do if they even suspected that you used imitation materials in the repairing of their watches?

¶ Why run such a risk? It doesn't pay.

¶ Your competitor may advertise at any time that he uses genuine materials only.

¶ See where that would put you?

¶ Better use the genuine materials altogether and be on the safe side.

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Springfield

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Vol. LXIII. CHICAGO, WEDNESDAY, SEPTEMBER 27, 1911. No. 9.

Chicago Notes.

E. A. Dayton, of E. A. Dayton & Co., has just left on a far west trip.

Julius Arbruster, of the Illinois Watch Co., visited the trade here last week.

The estate of LeRoy J. Viersen has been sold to his father-in-law for $2,000.

A first dividend of 2 per cent. has been declared on the estate of H. C. McConnell.

Ray Rust, watchmaker, has moved to 1010 Republic building from 908 Heyworth building.

Geo. H. Thomas is making a trip to Pittsburgh and Ohio points. He will return about Oct. 6.

H. A. Brandt, 1229 E. 63d St., has changed the style of his concern to the Brandt Metal Crafters.

Ben Roth, who recently bought the Fleishman stock, will put all goods on sale this week to close it out.

J. T. Brayton, Chicago manager for the Julius King Optical Co., is a member of the Grand Jury this month.

Albert Dayton, son of E. A. Dayton, has taken a position as assistant watchmaker with E. A. Shetter, Dixon, Ill.

J. T. Edward, western representative of B. S. Freeman Co., has returned after an extended trip west and southwest.

P. B. Noyes, president of the Oneida Community, Ltd., was a recent visitor at the Chicago offices of the company.

M. S. Fleishman, who purchased the accounts of the M. S. Fleishman Co., has opened an office at 504 Heyworth building.

S. E. Dickson, western representative of the John T. Mauran Mfg. Co., is making a trip including Detroit and Ohio points.

Wm. Lamb, traveler for Geo. H. Fuller & Son Co., recently left on a trip to Denver, from which point he will later go to Boston.

The trustee in Howland, Hickok & Davis, in bankruptcy, has announced another dividend of 20 to 30 per cent. to be distributed shortly.

A. J. Anderson, for the past two years die and plate engraver at 801 Church building, has discontinued his business here and removed to Boston.

Lewis Robinson recently bought out the store at 202 S. State St. from Ben Roth, paying inventory prices for the stock and $10,000 for the lease.

Rogers, Thurman & Co., are asking a re-extension on their indebtedness. This is the concern which at one time operated a chain of eight retail stores.

Louis Robinson, jewelers' auctioneer, has purchased the retail jewelry store of Ben Roth, 202 S. State St. Mr. Robinson will still continue to sell at auction for the jewelry trade.

Ginsburg & Levitan is the title of a new Illinois corporation with a capital of $15,000 incorporated to deal in jewelry. Mr. Ginsburg also conducts a retail jewelry store on S. Halsted St.

T. S. Simpson, representative of the E. Howard Clock Co., has completed the contract for the erection of a tower clock on the courthouse at Ottawa, Kan.; also for a clock for a church tower at Golden, Ill.

Among the diamond men here last week were Albert L. Kahn, L. M. Kahn & Co.; Fred Mayer, Bruhl Bros. & Henius Co.; I. Lewis, Oppenheim & Strauss; Cy Price, Oppenheimer Bros. & Veith, and Jules Franklin.

Hugh E. King, western manager for the Queen City Silver Co. and the Sterling Glass Co., has just returned from a visit to these factories at Cincinnati, where he finds that both factories are working night forces to get out orders.

Among the buyers in Chicago recently were the following: N. S. Weiler, Cape Girardeau, Mo.; O. M. Scheidt, Rockport, Ill.; L. Ratzesberger, Milford, Ill.; D. H. Keene, Fort Worth, Tex.; M. Krulewich, Galveston, Tex.; C. J. Jorgenson, Moline, Ill.; F. H. Fisher, Danville, Ill.; David Jacobs, Muskegon, Mich.; Frank Ricketts, Charleston, Ill.; F. R. Smith, New London, Wis.; Wm. Kaulman, Antioch, Ill.; J. B. Ferguson, Frenchville, Ill.; P. Sacolainen, Virginia and Ely, Minn.; Frank Ricketts, Charleston, Ill.; George A. Young, Moberly, Mo.; Geo. F. Beach, Valparaiso, Ind.

Canada Notes.

The Brockville, Ont., police have arrested an Indian named Joseph Bach, of St. Regis, who is suspected of being implicated in the burglary of Levi Bailey's store at Cornwall. Bach, at the time of his arrest, had several articles of jewelry in his possession, which, it is said, tally with some of the goods missing from the Cornwall store. The police are making a full investigation.

The Montreal police are engaged in inquiring into the connections of one Lee, who has been arrested at Toronto on a charge of vagrancy. The man's real name is said to be Sculnik, and he is from Philadelphia. It is alleged he has disposed of hundreds of dollars worth of gold and silver in the form of watch cases and other kinds of jewelry. He is also said to have had a jewelry store in Philadelphia. Not long ago this store caught fire, a quantity of the jewelry was missing and the police suspect the jewelry was removed before the fire. When Sculnik was arrested two keys of safety deposit vaults in Montreal were found and these were sent to the Montreal police. Letters were also found on the prisoner from his wife cautioning him not to live in Montreal.

Minneapolis and St. Paul.

C. A. Sauer, Aberdeen, S. Dak., was married to Miss Jones, of Minneapolis, last week at the home of the bride.

Mr. Winterheim, Kenyon, Minn., has been in the Twin Cities buying an opening stock for a new business to be opened there. He has been taking a course in watchmaking and engraving at the Stone School in St. Paul.

Among the recent callers in the Twin Cities were: P. J. Rembold, Farmington, Minn.; Mr. Myhr, Elmore, Minn.; Mr. McGuire, of Mueller, Bringholf & Co., Northfield, Minn.; Mrs. O. F. Baker, Shell Lake, Wis.; Mrs. G. A. Lacey, Wahpeton, N. Dak.; Mr. Ellis, with J. L. Flynn, Stewartville, Minn.; Mrs. Rabinovich and daughter, Grand Forks, N. Dak.

The failure of reciprocity to carry at the Canadian election last week was a bitter disappointment to most of the business men of the Twin Cities, for they counted upon it to make a wider and a larger market in which to operate for the wholesale trade and a general benefit to all concerned through the expanded field so provided. The reports from Canada were all to the effect that the vote was certain to be for reciprocity, and it was an astonishing surprise when the returns showed heavily against the plan.

Herman L. Meyers, Morristown, S. Dak., has gone to Stamford, Mont.

MR. JEWELER!

Read This! Very Important!

ABOUT OUR

New Catalogue Supplement

Since issuing our New Catalogue, *we have added so many new styles* and latest fads and the *demand by the trade for further illustrations* has been so great, we have decided to illustrate some of them and will shortly submit them to you in one of the *handsomest Photo Jewelry Catalogue Supplements* ever put before the trade.

Each style has been selected with the *utmost care and consideration* for the tremendous Fall demand we are expecting you to have and we believe that it will amply repay you to look over the "good things" shown in the *New Catalogue and the Supplement.* Our more than *forty years' experience* warrants the confidence of the trade, and we are in a position to *take care of you* in the present and the later "*rush season,*" and would advise you to consult *Our Catalogue and Supplement* before ordering or putting in your Fall goods.

Appreciating the many favors in the past and soliciting your future and continued patronage, we are,

Very truly yours,

A. G. Schwab & Sons

THE HOUSE!

A. G. Schwab
Louis Lange
Julian G. Schwab
H. C. Schwab

QUALITY!
PRICE!
STYLE!

THE LINE!



A.G.Schwab & Sons 31-39 E. FOURTH AVENUE CINCINNATI, OHIO

Cincinnati.

Frank Herchede is in the east.

A. G. Schwab, of A. G. Schwab & Sons, spent last Wednesday in Chicago.

Ferd Phillips, of Richter & Phillips, will leave Monday for his western trip.

J. O. Endris, of New Albany, Ind., was in the city last week, buying Fall stock.

Gus Peck, of Peck, Selmeier & Peck, is expected to return from his eastern trip on Oct. 4.

Wayne Bigwood and Mr. Raber, of Clark & Raber, Anderson, Ind., spent several days in the city last week.

Henry Gabe, formerly of Chicago, is now connected with the Phillips & Richter Co., in the capacity of stockkeeper.

W. H. P. Oskamp and Gordon Oskamp are expected to return about Oct. 1 from a hunting and fishing trip in Minnesota.

Sidney Herzfeld, of the J. J. Haggedown Co., West Point, Ga., was in the city on business regarding a mining product to be used in the production of pottery, and in which he is interested.

From Wallenstein, Mayer & Co., A. C. Wallenstein, Walter Mayer, Elmer Wallenstein and Gilbert Wallenstein are all traveling in the south. The new 1912 catalogue for the firm will be ready about Oct. 1.

The routing for the Gustave Fox Co. salesmen is as follows: Milford G. Fox in Denver, Wm. G. Courtney in New Orleans, and Arthur Elston in San Francisco, where he will be located permanently with a sample line. Geo. Dickerson, Springfield, Mo., was the guest the of latter last week.

Among the retail jewelers who were in this city during the last week are: J. A. Wilcox, Jackson, O.; J. A. White, Middletown, O.; E. L. Camp, Middlesboro, Ky.; W. J. Ide, Sabina, O.; Chas. R. Brown, Dayton, O.; J. Embrey, Richmond, O.; H. Glen Roberts, Springfield, O., and Chas F. Sentz, Clifton Forge and Columbia, Va.

W. T. Benham, who recently bought out J. D. Ward, Rising Sun, Ind., met with a very serious accident last week. Mr. Benham had engaged a horse and buggy, with a driver, to take him to a neighboring town, and on the return trip the horse became frightened and ran away. The driver jumped out, the buggy was overturned and dragged for almost a mile with Mr. Benham in it. He sustained a broken arm, some bad bruises and other injuries, but will recover.

The first meeting of the season by the Cincinnati Optical Club was held on Tuesday, Sept. 19, at the Business Men's Club in the Grand Hotel. An interesting lecture was given on the diseases of the eye by J. Raphaelson, of Newport, Ky. It was decided at the meeting to raise a fund to give a scholarship to Columbia University. This will be done in the interest of optometry, as that branch will not be taught at Columbia University this year unless a larger class can be formed.

The Oskamp Nolting Co. is adding about 10 or 12 new people to its force to be ready for Fall business. Salesmen for this firm are getting considerable business along the Atlantic Coast, in the Gulf and middle States and in the north. The members of the Entre Nous Club, the social club formed by the young ladies of the Oskamp Nolting Co., enjoyed a very interesting program and pleasant social evening at its last meeting at the home of Mrs. B. W. Allen. The day was also the first anniversary of the marriage of the hostess, who was the recipient of many presents appropriate for the occasion.

Cleveland.

Sam H. Deutsch is covering Michigan points for his father, Rudolph Deutsch.

Lacey Camp, San Francisco, has entered the employ of the Cowell & Hubbard Co.

E. Sensenbrenner, Circleville, O., is putting in a new glass front in his already up-to-date store.

Frank Presswell, who recently opened a store in Cuyahoga Falls, has decided to discontinue his jewelry business, and do repair work only.

A. W. Radde, 5003 Woodland Ave., returned last week from a two months' trip to Europe. This is Mr. Radde's second trip in the past several years.

Webster & Hixson, Portland, Mich., have recently installed mahogany fixtures throughout, and now have one of the most attractive stores in that part of the State.

A. T. Hubbard, of the Cowell & Hubbard Co., left Saturday for the east. W. O. Knight, of the same firm, expects to leave soon for New York. He will be gone about 10 days.

A. B. Shannon, proprietor of the Cleveland Watch Case Co., 746 Euclid Ave., Cleveland, O., is a former eastern man. He established his shop four years ago, and at that time was the only exclusive watch-case maker in the city.

Harry Marks, formerly at 2185 Ontario St., has associated himself with H. Rotbart under the firm name of Marks & Rotbart. They have opened a retail jewelry store at 228 Superior Ave. N.W.

The Cowell & Hubbard Co. will hold its annual silver exhibit between Oct. 2 and Oct. 9. Last year the first exhibit was held and it proved to be such a drawing card that the house has decided to make it an annual event.

On the complaint of Burt Ramsay, a jeweler at the Colonial Arcade, C. C. Noble was bound over from Justice Brown's court on a charge of embezzlement early last week. Mr. Ramsay claimed that Noble, while employed as his confidential clerk, had embezzled $8.50 from him, Sept. 7.

A. E. Shaw, Medina; Benj. Mosley, Willoughby; R. R. Moore, Cuyhoga Falls; S. H. Brainard, Medina; E. J. G. Lovett, Alliance; W. C. Fisher and wife, Lorain; C. H. Dexheimer, Bedford; Albert Zang, Ravena, and Geo. W. Dickinson, Ashtabula, O., were among the Ohio retail jewelers who were in Cleveland last week.

Through the efforts of I. Babin, E. 9th St., the police placed under arrest the scrub woman who cleaned the floors in his store and she is being held on a charge of larceny. When her personal effects were searched, goods from several stores were found, among them were several watches taken from the F. N. Gear Watch Co., in the Colonial Arcade.

B. E. Sumner, of this city, salesman for the Pacific Gem Co., of Los Angeles, Cal., recently reported that burglars had entered his house and robbed him of 25 papers of uncut semi-precious stones which were in a small satchel in a front room. Some days later James H. Timlin, 19 years of age, was arrested while trying to dispose of some uncut amethysts, and confessed to the robbery. The satchel and the rest of the jewels were found in his room.

Omaha.

Fred Boisen, with Fred Brodegard & Co., is seriously ill at his home.

G. K. Kirkby, Elliott, Ia., has taken a position with Albert Edholm as watchmaker.

Eugene Arb, salesman for the C. B. Brown Co., has returned from Belle Plain, Ia., where he spent his vacation with relatives.

H. H. Harris, Orient, Ia.; F. H. Smith, Dysart, Ia.; C. W. Sawyer, Silver City, Ia., and R. L. Lathrop, Laurel, Nebr., were in the city last week purchasing stock.

A pail of burning pitch in the grinding department of the Columbian Optical Co., on 16th St., started a fire-scare about 6 o'clock last Thursday evening. The pitch, which is used as a bed for lenses to hold them firm while being ground, was accidentally ignited and caused considerable smoke. The blaze was extinguished by the workmen before the arrival of the fire department.

"Dry farming" is the new occupation to which Miss Pearl Moore, of this city, will devote her future. For nine years Miss Moore has been with the Huteson Optical Co. She was a great favorite with the members of the firm and all who knew her. Miss Moore's farming will be carried on on a Government homestead of 160 acres near Otis, Colo. Accompanied by her mother, she left last week for her new home.

Milwaukee.

TRADE CONDITIONS.

The annual Wisconsin State fair, which was held at West Allis, near Milwaukee, brought its usual quota of visitors from all parts of the State, and many of them took advantage of the opportunity to spend some spare time in the large jewelry establishments of the Wisconsin metropolis While the volume of business actually transacted by the jewelers was not over-large, it is true that much prospective business was talked over and no doubt better results will be obtained when the time comes for retail holiday buying.

It is reported that the W. R. Cundall Co. has offered to creditors a settlement of all claims on the basis of 30 per cent. The liabilities are about $10,000 and the assets about $7,000.

The manufacturing jewelers entertained a large number of retailers from many points in the State during the fair, among them being Amidon Bros., Hartford, Wis.; A. N. Field, Palmyra; J. C. Brusse, Reedsburg; P. N. Nelson, Neillsville; L. A. Thompson, Mauston; J. T. Fish, Reedsburg; F. P. Beswick, Racine; J. B. Kimball, Waukesha; H. Bayer, Whitewater; C. F. Graff, Elkhorn; Peter Jagla, Kiel; Schneider & Son, Burlington; D. E. Smith, Montfort, and Sigmund Hoffman, Jefferson.

Los Angeles.

A. Silberberg, of Silberberg Bros., El Paso, Tex., is visiting here for a short time.

Mrs. Myers, manager of the J. C. Fleming Co., has returned to the store after a week's vacation.

Harry Seamans, of the H. F. Wallace Co., has returned from a trip through southern California.

J. L. Miller and George Germain, of the E. Bastheim Co., are both in San Diego and report good business.

F. H. Guernsey, Glendale, a suburb of this city, has gone to San Francisco to take a course in optometry.

The auction sale of the F. M. Reiche stock at 429 S. Broadway is still in progress, with Jack Rose in charge of the selling.

J. Howard Blanchard, watchmaker and salesman with Newton Moore, 354 S. Broadway, is taking a vacation in San Gabriel Cañon.

A. B. Witman, who recently bought the Dietrick stock at Anaheim, has had new fixtures put in his store and installed a new line of optical goods.

Among the diamond and jewelry merchants who arrived in Los Angeles recently are Walter A. Senger, New York; David Harris and A. H. Richmond, Providence, R. I.

Clarence Diebenkorn, with the Adams & Abel Co., has just returned from a trip around what is known as the "Kite-Shaped Track," and has started again for San Diego.

B. Hartfield, Anaheim; J. Kite, of J. Jessop & Sons, San Diego; H. E. Rader, Monrovia; Raymond Finch, of the Finch Jewelry Co., Covina, Cal., are among those who were recent visitors in this city.

Edwin Griffiths, one of the older diamond setters of this city, who has been recently with J. T. Harris, 761 S. Broadway, has taken a position with M. M. Graham, 1010 Broadway, Central building.

Frank Adams, of the repair department of S. Nordlinger & Sons, spent Saturday and Sunday at Catalina Island. Mr. Goldbeck, of the watch repairing department of the same firm, is away on a vacation.

A jeweler from Chicago named Silverman has taken the store recently occupied by W. B. Kelly in the Angelus Hotel building, and is conducting business there under the name of the Angelus Jewelry Co.

Dr. W. J. Ennis, of the optical department of Meyer, Cahn & Talbott, returned a few days ago from a successful business trip through the north. He is now traveling through the southern part of the State.

H. B. Packard, formerly with the Geneva Watch & Optical Co., and more recently assistant buyer in the Broadway Department Store, has taken a position as assistant to H. Jehlinger in the management of the jewelry department of A. Hamburger & Sons.

A man whose name was not learned recently called on William Petry, lapidary in the Broadway Central, and exhibited some large and handsome specimens of opals, which he said were found in Nevada, although he did not give the definite location from which they came. Some of them were very large, and they were widely varied in character.

The Pacific Gem Co. has just sent A. D. Phelps, one of its traveling men for a trip up the Pacific Coast to be gone about six weeks. This company is trying to extend its field throughout the country, and is seeking for two additional salesmen, one for the middle west and another for the extreme east. Matthew Howell, one of the company's salesmen, is now making a trip through Arizona and New Mexico.

S. Simmons announces that plans and specifications are ready for a new building which he intends to construct on 4th St., just west of Broadway. The building will be eight stories in height with basement, and will have two elevators. It will be of reinforced concrete and will cost not less than $100,000. Work will be begun as soon as the leases on the present property expire. Mr. Simmons has been in the jewelry business in this city for 12 years, having started in a small way in a store on Spring St.

The Pacific Gem Co., 622 S. Broadway, has received a letter from D. E. Sumner, their traveling salesman, who was robbed recently at his home in Cleveland, announcing the arrest and confession of the thief. Mr. Sumner, who covers Ohio, Virginia, West Virginia and southern Michigan for the Gem company, was about to leave his home with a valise containing opals, rubies, topazes and other stones valued at $600 or $700, and about $60 worth of sterling silverware. He set the valise down in the hall while he went back upstairs for a few moments. When he returned the grip was gone. He rushed out and neighbors reported having seen a young man leave the house with the valise in his hand. The thief had visited other houses in the neighborhood, asking for something to eat. The case was reported to the police, and detectives found a young man in a pawnshop trying to dispose of some of the goods. He gave the name Joseph H. Timlin and his age as 19 years. He confessed the theft, saying that he found the front door open and seeing the valise as he entered took it without knowing anything as to its contents. The Gem company has not yet learned definitely how much of the stolen goods was recovered.

George V. Lippold has been having an unpleasant experience with a customer. A lady left a watch with him for repairs, saying that a man named E. M. Nutting would call for it. When Nutting called a few days later to get the watch and was told that the charges would be $2.50 he became violently angry and called Mr. Lippold a grafter and other uncomplimentary names, and declined to pay the charges. As Lippold held the watch in his hand Nutting snatched it away from him and put it in his pocket, and, as Lippold says, declared he would not pay anything. As the man started to go Lippold rushed ahead of him to the door and told him he could not pass out until he paid. He declinedto pay or to give up the watch. Lippold then told his son, who was in the store, to watch Nutting, and he himself went out and locked the door. He called a policeman from a nearby corner. While he was gone Nutting telephoned to the police station that he was being held a prisoner, and also telephoned to two lawyers. Soon after Lippold returned with his policeman, another officer and the two lawyers arrived. Nutting was violent and still refused to pay for the work, saying that nothing had been done on the watch. The officer then took Nutting to the police station, and he was held on $100 bail, after being arraigned before a justice. He asked a jury trial, and the case was set for Nov 8. A few days later Nutting swore out a warrant for the arrest of Lippold for having held him prisoner. Lippold, however, was released on his own recognizance. On the arrival of the officers at Lippold's store Nutting presented a card which represented him as the president of the Westmoreland Investment Co. and manager of the Westmoreland Supply Co., Houston Tex. He had written on the card, "University Club," saying this club was his residence while in this city.

San Francisco.

H. F. Wichman, Honolulu, is here on his way home from an eastern buying trip.

Chas. Hanni, representing Sussfeld, Lorsch & Co., is calling upon the local trade.

Rothschild & Hadenfeldt are extending their territory and have just made arrangements with J. G. Raine to carry their lines in Colorado.

David Goodfriend, who represents the Western Clock Co., is now out on the road and will be away for several weeks covering the entire coast.

The Standard Jewelry Co., D. Holzberg, proprietor will move shortly from 797 Market St., to 766 Market St., and is now having new fixtures made.

The Dorrance-Battin Co., which represents the Hawkes cut-glass interests on the Pacific Coast, has secured additional display room in the Chronicle building.

C. E. Reid, now in business at Eureka Cal., was here recently purchasing stock and announced his intention of opening a store at Arcata, also in Humboldt County.

Julius A. Wise, manufacturers' agent with offices in the Mutual Savings Bank building, is making a short trip on the road, but will be back before the end of the month.

Herbert B. Kincaid, well known locally who has been in business in the Bacon building, Oakland, across the bay from here, for some time, has taken in a partner, Warren S. Turner.

Louis R. Thompson, with Rothschild & Hadenfield, is out on the road making a trip through the territory around the bay. Upon his return he will leave for the northwest on the longest trip of the year.

Work is being rushed on the new addition that is to be made to the store of Shreve & Co., adjoining the present store on the west, but it will be a couple of months before this is ready for occupancy.

The branch store of Field, Walton & Co., San Jose, Cal., has been closed, and the firm is now confining its attention to

the San Francisco field. A large store is maintained in the Head building at Grant Ave. and Post St.

Among the retailers here during the past week were: Ernest Mueller, Eureka; C. A. Daunt, Modesto; Harry Streiff, Lakeport; A. B. Wilson, Martinez; G. W. Hill, Lodi; L. J. Scheu, of Scheu Bros., Susanville; A. G. Prouty, Napa; D. F. Badgeley, Livermore; A. V Schubert, San Jose, Cal

Mark Jacobson, with Nordman Bros. Co., will retire from the employ of that concern on Oct. 1, as also will Mr. Patterson, of the material department. Commencing with that date Robert Bonestell will have charge of the jewelry department and Mr. Curry, now inside man, will visit the city trade, taking the place of Joe Davis.

It is now planned to open the new store of Eacret & Treat on Geary St., some time during October, the date depending on the progress of the work from now on. The decorative features of this new store will be very elaborate. Stock is now being ordered and the firm is maintaining offices on an upper floor of the Sachs building, in which the store will be located.

Shreve & Co. are exhibiting in their windows the invitation that will be sent to President Taft by the Panama-Pacific International Exposition Co. to officiate at the ground-breaking exercises that will be held on the World's Fair site on Oct. 14. This invitation is engraved on a solid gold tablet, the gold being from the famous Empire mine of this State, and will be presented in a magnificent case of redwood burl. The gold invitation was designed and executed by this jewelry firm.

Denver.

TRADE CONDITIONS.

A. J. Stark, president of the Retail Jewelers' Association of Colorado, gives out the information that, notwithstanding reports to the contrary, the business outlook for Denver and the State is most encouraging More business was transacted in the jewelry trade during last month than in the same month a year ago, and this month already shows a substantial improvement over August. Outside orders are pouring in, owing largely to the harvesting of good crops throughout the State, and prospects are bright.

C. B. Beghtol, of the Lehman Jewelry Co., has started on a trip through the west.

Mr. McLaughlin, of the W. W. Hamilton Jewelry Co., has started on a trip through Nebraska.

Edward Lehman, of the Lehman Jewelry Co., has returned from a business trip through Colorado and Utah.

William Fulton, of the Lewis Jewelers' Supply Co., is at Colorado Springs attending the Knights Templar conclave.

Lowenheim & Solomon have purchased the store and business of the Diamond Palace Jewelry Co., 1532 Curtis St.

Mr. Mills, formerly with the A. F. Wehrle Jewelry Co., has taken a position with the Johnson Jewelry Co., Colorado Springs.

Edward Michel & Bro., 16th and Arapahoe Sts, have filed a second petition in bankruptcy. Assets and liabilities have not been given out.

The following jewelers called on the local trade during the week: I. O. Glazier, Greeley; Mr. Allen and wife, Delta; J. B. Johnson, Walsenburg.

The next regular meeting of the Colorado Horological Society will be held at its rooms in the Commonwealth building on Tuesday, Oct. 3. The meeting will be of more than usual interest, owing to the fact that the Hamilton watch contest probably will be decided at that time. The contestants have been working hard and faithfully for the last month or six weeks. All watchmakers are cordially invited to be present at this meeting.

There was a meeting of the Denver City Optical Society on Monday at the offices of the Columbian Optical Co., at which time the passage of an ordinance for the protection of the general public against fakers was thoroughly discussed. It was decided to maintain a schedule of uniform prices among jewelers and opticians. All the leading jewelry houses in Denver were represented and the meeting was one of the most interesting and best attended of the local organization.

An action has been brought in this city against L. Lowenheim, a pawnbroker, by Lydia B. Hass, who charges that Mr. Lowenheim is endeavoring to prevent her from redeeming $3,500 worth of diamonds. E. C. Kleeman is a co-defendant in the suit. Mrs. Hass says in September, 1907, her husband pawned a nine-carat diamond stud with Kleeman in Louisville, Ky., for a loan of $500; the following month he secured a loan of $400 on an eight-carat diamond and a loan of $100 on a diamond and ruby ring. She says her husband tendered Kleeman the money to redeem the gems in July, but was informed they were in the possession of Lowenheim in this city.

Kansas City.

W. J. Carroll has opened a new store at Jamestown, Kans.

Leo Ludwig, of the Edwards & Sloane Jewelry Co., is sojourning at Excelsior Springs, Mo.

Leslie White, traveling salesman for D. B. Ward & Co., returned Friday from a western trip.

The R. R. Smithers Jewelry Co., Chillicothe, Mo., is having a jewelry auction, conducted by C. E. Manor.

George H. Edwards, president of the Edwards & Sloane Jewelry Co., and Mrs. Edwards are visiting in Chicago. Before returning home they will spend some time in Peru, Ind., and Bloomington, Ill.

Joe Tucker, who represents the Edwards & Sloane Jewelry Co. in Nebraska, and Will Vandel, who travels in Missouri, are both in replenishing their trunks and cases. Mr. Vandel reports a successful trip.

The following-named retail jewelers were in the city during the week: J. O. Stout, Paola, Kans.; J. A. Mosher, Burlington, Kans.; W. F. Kirkpatrick, St. Joseph, Mo.; G. H. Avery, Siegler, Okla.; F. W. Holmes, Sayers, Okla.

T. L. Fenlon, Yacolt, Wash., has moved to Astoria, Ore.

Detroit.

F. E. Touse, Pioneer, O., has purchased a new runabout.

W. R. Grainger, of the Grainger-Hannan-Kay Co., has gone to New York on a buying trip.

Parrish & Co. have moved into the store until recently occupied by M. Scatterwood & Co., Coldwater.

Mrs. B. A. Cooley, Vanderbilt, Mich., wife of a well-known jeweler, has been spending a few days with Detroit friends.

Joseph Embrey, Richmond, O., disposed of his old auto during the past week, and has purchased a new five-passenger Buick.

F. A. Fuller, Jamestown, N. Y., has taken a position as salesman with the Grainger-Hannan-Kay Co. He comes to Detroit highly recommended.

Allan Herschberg and C. L. Fuller, travelers for the C. A. Berkey Co., will leave this week for their last trip of the Fall. They have been in town for several days replenishing samples.

Macpherson Reeder, formerly with J. B. Hudson & Son, Minneapolis, and more recently with C. D. Peacock, Chicago, will shortly take a position with the Grainger-Hannan-Kay Co. He will probably take charge of a department.

The first Fall meeting of the year of the Detroit Retail Jewelers' Association, announced for last Thursday night, was almost spoiled by a rain which the weather office says was one of the heaviest Detroit has experienced in years. Another meeting has been called for the first Thursday in October.

Herman Beyreis, who recently retired from the jewelry business, has been exonerated from all blame in connection with the death of Patrolman James Coe, who died of injuries sustained when he was run down by an auto driven by Mr. Beyreis. Eyewitnesses to the accident testify that Coe, who was one of the oldest policemen in the city, and whose hearing was defective, walked in front of the machine, paying no attention to the driver's warning.

Paul C. Sinz's new store in the Bowles building, Grand River Ave., was crowded with visitors and well-wishers all day Thursday, when the store was first opened for business. The store was prettily decorated with palms and flowers, one conspicuous piece being an immense horseshoe of roses and carnations sent by a number of Mr. Sinz's friends. Mr. Sinz was for many years head salesman with Hugh Connolly, and is well known in Detroit.

An unusually large number of jewelers called on the trade last week. Many of them were attracted to the city by the State fair. Among the visitors were: A. E. Winans and his son, Chelsea; S. W. Williams, Lapeer; M. D. Walton, Armada; J. H. Dickerson, Flushing; H. J. Sevy, Bellevue; J. S. O'Rourke, Richmond; O. F. Hanks, Whittaker; G. V. Warnke, Toledo, O.; Harry Allen, Morenci; R. C. Allen, Harbor Beach; A. A. Hershberger and wife, Shreve, O.; S. M. Cooley, Flint; John Stultzer, Sebewaing; Charles R. Church, Homer; E. J. Peters, Tecumseh; C. E. Montfort, Utica, and Henry Phelps, Tekonsha.

St. Louis.

Charles Aronberg has had his N. 6th St. store redecorated.

William Kummel has opened a watchmaker's shop at 22 S. 4th St.

Otto Stegmaier, Jefferson City, was married last week to a young woman of that city.

F. J. Bross, of the L. Bauman Jewelry Co., is out on a business trip through Illinois.

D. Lerner, El Paso, Tex., accompanied by his wife, spent part of the week in St. Louis.

J. W. Cubbison, Tarkio, Mo., was married recently to a Kansas City young woman.

Herman Mauch has returned from a stay at the Oasis Club on the Missouri river.

H. E. Swingate has taken a position with the Weidlich Jewelry Co. and is traveling in Illinois.

B. Stiffelman will return Wednesday from a month's trip through Texas and Oklahoma.

D. A. Rainwater, with the Hess & Culbertson Jewelry Co., has just returned from his vacation.

George A. Young, Moberly, Mo., stopped off in St. Louis on his way home from a visit to Chicago.

E. H. Kortkamp and family have returned from Elkhart Lake, Wis., where they spent a month.

John J. Menges, buyer of the Mermod, Jaccard & King Jewelry Co., has gone to New York on a buying trip.

Max Bauman, of the Bauman-Massa Jewelry Co., who has been confined to his home by illness, is now better.

F. W. Hoyt, president of the Hoyt Jewelry Co., has started on a month's trip through Missouri and Oklahoma.

M. L. Weiss, of Weiss & Fassett, diamond importers, returned Thursday from a two weeks' trip through Texas.

W. A. Gill returned from a fishing trip on the Black River, in Missouri, and left for Frankfort, Ky., on a business trip.

Albert Scherer, 8122 Alabama Ave., where he has a jewelry store, was married recently to a young woman of South St. Louis.

Thomas Humphreys, president of the Lucios Jewelry Co., has returned from a two weeks' trip to Waukazoo and Ottawa Peach, Wis.

P. C. Hutchinson, vice-president of the Whelan-Aehle-Hutchison Jewelry Co., has returned from a two weeks' vacation trip to Seattle, Wash.

A. Kurtzeborn, president of A. Kurtzeborn & Sons, has returned from Battle Lake, Wis., where he and his wife spent seven weeks of the heated term.

The St. Regis Hotel, at Broadway and St. Charles St., owned by W. A. Gill, has been thrown open. The Gill jewelry store and diamond palace is in one corner of the hotel.

L. Harris, president of the Harris Diamond Importing Co., has returned from a seven weeks' trip to Europe, where he made extensive purchases of precious stones.

A. R. Brooks, of the A. R. Brooks Mercantile Co., who has retired to a farm at Wright City, Mo., was in St. Louis during the week buying lumber for a fine new barn he intends to erect.

D. L. Brown & Son, who recently bought out the jewelry business of Stark & James, Bethany, Mo., have just completed the remodeling of the store and the placing of a new steel ceiling.

Milton B. Lowenstein returned Saturday from a business trip through Arkansas, Oklahoma and Texas. He started on the trip from Colorado, where he had spent a two weeks' vacation.

Goodman King, president of the Mermod, Jaccard & King Jewelry Co., just back from his annual pilgrimage to Europe, visited all the principal cities on business and pleasure.

Samuel E. Heffern, of the J. Bolland Jewelry Co., has been confined to his home for a week with ptomaine poisoning, but has so far recovered that he is expected to be on duty again the first of the week.

George J. Hess, president of the Hess & Culbertson Jewelry Co., who has been confined to his home by illness the past 10 days, is now able to be at the store part of the time and his condition is rapidly improving.

I. T. Fuller, of the Hoyt Jewelry Co., has been selling much jewelry in Missouri, Kansas, Iowa and Oklahoma. He had to come in last week to replenish his samples. He returned at the end of the week to his territory.

The Gerber-Buschmann Cutlery & Silverware Co., against which involuntary bankruptcy proceedings were begun last week, is still open for business and will continue to be open, according to Mr. Buschmann, who expresses confidence that the firm's affairs with creditors can be adjusted and a suspension of business averted.

Early morning customers, Monday, at the store of the Hess & Culbertson Jewelry Co., 7th and St. Charles Sts., were somewhat startled by the arrival of fire apparatus in front of the bulding. A sprinkler alarm had been accidentally given. There was no fire. The excitement was not sufficient to cause any of the customers to leave the store.

Four jewelers are members of a publicity committee of 166 St. Louis men that is to aid in advertising the Fall festivities that are to be held the first week in October. They are Goodman King, president of the Mermod, Jaccard & King Jewelry Co.; M. Eisenstadt, president of the Eisenstadt Mfg. Co.; George J. Hess, president of the Hess & Culbertson Jewelry Co., and F. W. Drosten, president of the Fred W. Drosten Jewelry Co.

Among the out-of-town jewelers in St. Louis during the past week were Robert Monahan, manager of the Pearce Jewelry Co., Gillespie, Ill.; George A. Young, Moberly, Mo.; F. O. Leidel, Troy, Ill.; Mr. S. G. Linn, of Linn Bros.' Jewelry Co., Denison, Tex.; Charles Gordon, president of the Gordon Jewelry Co., Shreveport, La.; D. Lerner, El Paso, Tex.; Mr. Parker, Palace Jewelry Co., Newport, Ark.

J. Reed Elliott, president of the Elliott Jewelry Co., and his wife, returned Wednesday from a five weeks' pleasure trip to Europe. They had a very enjoyable trip and Mr. Elliott comes back well rested. Two things that struck him abroad were the progress of the Germans in artistic designing and the skill of the Norwegians in making fine enameled goods. He found business condition somewhat disturbed in Germany by war talk, but the country, he thought, had made great strides in the past 10 years.

Indianapolis.

Wilbur S. Smith has moved into a new home in Park Ave.

Charles W. Lauer, Jr., made a business trip through the State last week.

Joseph S. Fancher has taken charge of the optical department of the Eppert Jewelry Co.

Waldo S. Stein has opened a retail and wholesale jewelry business at 503 State Life building.

A. W. Gray has returned from a motor trip to Madison, where he spent a week visiting relatives.

E. M. Stevenson resumed his class in hand-wrought jewelry on Sept. 15 and reports a large enrolment.

William Kaiser, for many years night watchman for Charles Mayer & Co., was struck by a United States mail automobile one morning recently and was seriously injured.

Charles Mayer & Co. last week had their annual display of solid-silver table ware. There were three dining tables, the service of which was solid silver of the Plymouth pattern.

A. W. Gray was marshal of the second division of the parade during the meeting of the Sovereign Grand Lodge, I. O. O. F., held in this city last week. There were 18,000 people in line.

The Clenol Mfg. Co. has been organized at Muncie to manufacture metal polishes, and has been incorporated with an authorized capitalization of $10,000. Those interested in the company are F. O. Peckinbaugh, O. W. Cromer and George Lewis.

Retail merchants of E. Washington St. have organized and incorporated the E. Washington St. Merchants' Association. Among the directors is Louis Feller, a retail jeweler. The organization is incorporated under the voluntary association act without capital stock.

O. M. Artes, for many years associated with his father, C. F. Artes, in the retail jewelry business at Evansville, has taken a traveling position with the Rockford Watch Co. Mr. Artes is treasurer of the National Retail Association and secretary of the State Retail Association.

On Sept. 18 Charles Mayer & Co. celebrated the 71st anniversary of the foundation of the company, which is the oldest mercantile concern in this city. The business was started in 1840, 19 years after the settlement of the city, by Charles Mayer Sr., on the site of the present store.

Melville M. Wells, Wilmington, Del., was in the city last week and was entertained by Mayor Shank and other city officials. Mr. Wells is a member of a commission appointed by an act of the legislature to draft a new charter for Wilmington. He was in the city attending the Sovereign

Grand Lodge, I. O. O. F., and also seeking information concerning the local form of municipal government.

Among retail jewelers in the city last week were: J. W. Thompson, Danville; J. K. Maxwell, Otterbein; S. F. Thomas, Pendleton; L. Luckenbill, Leiters Ford; J. E. Steinkamp, Jasper; J. Harry Major, Shelbyville; C. K. McCain, Kokomo; C. E. Keever, Fountain City; J. E. Scott, Atlanta; O. R. Johnson, Milroy; M. I. Kirkman, Pendleton; D. S. Whittaker, Lebanon. Mr. Heller, Alexandria; G. F. Cooper, Mooresville; J. F. Harding, Mooresville; J. F. Kiser, Muncie; F. L. McKee, Cloverdale. Agee Wilson, Martinsville; F. S. Lydick, Newman, Ill.

Louisville, Ky.

B. J. Rodgers, a member of the firm of Rodgers & Krull, is on a short business trip to New York, and is expected to return about Oct. 1.

Ernest Seiler, salesman for C. M. Wiseman & Son, was married Sept. 27 to Miss Agnes Baum. Mr. Seiler is well known in Louisville jewelry circles.

Members of the Louisville jewelry trade were grieved to hear that C. M. Wiseman, prominent in the trade, is confined to his bed with a slight attack of indigestion.

Albert Hackman, watchmaker at the jewelry store of R. Baude, has returned from Ferdinand, Ind., where he and his bride, who was Miss Eva Schlachter, spent their honeymoon

Curtis D. Jewell, one of the novelty jewelers of Louisville, has returned to his place of business after a rather extended trip through the Bluegrass section of the State. Mr. Jewell made the tour in his automobile and said that he never experienced a better time.

The much-feared pellegra has been reported in several sections of Kentucky. News from Mt. Vernon, Ky., is that Frank Moore had contracted the disease but that after careful treatment was on the high road to recovery. Mr. Moore is a popular jeweler of Rockcastle County.

The will of Samuel Raff, who died suddenly a short time ago from an attack of uraemic poison at his jewelry store at 6th and Main Sts., was admitted for probate in court a few days ago. His widow was made sole executrix without bond. Mr. Raff was well known in Louisville jewelry circles.

Trueman McGill, watchmaker for the firm of L. Huber & Son, has returned from a short vacation, which he spent traveling in the southern part of Tennesse. L. Huber, Jr., of this firm, is spending a two weeks' vacation at French Lick Springs, Ind. Mr. Huber is expected to return in a short time so that he will be present when the Fall trade opens.

A robbery, not without its amusing features, occurred a few night ago, when thieves backed up a wagon to the jewelry store of Louis Spillman at Pendleton, Ky., and carried away the greater part of his stock. Among the booty which the robbers obtained, were some valuable gold watches and diamonds. No clue as to the identity of the maurauders has been obtained, as rain destroyed the tracks of the wagon completely.

City Assessor John Buechel stated a few days ago that the number of diamonds turned in for assessment by the citizens of Louisville was ridiculously small. He said that hereafter he himself would administer the oath to the taxpayers so that there would be no misunderstanding as to its meaning. After having received the statement, he declared that he would make the proper comparison and if he finds that it is incorrect, he will take proper steps to prevent this in the future.

Among the most interesting events in local jewelry circles during the past two weeks, was the recent marriage of Bernard J Rodgers, son of Ben Rodgers, a jeweler of the city. The event came as a complete surprise to the friends and relatives of the young couple. The bride was Miss Tillie Frank, who was employed in a local store. The couple were married at the home of a Louisville minister. The marriage was kept a profound secret until Mr. Rodgers let slip a remark to a friend whom he saw at the hotel, which betrayed him. Both of the young couple are well known in Louisville society circles.

Many local jewelers are manifesting interest in a great many things besides the sale of their stock. A few days ago, Albert Wolf, a member of the firm of George Wolf & Co., also a prominent member of the Jefferson County Gun Club, entered a shooting contest with J. A. Wilkins, Bowling Green, Ky. The event was one in which there was unusual interest displayed by the members of the organization, as Mr. and Mrs. Topperwein, who represent the Winchester Arms Co., were to give an exhibition of fancy shooting. The event in which Mr. Wolf took part was a 25-clay bird handicap. After the contest it was announced that the two competitors were tied for the silver cup, which was offered as a trophy. Each man killed 22 out of the 25 birds. It was decided to repeat the contest, using 10 birds. In this contest Mr. Wilkins won by one bird and was awarded the cup. Mr. Wolf made a good score in the match.

Two of the largest and finest pieces of work which were turned out locally during the past month were handled by Frank & Merz Mfg. Co., local manufacturing jewelers. One made for Rodgers & Krull was made in the style of an old-fashioned horseshoe nail ring. A large oval cutting of jade represented the head of the nail, with small diamonds set in the rest of the nail, which ran around the finger. The jewels were graduated in size from one-quarter to one-sixty-fourth of a carat, the largest being next to the head and the smaller ones following according to size, until the point of the nail was reached. This was bent around to make the band. It was one of the most novel pieces of work ever turned out of any Louisville shop, and was cleverly designed. The other, also a ring, was made of solid platinum, in an oval shape. It was very delicate, with the open cross-bar effect. Five diamonds were set across the middle of the setting and 18 smaller ones around the edge. It was made for the firm of L. Huber & Son.

Pacific Coast Notes.

Andrew Siebach, now in business at Antioch, Cal., is preparing to open a store at Pittsburgh.

A. F. Dobrowsky, Redding, Cal. has moved into a new store at the corner of Market and Yoba Sts.

A sneak thief recently visited the store of C. Sieghold, Salinas, Cal., and made away with about 30 rings.

John Hood, Santa Rosa, and his son John took part in the Admission Day celebration held recently at that place.

A. J. Allen, Montreal, Can., is disposing of his business interests there, and will in the future make his home at Ocean Beach, near San Diego.

L. N. Parks, brother of Dr. E. B. Parks, San Jacinto, Cal., has taken over the business of the latter, and is making a number of improvements in the store.

B. F. Washler, San Dimas, Cal., who has been unable to attend to his duties as watchmaker since March 3, has recovered and will shortly be at the bench again.

A. H. Witman, who recently purchased the Dietrich jewelry store at Anaheim, Cal., has taken possession and is remodeling the interior and putting in new fixtures.

E. H. Seyfeidt, who for some time has been connected with the Crowell Jewelry Co., Riverside, Cal., has resigned to take a position at Los Angeles with Wm. M. Kinney.

E. J. Pollock, formerly of Riverside, Cal., but of late engaged in business with his brother, McLean Pollock, at Eugene, Ore., has disposed of his interests there, and has returned to his former California home with his family. He is now fitting up a store in the Reynolds Hotel block at that place and will hold an opening at an early date.

Baltimore.

John W. Bigham, who was receiving teller and assistant to the cashier of the National City Bank from its formation, has resigned his position to become secretary-treasurer of the C. C. Crooks Co., jewelers. Prior to the organization of the National City Bank, Mr. Bigham was cashier of the Biglerville (Pa.) National Bank.

Henry Weinberg, under Grand Jury indictment on two charges of larceny, is under arrest at Jacksonville, Fla. Detective Robert Porter, armed with requisition papers, went after him Sept. 23. Isaac Livingston, 626 E. Baltimore St., is the complainant in one case. Weinberg is alleged to have secured several hundred dollars worth of diamonds, saying he had a customer, and Livingston says he never returned. Harry Gammerman, 606 E. Baltimore St., also lost $100 worth of jewelry, it is alleged by Mr. Weinberg. The police of the country were notified and Weinberg was arrested at Jacksonville last week.

A great many improvements are being made at the jewelry store of Samuel Landau, Wilkes-Barre, Pa., and when completed the establishment will be one of the handsomest in the city.

THURSDAY, SEPTEMBER 28th, AT 2 P.M.

By CHARLES SHONGOOD, U. S. Auctioneer

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Counsel to Trustee
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HORACE M. PECK
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Situations Wanted.

YOUNG LADY desires position, bookkeeper and typist; three years' experience Address "F., 5686," care Jewelers' Circular-Weekly.

JEWELER, maker of all kinds of chain trimmings, special swivels; six years' experience. N. Shakin, 2368 Pitkin Ave., Brooklyn, N. Y.

YOUNG LADY, 18, wishes position in jewelry office; two years' experience; $6 to start. Address "J., 5685," care Jewelers' Circular-Weekly.

MANAGER of watch department wants position; salary, $35 per week. Address Wm. Sauer, 2036 Flagler Pl., N. W., Washington D. C.

FIRST CLASS POLISHER desires position in or out of town; can furnish best reference. Address "B., 5751," care Jewelers' Circular-Weekly.

JEWELER, high class all around, can gild, plate, color, set stones engrave monograms and script. W. Tarsons, 1117 Chestnut St., St. Louis, Mo.

AN EXPERIENCED watch material salesman desires position. For particulars and references address "J. H., 5683," care Jewelers' Circular-Weekly.

HUSTLER; salesman desires position with diamond house or general line; first class references. Address "B., 5613," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER, jeweler and plain engraver; best of references; also speak French. Address "R. B." Lock Box 216, Herington, Kans.

DESIGNER AND MODELER for sterling hollowware; first class man, original and practical, age 32. Address "N. H., 5727," care Jewelers' Circular-Weekly

RELIABLE WATCHMAKER, can do ordinary engraving, wants position in eastern Pennsylvania; good reference. E Shields, Box 554, Lancaster, Pa.

YOUNG MAN, experienced in taking care of orders and stock, wishes position with reliable house. Address "Box 5499," care Jewelers' Circular-Weekly.

YOUNG MAN desires position as bookkeeper with reputable house; two years' experience in jewelry school. Address "Box 5750," care Jewelers' Circular-Weekly

WANTED, position as a salesman; 25 years' experience in a first class retail store; best references. Address "S. L., 5566," care Jewelers' Circular-Weekly

YOUNG LADY BOOKKEEPER and stenographer, 6½ years' experience in the trade; can furnish A1 references. Address "X. 5710," care Jewelers' Circular-Weekly

SALESMAN, thoroughly experienced with retail trade, wishes to communicate with jobber or manufacturer Address "C., 5617," care Jewelers' Circular-Weekly.

WATCHMAKER, can handle railroad work; also jewelry repairer and fair engraver; $20 per week; good references; no bad habits. E. R Simcox, Springfield, Ill.

POSITION WANTED with some reliable house to travel; either watches, diamonds, jewelry or silverware; best of references. Address Lock Box 675, Columbus, Ohio.

JEWELER, salesman, clock repairer; 15 years' experience in retail jewelry business; best references; American, married. Address Gollins, 899 Elton Ave., New York.

YOUNG MAN, age 21, with experience in retail and wholesale jewelry business, desires position; best of references Address "Box 5658," care Jewelers' Circular-Weekly.

WANTED, sample line of gold filled jewelry for California, Oregon and Washington, to sell to retail jewelry trade Address M. Lesser, 58 Moss St., San Francisco, Cal.

SITUATION WANTED as first class colorer and polisher; 15 years' experience; understands all shades; best of reference. Address "Box 5722," care Jewelers' Circular-Weekly.

YOUNG MAN, 24 years old, desires a position with a reliable jewelry or silver firm; can furnish best of references. Address "A., 5755," care Jewelers' Circular-Weekly.

SALESMAN desires to represent a manufacturing line of plated and gold filled jewelry in New York City and vicinity Address "I., 5554," care Jewelers' Circular-Weekly.

YOUNG MAN, 19, unquestionable references, knowledge of jewelry, desires connection with wholesale house; future Address "Box 5552," care Jewelers' Circular-Weekly.

BOOKKEEPER, double entry, young woman, capable of taking entire charge; 10 years' experience; A1 references. Address "Z. A., 5523," care Jewelers' Circular-Weekly.

WATCHMAKER AND JEWELER, experienced salesman, wants position about Nov. 1; New Jersey or Connecticut or south preferred. R. H. McKenzie, Elizabethtown, N. Y.

TRAVELING SALESMAN, young man, with eight years' experience, wishes position; first class references. Address "J. K.," Apartment 41, 557 W. 124th St., New York.

YOUNG MAN, 22, six years' wholesale jewelry experience, wishes position as salesman for New York vicinity; references. Address "Aggressive, 5705," care Jewelers' Circular-Weekly.

SALESMAN desires to represent a manufacturers line in the west or east; have had experience in both; salary and commission Address "G., 5703," care Jewelers' Circular-Weekly

YOUNG MAN, age 23, nine years' experience in jewelry line; capable and industrious; retail or wholesale; excellent references. Address "Y., 5709," care Jewelers' Circular-Weekly.

YOUNG LADY wishes position as assistant to bookkeeper, also if necessary to assist in office work; can operate typewriter. Address "Box 5754," care Jewelers' Circular-Weekly.

WANTED, position with firm that will send on road in about a year, by a young man 20 years old with five years' experience Address "Box 5529," care Jewelers' Circular-Weekly.

RING LINE WANTED, 10k or 14k. for jobbers or retailers on commission basis; established trade; no back number line wanted Address "Z., 5753," care Jewelers' Circular-Weekly.

POSITION WANTED by strictly first class manufacturing, jobbing jeweler and stone setter, married; only permanent position considered Address "Jeweler," 710 S. 10th St., Waco, Tex.

YOUNG MAN desires permanent position as designer and engraver in a jewelry store; will assist as salesman; good experience; reference given. Write K. F Schweitze, Ravenna, Ohio.

WATCHMAKER, competent on railroad inspection work; age 27, temperate; own all up-to-date tools; middle States or northwest preferred. Address "B., 5765," care Jewelers' Circular-Weekly.

MAN OF EXPERIENCE now traveling in western states, would like position with manufacturer of high grade jewelry; open after Jan. 1 1912. Address "C., 5701," care Jewelers' Circular-Weekly.

YOUNG MAN, 21, with over 10 years' experience, wishes position at once as salesman, assist with books and engraving; salary, $15 per week to start. Wm. Sheff, R. D No 1. Parkersburg, W. Va.

A1 WATCHMAKER desires a permanent position; west or southwest preferred; salary, $30; capable to take charge of repair department Address "Box 5758," care Jewelers' Circular-Weekly.

WATCHMAKER of 25 years' experience wants position in store as manager of watch department; A1 references; state salary in first letter. Address "R. E. X., 4860," care Jewelers' Circular-Weekly.

POSITION WANTED by good watchmaker and engraver; can also do some jewelry work, has own tools including lathe; has reference; salary $18. Address "A., 5666," care Jewelers' Circular-Weekly.

DIAMOND SALESMAN, 15 years' experience, wants position with large importers; established business with largest retail and jobbing trade in the west Address "Box 5711," care Jewelers' Circular-Weekly.

WATCHMAKER, light manufacturing jeweler, stone setter, all around engraver, in or near New York City or south; prefer no watches; high wages. Address "F., 5560," care Jewelers' Circular-Weekly.

YOUNG MAN, 21, assistant bookkeeper, good penman, desires to make change with chance of salesmanship; best of references as to character and ability. Address "A., 5699," care Jewelers' Circular-Weekly

A SALESMAN, experienced with the jobbers and department stores throughout the United States, desires to represent a manufacturing line of plated jewelry. Address "H., 5706," care Jewelers' Circular-Weekly.

WATCHMAKER, thoroughly competent and reliable, desires position with first class firm; the best of references furnished; central or nearby States preferred. Address "C., 4986," care Jewelers' Circular-Weekly.

HIGH GRADE WATCHMAKER, with 23 years' experience in repairing of fine and complicated watches, desires position; salary $25 per week Address I. A. Rothstein, 1779 Fulton Ave., Bronx, New York City.

YOUNG LADY, 12 years' experience in diamond department of manufacturing concern; thorough knowledge of qualities and mountings; capable of taking full charge Address "Box 5752," care Jewelers' Circular-Weekly.

WATCHMAKER and A1 jeweler wants to finish watchmaker's trade, two years' experience under expert watchmaker; all tools; best of references; state wages in first letter. Address "K., 4949" care Jewelers' Circular-Weekly

YOUNG MAN, 19 years of age, with three years' experience in retail jewelry line, would like to make change to wholesale business; best references can be furnished. Address "G., 4945," care Jewelers' Circular-Weekly.

FIRST-CLASS all around engraver, licensed, practical optician, holding best references, desires position by Oct. 15; young lady having four years' actual experience. Address "Ilula, 5351," care Jewelers' Circular-Weekly.

YOUNG LADY, with several years' experience in jewelry line, understanding all branches of the business, capable of taking charge of any department, desires position. Address "V., 5749" care Jewelers' Circular-Weekly.

TRAVELING SALESMAN, 10 years' experience best trade south and middle west, desires position with manufacturer of high class line only record open and clean. Address "Box 5626, care Jewelers' Circular-Weekly

EXPERIENCED watch and clock maker wishes steady job; well known on all kinds of Swiss railroad watches and French clocks; salary, $1 weekly; best references. Schafler, care Bernstein, 13 Clinton St., New York

FIRST CLASS WATCHMAKER, with tools an American lathe, wants position with good firm I also do plain jewelry repairing, salary, $1 per week; good reference. Address D. R Morgan, 516 N. 10th St., Richmond, Va.

SALESMAN 30 years of age, several years' experience, desires to connect with manufacturing or jobbing house where ability and conscientious effort will be appreciated. Address "Salesman 5690," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER, with complete set of fine tools, wants position; can take charge of watch repair department; best reference married; $30; west preferred Address "B 5759," care Jewelers' Circular-Weekly

DIAMOND SALESMAN of 15 years' experience wants position as traveler; established business from Chicago to San Francisco; large houses only apply; the best of reference. Address "I 5687," care Jewelers' Circular-Weekly.

SITUATIO NS WANTED—Continued.

STEADY POSITION by first class watchmaker and engraver, age 24 years, seven years' experience, married familiar with railroad inspection; salary, $25; all tools. Address "Box 5614." care Jewelers' Circular-Weekly

YOUNG MAN, 27, now employed, wishes to make change to progressive wholesale house, local or out of town; been in business 14 years as stock clerk, entry clerk and manager; best references. "A., 5659." care Jewelers' Circular-Weekly.

POSITION WANTED by young man with 10 years' experience on clock and jewelry repairing, where there is a chance to learn watchmaking; own tools and references. Address "L., 5761" care Jewelers' Circular-Weekly

HIGH CLASS WATCHMAKER, with many years' experience in watch factories and stores, desires permanent position Oct. 1 or 15; wages, $25 per week; will do watchwork only. Address "Scandinavian, 5573." care Jewelers' Circular-Weekly.

YOUNG MAN 22 well familiar in all branches of jewelry business, has ability and eight years' experience, also at silverware, desires position with wholesale or retail house; good reference. Address "M., 5494." care Jewelers' Circular-Weekly

SALESMAN desires position with jobbing or manufacturing concern; have covered middle west northwest, southwest past 11 years with general jewelry line; good established trade. Address "M., 5735." care Jewelers' Circular-Weekly

GRADUATE OPTOMETRIST of Northern Illinois College of Ophthalmology, of Chicago, also first class engraver desires position about Oct. 15; age 29; southwest preferred; A1 reference. Address "B., 5567," care Jewelers' Circular-Weekly.

YOUNG MAN, 22, selling ability, nine years' experience in jewelry business, understands it thoroughly, also knowledge of clocks and silverware, desires position with reliable house; good reference. Address "Box 4725," care Jewelers' Circular-Weekly.

FIRST CLASS jewelry repairer, diamond setter and man who can do all kinds of platinum and gold work, wishes position in the south or west; 15 years' experience; have been with New York firm 10 years; A1 references. H. Feldman, 54 Seventh Ave., New York

JEWELER AND GOLDSMITH, high class man, Swede, 27, expert in platinum and gold mountings, 12 years' experience in Sweden and Germany, wishes position with reliable firm in New York; highest references. Address Box 44, 416 E. 65th St., New York.

CAPABLE YOUNG MAN, 27 years of age, of good appearance and good address, desires to establish as a road salesman with jewelry house or jobber handling low priced jewelry; can furnish references. Address "B., 5700," care Jewelers' Circular-Weekly.

AN ALL AROUND MAN, thoroughly experienced on gold and silver electro plating and polishing, jewelry repairing wishes position with good firm; prefer Pennsylvania or Baltimore, Md., or Washington D. C.; best of reference. A. L. Ackerman, 316 E. 80th St., New York

YOUNG MAN, 25 years, employed as salesman for manufacturing jeweler for eight years, is desirous of making a change; am thoroughly acquainted with jobbing trade and wish position selling in New York City or on the road. Address "H., 5655," care Jewelers' Circular-Weekly

ENGRAVER, salesman, fast, experienced workman can do all cutting for first class house; capable salesman, can handle nice trade, can fill in as second watchmaker or jeweler, wants permanent place with good house; steady, reliable; fine references. Address "Engraver, 5736," care Jewelers' Circular-Weekly.

ENGRAVER steady and upright will soon be disengaged and would like to secure a permanency with a good firm anywhere; thoroughly competent on monograms, inscriptions and general gold and silver work, brass plate memorials, illuminated addresses, etc.; willing to make himself adaptable Address "X., 5673," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER desires position with reliable house by Oct 1; present position with railroad inspector as head watchmaker; good salesman, fair knowledge of optics, plain engraver, habits temperate, married, best of references. Address "A., 5565," care Jewelers' Circular-Weekly.

YOUNG MAN, 24 years of age, three years' experience in retail jewelry store; good salesman, used to taking in watch and job work, can do ordinary watch and clock work and jewelry repairing fair knowledge of optics; can give good references; working at present; would like position by Oct 1. Address W. H. Mills, General Delivery, Pittsfield, Mass.

HIGH CLASS silverware salesman, with up-to-date ideas and a good following with the best trade in the middle west, employed at present by a representative manufacturer, will be open for a position with a manufacturer of sterling or plated hollowware or novelties; best of references. Address "Representative, 5717," care Jewelers' Circular-Weekly.

WATCHMAKER-ENGRAVER, can do jobbing and assist in optical work, 26 years old, strictly honest and reliable, use no liquor or tobacco; have lathe and full set of tools; ready for Nov. 1; at present employed; horological school graduate; three years' experience in various places and can return with former employers if I wish. Address A. Girouard, Newton, N. J

WANTED, by young woman, permanent position in watch department, wholesale house; experienced in all makes of watches and cases, care of travelers' stock, etc., good at figures; also experienced in jewelry; now employed with jobbing house; best references; might leave city. Address "C., 50," care Jewelers' Circular-Weekly, *Heyworth Bldg., Chicago, Ill.*

AN ENGLISHMAN, 39, married, desires position with sound business firm, 20 years' experience, jewelry, precious stones, accredited fine judge, expert salesman, open to test; both languages, highest references, here and England; would prefer jewelry business, New York, wholesale or retail; personal interview, Montreal; has small income. "Herbert," 119 Mansfield St., Montreal, Que., Can.

FIRST CLASS ENGRAVER, 30 years' experience in Europe and this country, am 44 years old; can do high class monograms and inscriptions and heraldic engraving; I am also a first class designer, can cut for enamel chasing and modeling, am well posted on emblem work, can cut small dies for same; would like position with reliable firm who pays the highest wages only. Address "I., 5465," care Jewelers' Circular-Weekly.

THIS COMPANY offers an efficient service to employers without cost, furnishing the very highest type of office employe. 'Phone, 114 Cortland. Employers Service Company, 170 Broadway, New York.

EXPERIENCED MECHANIC, with exceptional abilities and rapidity, able to repair the most complicated watches and chime clocks; for two years manager of the repair department with one of the most important firms of the world; one year's experience as railroad watch adjuster with the best American watch factory and lately four years with same firm, wishes situation with reliable firm in the United States or Canada; salary not less than $35; references. Address "Adjuster, 5716," care Jewelers' Circular-Weekly.

GENTLEMAN of wide and varied experience in the retail, also wholesale jewelry business, is open for a proposition for the next six months primarily, but if mutually agreeable would make permanent contract; practical watchmaker, optician with diploma; courteous salesman, window dresser. Address "F., 5679," care Jewelers' Circular-Weekly.

Side Lines.

SALESMEN WANTED to carry as a side line a fine line of Cloisonne hand painted enamel. Address stating territory covered and experience to "Enamel, 5660," care Jewelers' Circular-Weekly

Help Wanted.

WANTED, experienced watchmaker, engraver and optician. Address G. Holman, Casper, Wyoming.

WANTED, finished engraver and watchmaker; reference required. Address M. A. Selbert, Frankfort, Ky.

SALESMAN for retail jewelry store; has to be an all around man Rundbacks, 2232 Third Ave., near 122d St., New York.

WANTED, at once, a watchmaker and engraver; position permanent to right party. Douglas Jewelry Co., Brewton, Ala.

SILVERWARE SALESMAN, must be experienced with best retail trade Address Mermod, Jaccard & King, St. Louis, Mo.

WANTED, a young man with some experience as assistant watch and clock repairer. A. E. Kemp & Son., Shelburne Falls, Mass.

OPTICIAN, must be ophthalmic college graduate and experienced with best retail trade. Address Mermod, Jaccard & King, St. Louis, Mo.

WANTED, boy who can do hard and soft solder work and common engraving; permanent position to right person. A. L. Harriott, Muncie, Ind.

WANTED, young man to call on retail jewelry trade in Pittsburgh and suburbs. Address "Jobbers 5743," care Jewelers' Circular-Weekly.

JEWELER WANTED, who can do repair work, some new work and set stones; steady job C. Van Schoor, 2041 45th St., W., Cleveland, Ohio.

FIRST CLASS WATCHMAKER and engraver by Oct. 15th; steady position; send references with first letter. Otto Supe, Sault Sainte Marie, Mich.

WANTED, first class engraver qualified to do second watch repairing; give references, state salary required. Maier & Berkele, Atlanta, Ga.

WANTED, engraver and good jobbing jeweler; one who can assist with watch and clock work preferred. Hodnett & Speer Co., Danville, Va.

WANTED, practical watch material fitter and tool man; one with experience only need apply. Address "D., 5702," care Jewelers' Circular-Weekly.

WANTED, clock and jewelry repairer, one who can assist on watches; young man preferred F. L. Davis, 5143 Market St., Philadelphia, Pa.

WATCHMAKER AND ENGRAVER; salary from $15 to $18 per week; permanent position, Rundbacks, 2232 Third Ave., near 122d St., New York.

POSITION OPEN for assistant watchmaker and assistant engraver; state salary expected and reference Charles P. Ward, 23 Main St., Yonkers, N. Y.

WANTED, good jeweler and engraver; must have at least 10 years' experience; good references; can start at once; position permanent. Kleins, Montgomery, Ala.

WANTED, experienced die sinker; steady employment for steady man; send references. Address Heeren Bros & Co., Penn Ave. and 8th St., Pittsburgh, Pa.

WANTED, engraver and watch repairer; state salary wanted; give reference and full particulars in first letter P. G. Diener, 408 Market St., Harrisburg Pa.

WANTED, engraver and clock repairer; state salary wanted; give reference and full particulars in first letter. Address "C., 5671," care Jewelers' Circular-Weekly.

YOUNG MAN, desirous of learning the jewelry trade; first class reference required; state age, experience and salary expected. A. E. Anderson, Broken Bow, Nebr.

WANTED man to work on jewelry repairing or watches and assist on clocks; give references, age and experience. Address "D., 5587," care Jewelers' Circular-Weekly.

WANTED, at once, a first class watchmaker and stone setter, or engraver; must be first class and have good references; state salary. Address "Box 285," Ft. Smith, Ark.

WANTED, first class all around manufacturing jeweler; must be sober and reliable; send references and state salary in first letter. Lewis & Van Sickle, Des Moines, Iowa.

(*Special Notices continued on page 120.*)

Special Notices.

(*Continued from page* 119.)

HELP WANTED—Continued.

WANTED, traveling salesman to sell semi-precious stones on commission or commission and salary; exclusively or as side line. Pacific Gem Co., 622 S. Broadway, Los Angeles, Cal.

FIRST CLASS WATCHMAKER; only one who is competent to handle high grade work and close rating; good salary and permanent position. A. D Foster Co., El Paso. Tex.

YOUNG MAN wanted at once, to do jewelry work and wait on trade; one who can engrave preferred; send photo and references in first letter. W. R. Hale, Greenville, S. C.

WANTED, engraver and general workman; send sample; state salary wanted in first letter; permanent position to right party. Address "N., 5387," care Jewelers' Circular-Weekly.

WANTED, a jeweler on repair work and stone setting; give age, references and state amount of salary expected in your first letter. Porter & Wiser Jewelry Co., Kansas City. Mo.

WANTED, good engraver and jewelry repairer; permanent position; send sample of engraving, references and state salary wanted in first letter. Chas. Bickelmann, Schenectady, N. Y

WANTED, good salesman, window trimmer and optician for retail jewelry store; salary, $25 per week; apply with references giving former experience, J. Lowinsohn, Birmingham, Ala.

WANTED, traveling salesman for general jewelry line, to sell $50,000 and upward; salary, $3,500 and commission; now or Jan. 1 Address "A., 5471," care Jewelers' Circular-Weekly.

WATCH REPAIRER of experience and one who can help as salesman when occasion requires; state salary and give references. Address "Cincinnati, 5713," care Jewelers' Circular-Weekly.

WANTED, first class engraver and assistant watchmaker; send samples of engraving, state salary expected in first letter. Address Greenwald & Adams, 141 E. Congress St, Tucson, Ariz.

WATCHMAKER WANTED, good all around man, with store experience, able to do ordinary engraving; permanent position to right man; references David Robertson, S. Framingham, Mass.

DIAMOND IMPORTERS and manufacturers want A1 man with established trade in middle and far west; exceptional opportunity. Address "Progressive, 5657," care Jewelers' Circular-Weekly.

WATCHMAKER and energetic salesman for retail store in North Carolina; only first class salesman need apply; salary $100 per month. Address "Box 5458," care Jewelers' Circular-Weekly.

WANTED, good all around watchmaker and jeweler, able to wait on trade, near New York City; hours, 8 to 6; permanent; give all particulars. Address "B., 5407," care Jewelers' Circular-Weekly.

WANTED, a competent watchmaker and engraver; short hours, good pay, permanent position; send specimens of engraving and reference. Address "G., 5269," care Jewelers' Circular-Weekly.

AT ONCE, want a good jeweler who can do any and all kinds of jewelry repair work; send reference with first letter; a good job for the right man. Address Meyer & Schamber Jewelry Co., Meridian, Miss.

WANTED, at once, first class watchmaker, engraver and optician; permanent position for a good man; salary $25 per week Address, with references and give particulars, J. Levinsohn, Birmingham, Ala.

WANTED, an active salesman for New York City jobbing and department store trade; a good position to the right party to handle a plated line. Address "Box 5648," care Jewelers' Circular-Weekly.

FIRST CLASS REPAIRER and engraver, at once; must be experienced; send sample of work and all particulars in first letter; reference and state salary . Address "Virginia, 5726," care Jewelers' Circular-Weekly.

YOUNG SALESMAN experienced, with established trade, for wholesale jewelry house; neat, capable; best references required; do not apply unless fully qualified. Address "C., 5748," care Jewelers' Circular-Weekly.

AT ONCE, young man who understands American and French clock repairing; a steady position, advancement depending on ability and efforts; reference required. Address "J. K., 5656," care Jewelers' Circular-Weekly

WANTED, WATCHMAKER experienced in railroad work; permanent position for competent and reliable man; give references and state wages expected in first letter. Bogle Bros., White River Junction, Vt

AT ONCE, first class watchmaker; one who can also do engraving; must have thorough knowledge of watch repairing and fast; state wages wanted and full particulars in first letter. R. J. Atwell, Middletown, Conn.

WANTED, WATCHMAKER, jeweler and engraver, one understanding optics preferred; must be well recommended; state salary in first letter; permanent position; married man preferred. Address V. J. Pekor, Columbus, Ga.

AN ACTIVE intelligent salesman who is well acquainted with the first class retail jewelry business; good chance for the right man; give references from former employer Address "S., 5742," care Jewelers' Circular-Weekly.

BY OCTOBER 15, first class watchmaker. one who can also do engraving; must have thorough knowledge of watch repairing and fast; state wages wanted and full particulars in first letter. A. B Kurtz, 131 Main St, Connellsville. Pa.

SALESMAN WANTED, New England and Pennsylvania; importers of popular priced jewelry; acquainted with large retail department stores; commission basis; state experience and reference. Address "Box 5669," care Jewelers' Circular-Weekly.

WANTED, manager for clock manufacturing and jewelry business; successful high grade business man of some financial standing; salary and bonus to right party. George V Horgan, Commissioner of Industries, 409 Chamber of Commerce, Buffalo, N. Y.

WANTED, Watchmaker; clock repairer. engraver or jeweler of good appearance; thoroughly reliable; furnish best of references; permanent position; state age, experience and salary Address "Connecticut, 5764," care Jewelers' Circular-Weekly.

WANTED, jewelry repairer and stone setter. one who can assist on watch and clock work preferred; permanent position for competent and reliable man; give references and state wages expected in first letter. Bogle Bros., White River Junction, Vt

FIRST CLASS WATCHMAKER on medium and high grade American and foreign watches, who can turn staffs and set jewels; $25 per week; permanent position; fine climate; give references and age. Address "D., 5111," care Jewelers' Circular-Weekly.

WANTED, watch, clock and jewelry repairer; no tools needed; town of 1 500 inhabitants in south Louisiana orange belt; permanent job, $25 to $40 per month with board and lodging; state age; no married man wanted. F. C. Rivoire, Napoleonville. La.

DIAMOND IMPORTERS handling loose goods only want salesman to sell retail trade. Address "E., 5609," care Jewelers' Circular-Weekly.

PERMANENT POSITION for good jeweler, engraver and man who can do plain watch work; want young single man; send sample of engraving in first letter; salary, $20 per week. Address J. J. Palmer's Sons, 2704 Washington Ave., Newport News, Va.

WANTED, a first-class manufacturing jeweler and repairer; must furnish best of references as to honesty and ability; permanent position with large store in city in the South for the right man. Address Arthur A. Everts Co., Main and Murphy Sts., Dallas, Tex.

CORRESPONDENCE CLERK and stock and order clerk wanted by a manufacturer of sterling silver wares; must be experienced in the business and must have high class references; make application in own handwriting. Address "J. P. M., 5760," care Jewelers' Circular Weekly.

WANTED, experienced optician who can take charge of optical department, assist on watch repairing and do engraving; a steady position and good salary to a capable young man; state age, married or single, salary; sample of engraving. Otto Zoellner & Bro., 415 Chillicothe St., Portsmouth, Ohio.

$35 WEEKLY for an experienced, qualified manufacturing jeweler and engraver; permanent position to capable man. Address Albert Pfeifer & Bro., Little Rock, Ark.

WANTED, good watchmaker, plain and monogram engraver, sober habits, good appearance and good salesman; steady job, $20 weekly and increase if worthy; healthy college town of 10 000 population; rolling stones need not answer; send photo and engraving samples. Baron & Co Delaware, Ohio.

FINE OPPORTUNITY is offered by large jobber in middle west for representative; trade has been established; can be home every week or two; finest selling line on road, all kinds of watches; Iowa, Nebraska; prefer one who has made territory. Address "B., 5448," care Jewelers' Circular-Weekly.

WANTED, experienced jewelry salesman who can take charge of fully equipped optical department with full knowledge of latter; salary $30; first answer must state age, experience, qualifications and references, married or single; position open at once and permanent with chance of advancement. Chas. S. Stifft, Little Rock, Ark.

PERMANENT POSITION in Virginia for young man who is a jeweler and engraver; must be good on general repairing; shop well equipped and a good chance to finish watchmaking; salary to start, $18 to $20 according to ability; write at once; send sample of engraving and reference Address A D. Harding, Petersburg, Va.

NATIONAL OPTICAL COLLEGE of St. Louis offers you a thorough scientific course in optics, by correspondence; easily and quickly learned; large and able faculty; handsome diploma to graduate; regular tuition fee $20, reduced to $10 for limited time; write to-day for Catalogue "J." explaining this splendid course and special tuition.

WANTED, ENGRAVER, one who can do ornamental engraving, chasing, die and enamel cutting; only men with good recommendation need apply; steady position and good wages guaranteed to the right man; state wages and time you would be willing to start in your first letter. Address Carl Entenmann Jewelry Co., 217½ S Spring St., Los Angeles, Cal.

WANTED, a first class watchmaker thorough and experienced in railroad watch work and inspection; must be finished workman with complete set of tools; temperate, of good address and competent to handle railroad trade; send full particulars and reference in first letter; permanent position in fine store with only high class work; $25 to $30 per week to right party. Harr Dixon, North Platte, Nebr.

WANTED, a first class manufacturing jeweler and stone setter, one capable of making an setting gold and platinum mountings, to take full charge of a first class power shop of retail establishment; only men having experience in like position and who can furnish A reference need apply; position permanent; state reference and where last employed in first letter Address "A., 5605," care Jewelers' Circular Weekly.

ENGRAVER AND CHASER, experienced on fine badge, jewel and emblem work, enamel cutting and carving; permanent position; state age experience and salary expected. Address Wendell & Co., 237 W. Madison St., Chicago, Ill.

DESIGNER OF MEDALS, jewels, class pins, made to order jewelry, etc must be able to produce original and attractive designs; permanent position in our Chicago factory; state age. experience and salary expected Address Wendell & Co., 337 W. Madison St., Chicago, Ill.

HELP WANTED—Continued.

SALESMAN WANTED by 14-karat manufacturing jeweler for eastern territory, including New York, Boston, Philadelphia, Baltimore, Washington and intervening cities, who has a good following; all communications will be treated confidentially. Address "R., 5739," care Jewelers' Circular-Weekly.

WANTED by J. L. Kerr, Chief Watch Inspector for U. S. Government, Cristobal, Canal Zone, a first class manufacturing jeweler and repairman; one who can make new work and do all kinds of repairing; prefer one who can enamel and engrave; must be sober, wages $30 U. S. gold per week; free Government bachelor quarters; board costs $27 per month; free hospital service in case of sickness; will furnish $30 rate from New York City to Panama. Address J. L. Kerr, 328 S. Taylor Ave., Oak Park, Ill.

WANTED, a young, thoroughly reliable and experienced salesman of strong personality and resident of Chicago, to take charge of Chicago office and represent among jobbers only in the middle and northwest an established house manufacturing a high grade line of gold-filled chains; must be aggressive and a hustler, one who can command his trade and make good from the start; a good position is open to the right man; only those who can meet these requirements and can furnish credentials of the very highest character need apply; state fullest particulars, giving age, years of experience among jobbers, salary expected, references, etc., also when at liberty to fill engagement. Address "Box 5665," care Jewelers' Circular-Weekly.

Business Opportunities.

WATCH CASE and jewelry repair shop for sale; a good opportunity for the right party. Address "N. 5714," care Jewelers' Circular-Weekly.

CASH PAID for surplus stocks of watches, diamonds and jewelry; money sent by return mail; best of references. Address Emil Noel, 541 E. 46th Pl., Chicago, Ill.

FOR SALE, elegant jewelry store in Wisconsin city; doing $12,000; can be increased; clean stock; can be bought right. Address "C., 5411," care Jewelers' Circular-Weekly.

PARTNER WANTED with $5,000 to $10,000 to start job lot business or general line of jewelry; have big trade and experience but no money. Address "D., 5608," care Jewelers' Circular-Weekly.

A $20 000 stock, fine condition, up-to-date fixtures; the best location and business in the best town in the west; big returns on investment; part cash and approved paper. Address "C., 5177," care Jewelers' Circular-Weekly.

WANTED TO BUY for spot cash, a jobbers stock or office outfit complete with all or part of stock; must be a bargain and on the Lane, New York, preferred. Address "Broker, 5757," care Jewelers' Circular-Weekly.

FOR SALE; here is your chance, one of the finest paying jewelry stores in a town of about 30,000; new stock and new fixtures; business will stand the closest investigation. Address "Jeweler," 210 N. Main St., Greenville, S. C.

A GOOD PROPOSITION; owing to other pressing business I am obliged to dispose of my jewelry business, established seven years; stock and books open for inspection; $3,500, satisfactory terms. Merrill Gary, 201 W. 5th St., Dayton, Ohio.

ESTABLISHED jewelry and optical business; Hudson River manufacturing town of 12,000 population; will increase over 3 000 next year; no opposition in optical line; exceptional opportunity. Address "Q. 5738," care Jewelers' Circular-Weekly.

WILL BUY INTEREST or entire jewelry and optical or optical business; competent, experienced, all around man, correct habits, satisfactory references and $5,000 cash; southern States only. Address "Southland, 5723," care Jewelers' Circular-Weekly.

HIGH CASH PRICES paid for diamonds and watches; immediate returns made; bank references. Address M. Iralson, Masonic Temple, Chicago, Ill.

I PAY CASH for your surplus stock of diamonds, watches and jewelry; business confidential; National Bank references. H. Schwartz, 903 Heyworth Bldg., Chicago, Ill.

IS IT CASH you must have quick? $200,000 ready cash always on hand will buy your business at once. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

I PAY 20% MORE for your surplus stock of watches, diamonds and jewelry than any other cash buyer; national bank references. Emil Noel, 541 E. 46th Place, Chicago, Ill.

ARE YOU GOING OUT OF BUSINESS? We pay highest cash value for entire stock, or part of jewelry, diamonds and fixtures; communicate with us, it will be to your advantage; rating and references of the highest order. Van Praag & Co., 11 Lispenard St., New York, established 1889.

OWING TO RETIREMENT of partner an opportunity for a man with $10,000 to $15,000 to actively engage in well established manufacturing jewelry business in Southern California; this is a paying business and will stand fullest investigation; man with office experience preferred. Address "Box 5409," care Jewelers' Circular-Weekly.

DO YOU WISH TO RETIRE? We pay the most cash for entire or surplus stocks of jewelry; communications confidential. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

A BARGAIN; am selling out at a big sacrifice, a recently acquired stock of a large retailer consisting of diamond and gold jewelry on which you can save 30 to 40 per cent.; all or part. Address Max Kleinman, 1367 Broadway, New York.

DO YOU WISH TO SELL part of your entire stock of diamonds, watches, jewelry, etc.? We purchase quick and pay spot cash, no matter how large the quantity may be. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

DIAMONDS at great bargains, $45 per carat and up; mounted rings and other diamond jewelry bought from private people sold at half the regular price; sent on memo. bill to rated dealers; sold for cash only. Dan I. Murray, 3 Maiden Lane, New York.

ON ACCOUNT of the recent death of Mr. John B. Humphrey of Boston, the diamond cutting and jobbing business conducted by him for 35 years will be sold at a sacrifice to responsible purchasers. Address G. E. Smith, 55 Williston Road, Brookline, Mass.

FOR SALE, established paying retail jewelry store, desirably located on main retail street in large city; enjoys patronage best people and tourists; beautiful store, solid mahogany and rosewood fixtures; stock clean and up-to-date, invoices $40,000; no debts or incumbrances; clean, safe, legitimate, excellent opportunity for party with $25 000 or more; references exchanged. Address "Confidential, 5634," care Jewelers' Circular-Weekly.

For Sale.

DIES; will sell at one-quarter cost, strictly modern line of jewelry dies. Address Schickerling & Co., 71 Nassau St., New York.

FOR SALE, 3 horse power Sprague motor; direct current 110 volt; Zucker & Levett dynamo, 6 volt, 280 ampere. Address "D., 5672," care Jewelers' Circular-Weekly.

EXTRA LARGE Seth Thomas street clock for sale cheap; perfect condition; settling up estate. Address Mrs. G. Brann, Hotel Ashton, 93d St. and Madison Ave., New York.

NEWARK, N. J.; fine factory site for jewelers; two blocks from South St. railroad station; plot 146 ft. front by 100 ft. deep, paved street, price $7,000. F. Beyer, owner, 1175 Broad St., Newark, N. J.

FOR SALE CHEAP, two floor cases, 4½ x 12 x 4½ feet high, not including bases, sliding doors; write for description and price. The Gorham Co., Silversmiths Bldg., Chicago, Ill.

Wanted to Purchase.

WANTED TO BUY two wall cases and two floor counter show cases which have been used; state full particulars regarding measurements and lowest cash prices. Address P. K., care R., L. & M. Friedlander, 30 Maiden Lane, New York.

Lost.

LOST OR STOLEN, open face gold repeater, 3316, made by A. Golay Leresch & Fils; $50 reward for recovery. Address "X. Y. Z., 5746," care Jewelers' Circular-Weekly.

STOLEN, WALTHAM OPEN FACE, 12 size, 21 jewel, bridge movement, No. 9,503,772, Crescent case; if offered for sale or repair notify "R. H., 3149," care Jewelers' Circular-Weekly.

LOST, 12 size, open face, Vacheron & Constantin movement, No. 349,781, in 18K. sun ray case, National Watch Case Co., No. 78,101; liberal reward. "C. V., 3385," care Jewelers' Circular-Weekly.

Miscellaneous.

ALL KINDS of job lots of jewelry bought for cash. Address Klein & Bendheim, Room 708, 49 Maiden Lane, New York.

PORTRAIT MINIATURES copied from any photo on watches, dials, brooches or lockets. Goldstein Engraving Co., 45 Maiden Lane, New York.

EUGENE A. MILLER
General Engraver
106 Fulton St., Room 1311 NEW YORK
First-class work at reasonable prices
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There is but one way to realize on your stock if you need money. If you wish to advertise, nothing in the world will do so better than having an auction. If you have an old stock of shop worn goods you are not keeping pace with your competitors. Therefore, start something. With your reputation and my ability as an auctioneer I will clean out all your old stock, place the money in your cash drawer which will enable you to go into the market and buy your holiday goods for cash. By so doing you can save from 10% to 25%. If the above sounds good to you write me for full information, terms and references.

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An Advertising Expert

Was once asked what he considered the most essential element in advertising. His reply was, "Reputation." "A page ad," said he, "is of little value unless the man making the announcement has a reputation to back it up."

Reputation is not what a man thinks of himself, but what others think of him. An auctioneer's estimate of himself isn't apt to pass current. It's deeds, not words. Since the dissolution of the firm of Briggs & Dodd (of which I was the head) I have been called on to repeat former successes in the following cities: Atlanta, Augusta, St. Louis, Akron, Los Angeles. Not one day since dissolving the above partnership but what my flag has been unfurled at a prosperous sale. The past year has been the greatest of my career. Never separate the Opportunity from the Salesman's Ability. In this particular calling I am a *Specialist*. I will pay my expenses to your city, and after a study of conditions, will give you a guarantee of results. This has been my life's work. I claim to be an *Expert*, and prove the same by never making a failure. I am in the glory of all my powers, and no man is in a position to do as much for my patrons. I will buy stocks, advance money, and render every possible and honorable assistance.

Sales Made Since I Dissolved Partnership:

The Geneva Watch & Optical Co. Los Angeles, Cal.
Sheif Bros., Wheeling, W. Va.
Snyder Jewelry Co., El Paso, Tex.
H. S. Sumner & Co., Akron, O.
T. R. J. Ayers & Sons, Keokuk, Iowa.
A. Rothschild, Brunswick, Ga.
S. A. Fess, Kearney, Neb.
Amos Plank, Hutchinson, Kans.
Kingshacher Bros., Pittsburgh, Pa.
A. Kurtzburn & Sons, St. Louis, Mo.
The Maier Jewelry Co., Aberdeen, Miss.
The J. P. Trafton Stock, Los Angeles, Cal.
J. E. Jones, Tucumcari, N. M.
Globe Jewelry Co., Globe, Ariz.
United States Government—Collector of the Port.
Benj. Rice, Tulsa, Okla.
Burt Ramsay, Cleveland, O.
Walker-Ellis Co., West Point, Miss.
P. H. Lindholm, Lexington, Miss.
A. K. Jobe, Jackson, Tenn.
Prontaut Jewelry Co., Augusta, Ga.
H. H. Lichtig & Co., Mt. Clemens, Mich.
My Seventh Sale in Atlanta, Ga., over $75,000; letter of testimonial in previous Keystone.



HERMAN G. BRIGGS.

Williams, Barker & Severn—over 1,600 pieces of Diamond Jewelry and Watches to the trade in Chicago.
William Kutz, Bellevue, O.
The Gabriel Jewelry Co., Mobile, Ala.
Kingsbury & Lambert, Ripon, Wis.
C. C. Younglove, Newberry, Mich.
L. F. Dresser, Michigan City, Ind.
Alvin Powers, Salem, Ore.
Wette & Wieting, Peoria, Ill.
Col. Carl Von Scutter, Jackson, Miss.

This summer I was selected to conduct the most important sale ever held in Peoria, the second city in size and importance in Illinois, by its largest and leading jewelry firm, Wette & Weiting. Mr. Weiting, being at the time President of the Jewelers' State Organization, with his wide acquaintance among the leading men in the trade, was certainly most competent to select an auctioneer. After a careful investigation I was selected to conduct the sale, making it an unqualified success for several weeks in mid-summer. The outcome was not only satisfactory as far as volume, but what is of more importance, in net results.

Some Sales Made by Me in Years Past—All Triumphs:

Mermod-Jaccard & Co., St. Louis	$100,000
Duhme Bros., Cincinnati	75,000
Rogers Pollinger, Louisville	50,000
Geo. W. Briggs, Pittsburgh	70,000
King, Moss & Co., San Francisco	85,000
Keil & Hettich, Chicago	65,000
C. D. White & Co., Minneapolis	40,000
Hight & Fairfield, Butte	65,000
E. H. McBride, Akron	25,000
Freeman Jewelry Co., Atlanta	40,000
F. B. Lewis & Co., Cleveland	50,000
Oscar Heinze, Quincy	20,000
Sigler Bros., Cleveland	100,000
G. A. Schlechter, Reading	25,000
Becker & Lathrop, Syracuse	38,000
J. H. Havil Estate, Hamilton, Ont	25,000
L. J. Marks, Kansas City	60,000
Burns, Barry Co., Memphis	50,000
Sipe & Sigler, Cleveland	175,000
L. Luckhardt, Johnstown	27,500
W. F. Kirkpatrick & Co., St. Joseph	$25,000
C. E. Buhre, Topeka	28,000
W. H. McKnight & Sons, Louisville	50,000
The Pairpoint Co., Chicago	100,000
A. N. Hill, New Orleans	200,000
Knickerbocker Co., New York	50,000
Morseman & Feagan, St. Paul	60,000
W. A. Gill, St. Louis	70,000
R. Van Kuren, Savannah	38,000
N. Sands, Cleveland	40,000
Geo. P. Winder, Troy	28,000
Lippman Bros., Altoona	25,000
J. P. Stevens, Atlanta	25,000
Listner Co., Los Angeles	35,000
A. M. Goldman, Seattle	38,000
Kennedy & Kossler, Detroit	31,000
Jos. Fields, Galveston	28,000
J. C. Melichamp, Atlanta	25,000
B. Wingerten, Akron, O.	33,000

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H. J. HOOPER

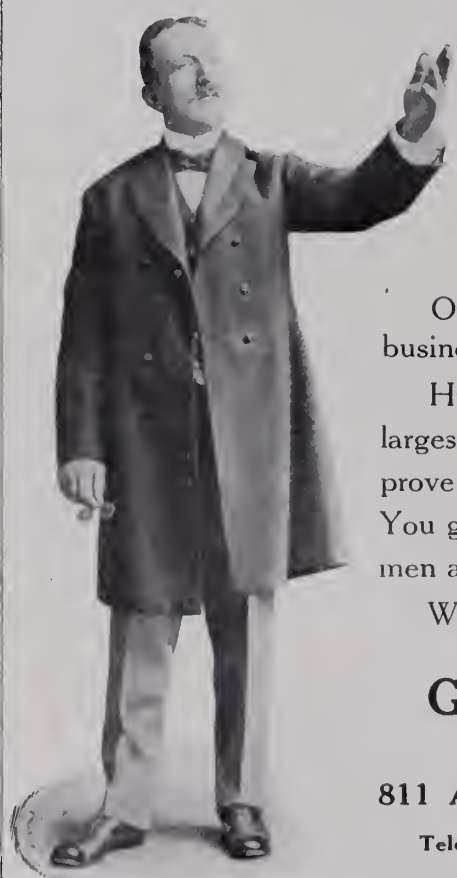
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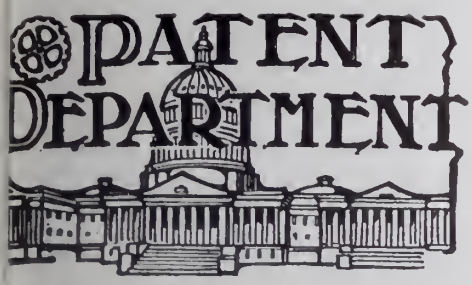
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[IN WHICH IS CONTAINED A LIST OF THE LATEST PATENTS GRANTED BY THE UNITED STATES AND GREAT BRITAIN. THE UNITED STATES PATENTS THAT HAVE EXPIRED AND THE REGISTERED TRADE-MARKS.]

UNITED STATES PATENTS.

ISSUE OF SEPT. 19, 1911.

1,003,427. FOUNTAIN-PEN OR THE LIKE. Ruluff E. Decker, Cassopolis, Mich. Filed Aug 15, 1910. Serial 577,204.

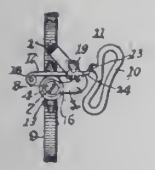
A fountain-pen cap comprising a shell open at its end and provided with a part pivotally secured



thereto at one end and arranged to close the same when desired, and movable means mounted on the cap and adapted in its movement to engage said part to open the same.

1,003,539. EYEGLASS-MOUNTING. George A. Squier, Cleveland, O. Filed Nov. 18, 1909. Serial 528,648.

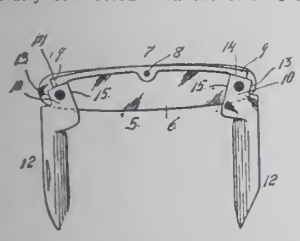
An eyeglass mounting comprising an arched bridge-piece having straight base extensions inclined in respect thereto and projecting forwardly to a point approximately in a vertical plane with the highest point of the arch, and said extensions having perforated extremities of circular formation disposed flatwise in a vertical plane, and lateral



ears, integral with said bridge piece at its base extensions and posts integral with said ears, in combination with supporting members for the lenses, means to detachably secure the same to said perforated extremities and nose guards pivotally mounted upon said ears and laterally movable within the limits defined by said posts and the base of said bridge piece.

1,003,560. TAKE-DOWN POCKET KNIFE. Carl H. White and Royal A. Lett, Denver, Colo., assignors, by direct and mesne assignments, to the Piogram Sales Co., Denver, Colo. Filed Aug. 15, 1910. Serial 577,285.

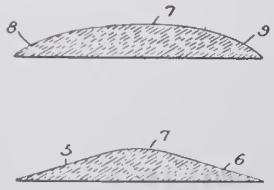
In a pocket-knife, the combination with a handle having a mainspring interposed between the sides of the handle and secured in place, of a blade pivotally connected with the end of the han-



dle and having three faces adapted to respectively engage the end of the spring when the blade is in the wide-open, half-open and closed positions, the faces of the blade engaged by the spring when the blade is in the wide open and closed positions, being farther from the pivotal center of the blade than the face engaged by the spring when the blade is in the half-open position for the purpose set forth.

1,003,599. LENS. John G. Gueovjian, New York. Filed Dec. 10, 1910. Serial 596,588.

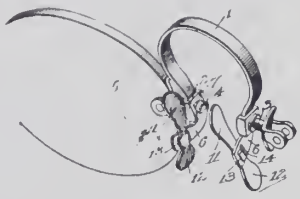
An optical lens having a symmetrically distorted convex surface, the curve of said surface being



flattened along one diameter near the ends thereof substantially as and for the purpose specified.

1,003,685. NOSE-GUARD FOR EYEGLASSES. Leo F. Adt, Albany, N. Y. Filed March 24, 1906. Serial 307,775.

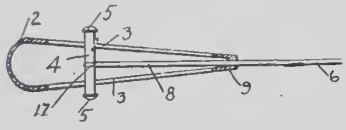
An eyeglass guard comprising a rearwardly extending supporting arm provided with a bearing portion embodying substantially parallel opposite edges and a nose engaging portion extending above and below the rearwardly extending arm and having a pair of spaced arms provided with substan-



tially parallel faces extended around and loosely engaging said edges to rock to a limited extent longitudinally thereof and to also permit the nose engaging portion to turn to a limited extent laterally about the same.

1,003,715. HAT-PIN. Angelo Domenico and Almerindo Benedetti, Providence, R. I. Filed Feb. 11, 1911. Serial 608,141.

A hat-pin comprising a shank, an elongated handle, and means in said handle whereby a portion



of said shank may be manually drawn therein to regulate the protruding length of the shank, and means in said handle for retaining said shank in any desired position therein.

1,003,725. SAFETY-CATCH FOR BREAST-PINS, ETC. Cesar Ferruggiari, Fort Worth, Tex. Filed May 31, 1911. Serial 630,528.

A breast-pin having a safety-catch comprising a guard rigid with the breast-pin and having jaws integral therewith, a catch curved at the outer



end and resting normally against said guard and having a pivotal connection with said guard at the lower end between the said jaws, and a spring held in place by said jaws and by said pivotal connection and tending normally to hold said catch against said guard and projecting through said catch to form a releasing lever.

1,003,761. EYEGLASS CLEANER. Charles

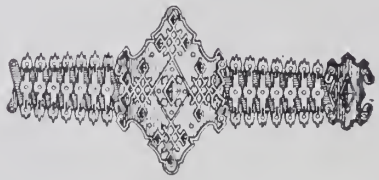


Lehmann, Jersey City, N. J. Filed March 23, 1911. Serial 616,295.

A rotatable eyeglass cleaner comprising two disks each with elastic chamois covering on the inside, an exteriorly threaded rod centrally on each disk, an outer disk with short tubular central portion interiorly threaded and adapted to engage the thread of the short rod of the inner disk, and means for supporting said disks in a contacting position and permitting them to be rotated by hand.

Designs.

41,779. BRACELET. John Lukowski, Kensing-



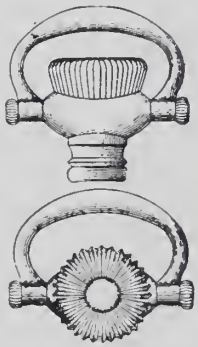
ton, Ill. Filed July 8, 1911. Serial 637,517. Term of patent 14 years.

41,780. HAT-PIN GUARD. Michael Mulcahy,



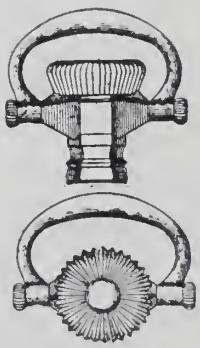
Bakersfield, Cal. Filed July 20, 1911. Serial 639,666. Term of patent 7 years.

41,781. PENDANT-STEM FOR WATCHES. John E. Johnson, Elgin, Ill., assignor to the



Illinois Watch Case Co., Elgin, Ill. Filed April 10, 1911. Serial 620,263. Term of patent 7 years.

41,782. PENDANT-STEM FOR WATCHES. John E. Johnson, Elgin, Ill., assignor to the



Illinois Watch Case Co., Elgin, Ill. Filed April 10, 1911. Serial 620,264. Term of patent 7 years.

41,783. HANDLE FOR SPOONS, FORKS OR SIMILAR ARTICLES. Grosvenor N. Allen, Oneida, N. Y., assignor to the Oneida Co.,



Ltd., Oneida, N. Y. Filed April 17, 1911. Serial 621,709. Term of patent 14 years.

THIS is one of a series of 27 advertisements that will appear in the popular journals of the country commencing with the September issues, with a total circulation of more than seven million copies.

HAMILTON WATCH CO.



The Hamilton "12-size" Thin Model

Watch inspection statistics prove that over one-half the railroad men on American Railroads where official time inspection is maintained carry Hamilton Timekeepers!

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Hamilton Timekeepers are made in all regular watch sizes from the "Lady Hamilton," a tiny Timekeeper for women, to the "12-size" and "16-size" popular with men. Prices for complete watches that are timed and adjusted are from $38.50 to $125.00.

Write for "The Timekeeper"

Further information about the Hamilton Timekeeper is set forth in an instructive and interesting booklet, which is well worth saving against the day when you will want to buy a watch. We gladly send it to those interested in the purchase of a watch.

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Makers of The Railroad Timekeepers of America

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BRITISH PATENTS.

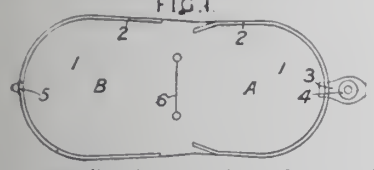
(Abridgments of Specifications, 1910, from *The Illustrated Official Journal.*)

ISSUE OF SEPT. 6, 1911.

11,795. KEY HOLDERS. W. G. Boonzaier, Carnarvon, Cape Colony. May 12. (Class 44.)

A pocket case or purse for holding a bunch of keys comprises a cover 1, to which are stitched brims or ledges 2, which may be stiffened by the insertion of strips of tin or cardboard, a tab 3 with a press-button 4 being secured to one of the ends of the case, and the brim at the other end having

FIG.1.



the corresponding button-stud 5. In the middle of the cover is formed an opening 6 for the key-ring. In use the bunch of keys is placed in the part A, the ring being passed through the slot 6; the cover B is then turned over the part A and secured in position by the spring-button fastening. The exposed key ring serves for attaching the device to a key chain.

11,924. HAT PINS. J. Irwin, Philadelphia, U. S. A. May 13. (Class 131.)

Consists in means for detachably securing an ornamental head to the pin proper and also to the shank of the point protector. The ornamental portion 3, Fig. 1, is mounted upon a block 8,

FIG.1.

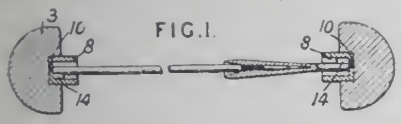


FIG.3.

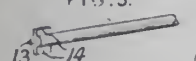
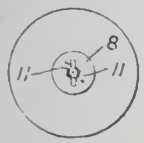


FIG.2

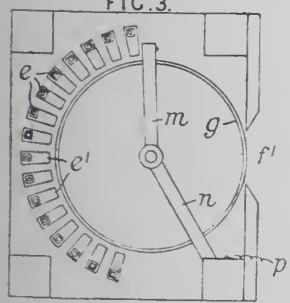


recessed as shown in Fig. 2, to permit the insertion of the winged end 14, Fig. 3, of the pin. The pintle 13 enters a hole 10 at the rear of the block; when the shank is rotated, the wings 14 become jammed against the spirally-formed walls 11 of the recess.

12,071. TIME-ALARM SIGNALS. T. A. Locke, Lancashire. May 17. (Classes 38 [v] and 118 [n].)

In a time-alarm system in which a central station setting-apparatus and clock controls the alarms at a number of distant places, there is provided at each alarm station a three-position switch which can be moved electro-magnetically into a receptive position by the central station operator and can be lifted by hand into an inactive position to stop the alarm. The central station setting-apparatus comprises a coaxial series of setting-wheels *g*, Fig. 3, marked peripherally in quarter-hours, and each carrying a contact arm *m* co-operating with contacts e^1 on bars *e* which are successively con-

FIG.3.



nected at quarter-hour intervals by a clock-hand *b*, Fig. 4, to a battery *y*. Each contact bar *m* is connected through a strip *n* and wire *p* to a separate alarm. The setting-wheel *g* is adjusted through the opening f^1 of the casing until the time at which the corresponding alarm-bell is to be sounded appears in the middle of the opening. The local station three-position switch *v* is normally in the position shown in Fig. 4, connecting the magnet *s* at each local station through contacts x^1, x^2 to a central station switch 12. When the switch 12 is closed, the magnet *s* moves an escapement lever *w*, permitting the switch *v* to move into its second position, bridging contacts x^{iii}, x^4 and connecting the magnet *s* directly to the line *p*. At the time for which the alarm has been set, the magnet *s* is again energized through the line *p*, and the escapement *w* moves the switch *v* into its third position, bridging contacts x^5, x^6 and connecting the magnet *s* to line *p* through the trembler-contact of a second armature which carries a bell-hammer. An alarm is now given which can be stopped by moving the switch *v* by hand into its inactive first position. To give a quick action, the armature of the escapement lever *w* is wedge-shaped, as shown, and moves into a gap of similar form between the pole-pieces of the magnet *s*.

Applications for British patents, Aug. 29-Sept. 1

19,277. HAT-PIN PROTECTOR. J. W. Gunn.
19,317. PURSE. A. Dunhill.
19,386. METHOD OF AND APPARATUS FOR MANUFACTURING ARTICLES OF JEWELRY. M. Stein.
19,413. SAFETY SINGLE-STONE SNAP FOR NECKLETS. T. G. Hull.
19,421. HAT-PIN AND GUARD THEREFOR. H. Clayton.
19,194. HAT-PINS. M. Knight.

Complete specifications accepted.

1910.

25,166. CLOCKS, TIMEPIECES AND THE LIKE. Bell.

1911.

773. EXPANDING BRACELETS. Saunders & Hudson.

UNITED STATES PATENTS THAT HAVE EXPIRED.

[Reported for The Jewelers' Circular-Weekly by W. H. Swenarton (ex-Examiner U. S. Patent Office), Counsel in Patent and Trade-Mark Causes, New York.]

Patents expired Sept. 18, 1911.

526,030. WATCH CASE PENDANTS. A. N. Gauthier, New Orleans, La.
526,099. APPARATUS FOR AND PROCESS OF EXTRACTING GOLD OR SILVER FROM ORES. P. Danckwardt, New York.

Design patent granted Sept. 21, 1897, for 14 years.

27,649. HAT-PIN. M. A. E. Hackett, New York.

Design patent granted Sept. 20, 1904, for 7 years.

37,148. BACK FOR MIRRORS, BRUSHES OR SIMILAR ARTICLES. W. Turton, Arlington, N. J.

Notes for Exporters.

In a report to the Bureau of Manufactures regarding the trade conditions in Saxony, Consul Thomas H. Norton states that the market for American watches costing from 50 cents to $1, and which are decidedly better than the German cheap watches, is very large. A table submitted with the report regarding the exports to the United States from the District of Chemnitz shows that cutlery to the value of $8,325 was exported in 1909 and $12,627 in 1910, while jewelry to the amount of $20,085 was exported in 1909 and $25,060 in 1910 from the same district.

A report to the Bureau of Manufactures from an American consular officer in Spain states that a firm in his district having established a retail trade in watches, clocks and other jeweler's goods, operating three stores, is desirous of buying direct from American manufacturers and has made a request for catalogues of American watch and clock manufacturers, as well as makers of watch chains, crystals and other supplies. The correspondence should be carried on in Spanish. Further information can be obtained from the Bureau of Manufactures by sending the file number of the report, which is 7354.

Our Trade-Marks Abroad.

THERE is an ever-present danger to American shippers through lack of knowledge respecting the protection of their trade-marks in foreign countries. In many countries the individual or firm registering a given mark is the owner thereof.

For instance, suppose a merchant or manufacturer were shipping to the Argentine Republic with success, and had not registered his trade-mark prior to the first shipment; any native there who had sufficient money to register same could levy a toll on the American shipper. If this was refused, the one who had registered the mark could prevent business being done under the mark in question unless paid outright for his priority interests of a commission arrangement was made.

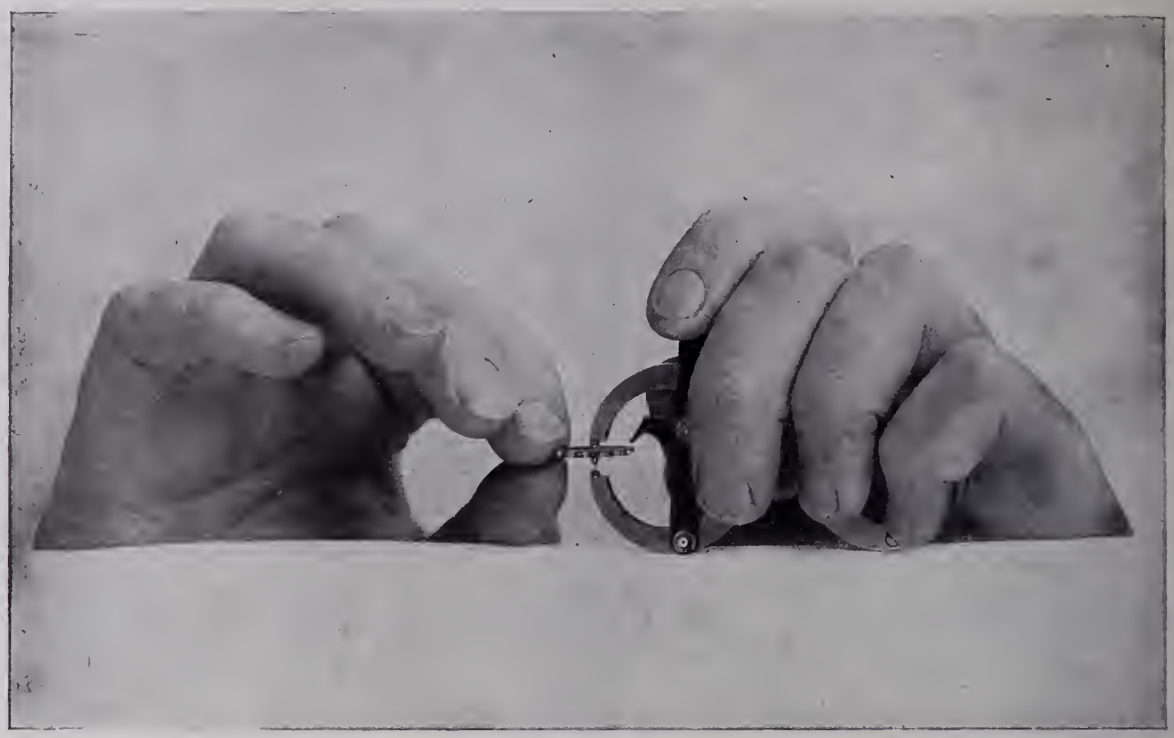
Some countries before issuing trade-mark registration certificates demand proof that the mark has been registered in the country from whence the goods came. Others do not. The only safe way is to register trade-marks covering goods suitable for any given market before introducing them.

There are many cases on record where salesmen have procured indents, the buyer registering the trade-mark, getting the necessary information from advertising matter left by the seller. In some cases labels have to be printed in the language of the country where the goods are manufactured, although differing from that of the importers.

When trading with the far and near East great care must be taken that no trade-mark shall be the picture of a sacred animal, or, with the Chinese, anything that means bad "Joss."

The trade-marks ordinarily used by American manufacturers, such as Indian names, variations on the names of the manufacturer himself or of the city in which the goods are made, are unintelligible and therefore not interesting to, or easily remembered by, the eventual buyer in foreign countries; and as a large part of the regular export staples are imported for sale to the untutored masses, who buy largely by trade-mark, it is advisable to have a mark that will be easily remembered and one that appeals to the ideas of the ultimate consumer. Once a mark has become popular, it is almost impossible for any other mark to oust it. Many well-known trade-marks in the far East are to-day worth fortunes.—*Harry Love in Exporter's Review.*

Charles S. Crossman & Co., 3 Maiden Lane, New York, have just issued a most attractive calendar, which has created much favorable comment. The calendar starts with the month of September, 1911, and runs through the year 1912. Each month has a separate page, and each page bears a handsome colored illustration of a famous picture, together with a paragraph of information about the famous "old mine" diamonds. The calendar is 11 x 14 inches in size. It also contains advertising matter of the old mine diamond house of Charles S. Crossman & Co.



HERE'S just one of the many interesting and instructive illustrations contained in the

Service Bureau Bulletin

on Balance Truing

THE publication of the Bulletin—while announced in the August issue of the trade papers—has been unavoidably delayed until this month, by the difficulties encountered in obtaining satisfactory photographic reproductions of a balance truer's hands.

The Bulletin Will Reach Every One of Our Service Bureau Correspondents This Month

Jewelers and watchmakers who have not registered their names with the Service Bureau can obtain copies of the Bulletin by forwarding coupons now. Better send the coupon at once to get Bulletin Number One. Then you will have the complete series as they are published.

.....1911

ELGIN NATIONAL WATCH CO.
Elgin, Ill.

Dear Sir:
Please register my name as entitled to the privileges of consultation with your Service Bureau. It is understood that no charge is to be made for this service.

Name.....

Address.....

City.....
If employed give name of firm

.....

.....

9—J. C.

ELGIN NATIONAL WATCH CO.
ELGIN, ILLINOIS

THE HOROLOGICAL REVIEW

Art as Applied to Clockmaking in the 17th and 20th Centuries.

Clock Carved with Horological Symbols.

THERE are many fine old wood carvings in the magnificent churches of Italy and other European countries, but it is but rarely that one comes across one that has reference to the subject of horology.

In the Chiesa del Frari Church at Venice, however, is to be found a clock most beautifuly carved in wood. As our illustration shows, the carvings depict a number of horological attributes treated in a most interesting manner. Hardly any of the emblems of time and its measurement are missing. This masterpiece of the wood-carver's art was executed by Francesco Pianta, an artist of the XVII century.



CLOCK IN VENICE BEAUTIFULLY CARVED IN WOOD BY A 17TH CENTURY ARTIST.

Modern French Art in Unique Clocks.

Among the objects exhibited in the Decorative Arts Section of the Paris Salon (Société Nationale) of 1911, the two artistic clock cases shown in our illustration attracted much attention. The one called "Folly" is by R. Carabin and was designed to ornament the mantel piece of a salon in white and gold.



FRENCH CREATION REPRESENTING "FOLLY."

The body of the clock is in amethyst, which stone is supposed to counteract folly. The numerals on the dial are in precious stone. The artist endeavored to depart from the commonplace in choosing his subject, and it cannot be denied that he has succeeded in audaciousness.

The piece shows to what extremes modern French artists will go to present something special.

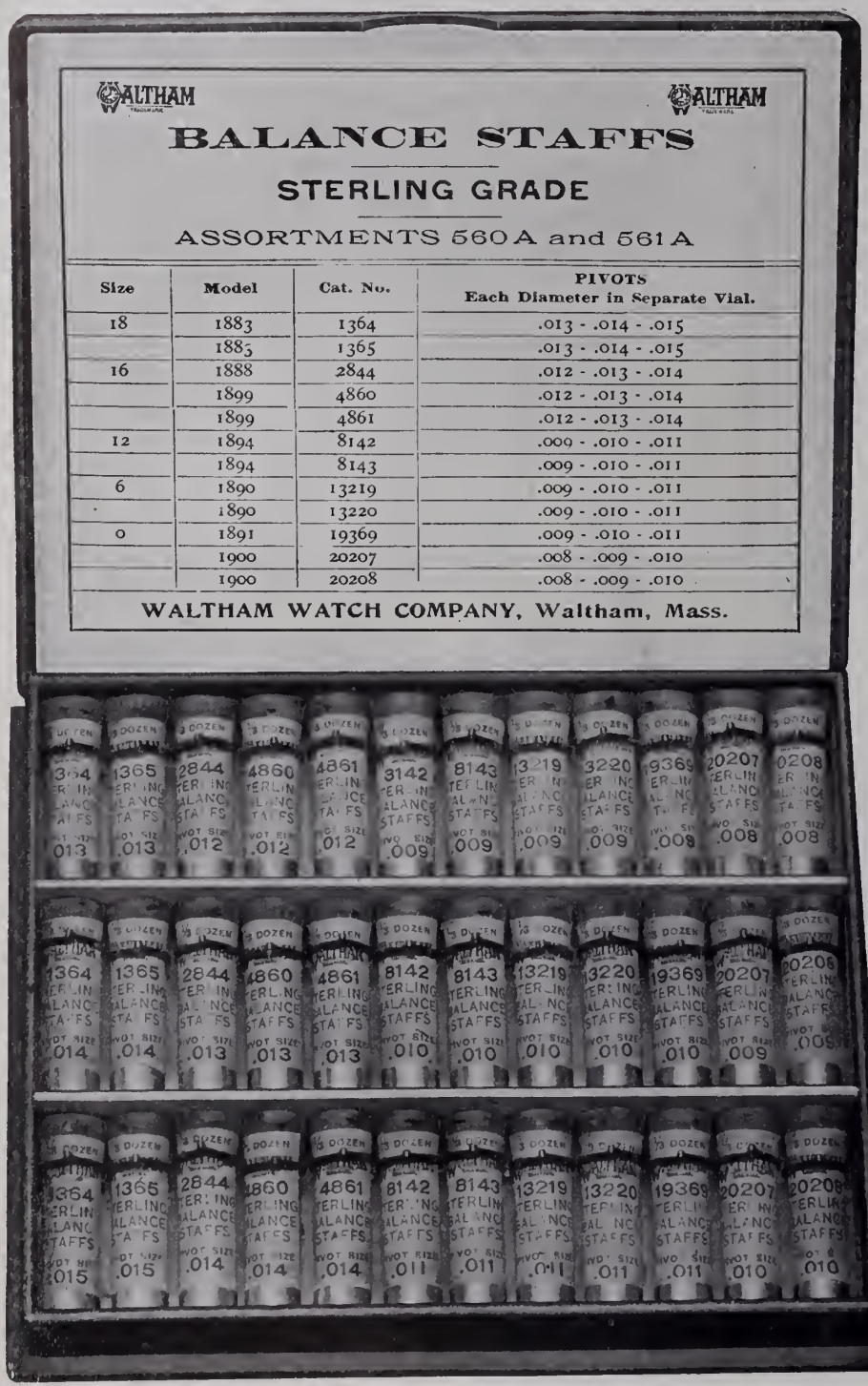
The other clock, called "Day and Night," is of a more classical type. It is the work of J. Desbois and consists of bronze.

In Paris, where Puritanical notions do not prevail, such creations are greatly admired.

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TRADE MARK.

SAVE THE JEWELER MONEY.



They cost us more, because of the extra labor in selecting and packing. But **they cost the jeweler less** than the regular material at regular list prices.

WALTHAM assortments cover lines commonly needed in repair work. The material is selected with care, and is of the highest quality in its respective grade. No pains are spared in the preparation of our assortments. The needs of the practical man are our first consideration.

SPECIAL ASSORTMENTS.

Balance Staffs.

560A	2	Gross,	3	Sizes	Pivots	for	each	of	12	Catalogue	Numbers,	Sterling-Royal	Grade	$20.00
561A	1	"	3	"	"	"	"	"	12	"	"	"	"	10.50
562A	1	"	3	"	"	"	"	"	12	"	"	Riverside	"	30.00

WALTHAM WATCH COMPANY, - - WALTHAM, MASS.

Varnishing Brass in the Watch Repairing Shop

(*Continued from issue of Sept. 13.*)

ALL the holes must, of course, be clean before varnishing; this applies especially to holes with threads. I may also mention that it is the universal apractice to give the articles a fine sharp emery polish; as a rule the emery stick is employed for this purpose; it is, however, too small for plates, and it is also unsuitable for rectangular cocks, as all four sides are covered and no sharp corners are obtained by this means; moveover the adjacent side is also attacked. In the first case get from the carpenter two sufficiently large broad pieces of wood, in the second, two with trapezoidal section ( ). Cover the emery boards evenly with suitable emery paper by means of thin glue, put them somewhere in a flat position, weight them till completely dry and afterwards file the sides in the plane of the wod very evenly with a sharp file without cutting into the wood. The corners of angular cocks can be nicely and sharply treated with emery boards arranged in this manner.

5. Varnishing.—Shake the varnish a little before using. The articles, secured by pins or the elastic clamp, should be passed backward and forward over an alcohol lamp to heat them evenly. They should be heated sufficiently to allow the back of the hand to touch them without appreciable discomfort, or to a temperature of about 50° or 60° C. (122°-140° F.). If they are not heated enough the varnish will dry and keep badly; if heated too much, the varnish will become porous, scarred and unsatisfactory in appearance. Now dip the brush into the varnish and press it out well, keeping it flat and even. Pass it over the surface moderately fast, but very lightly, especially at the beginning and the end of the surface. It is advisable to let the brush move in a kind of shallow arc and rising again in the same manner and without bending, otherwise more varnish will always flow out of the brush at the edges and the job will be spoiled. To perform the operation with the necessary delicacy, hold the stem of the brush between the tips of the thumb and forefinger and just at the center of gravity, and always pass it over the entire surface; if the brush is too narrow so that it does not cover the whole of the work, apply the next stroke close to the first.

Varnish the edges first and then the surfaces, of course in the direction of the stroke. A beginner would do well to make the first coating with alcohol or highly diluted varnish, as the varnish will spread better on this coating than directly on the brass. If the object grows cool during the process, heat it again over the flame, moving it to and fro in the manner described. As an unsatisfactory result is due in most cases to a faulty way of moving the brush, I will again mention that this motion must be carried out with the utmost delicacy; the brush must not bend and must first be well pressed out; special attention should be given to the up and down movement described, for with the beginner the entire work is apt to be spoiled by too much varnish flowing out of the brush; this can be obviated by the delicate wavelike movement.

Round objects which can be fastened in the turning lathe are the easiest to varnish; no special directions are necessary except that care should be taken that the brush be always held downwards as in varnishing surfaces, otherwise the varnish will not flow so readily from the brush. The brush should always be used for small or averaged sized articles and the felt strip only for large flat surfaces or those with holes, because the brush, unless very great care is taken, is apt to allow too much varnish to flow out at the holes. When using the felt strip, prepared in the manner described above, see that it is well pressed out against the vessel



ANOTHER FRENCH CREATION, DEPICTING "DAY AND NIGHT."

on each side just as evenly as the brush, but not so lightly as the latter, and handled with a gentle pressure, since felt is more compact than other hair and consequently does not allow the varnish to flow so freely; for this reason, also, the varnish will not flow out at the holes.

Fancy articles present the greatest difficulty to the beginner, but anyone following the above directions with regard to the right manner of holding and handling the brush, previously heating the object and applying a preliminary coating if called for, will find his work crowned with success.

With large clock plates the edges can be immediately treated with the felt strip; care must be taken, however, to move the strip so gently that the felt does not bend, otherwise too much varnish will flow to the edge of the surface. When varnishing these, hold the plate with the threaded pin fixed in the hand vise in the left hand and pass the strip over it from left to right; then turn the article half round and repeat the process, but passing the strip in the opposite direction in order that the object may be coated evenly; defective places may also be covered over by this means. Preliminary varnishing is not necessary here; the beginner will succeed without it; if he wishes to apply it he should have two strips and vessels at his disposal, as in using the brush, or else the varnish will be too much diluted in the felt in consequence of the alcohol in it and the taking out will be too troublesome.

We recommend the beginner to make his first efforts on some other piece of brass in order that he may recognize his mistakes and gain experience, for a novice always makes blunders. In the event of a failure wash the varnish off with alcohol in the direction of the stroke and start again. After varnishing put the parts aside for a day to dry, taking care not to touch them and keeping them free from dust.

With regard to the color, it may be mentioned that it is much easier to varnish with light than with dark yellow colors; this may be due to the fact that small defects are not so noticeable with light yellow shades, and also perhaps to the greater viscidity of dark colors. Pale colors are now almost exclusively used in varnishing and yellow is going out of fashion; it is stated that at the last Paris exhibition in 1900 only light varnished instruments and apparatus were exhibited by leading firms.

(6) Varnishing in dull black—Clockmakers who sell optical and photographic goods now frequently have recourse to dull black varnishing in preference to black annealing, especially when there is a danger of warping from heat. Here, too, it is advisable to procure the varnish from a manufacturer of good standing. Before using, shake the bottle vigorously 20 or 30 times or stir the color well with a stick before shaking. Then heat the article, varnish in accordance with the foregoing directions and allow it to dry in the air. Next, heat the article to 100° C. (212° F.), turning all the time; it will acquire a patchy and dirty appearance and should then be left to cool thoroughly. Then rub with a clean cloth and a fine dull black color will be seen. With ordinary objectives and ocular glasses apply the varnish somewhat thicker and simply allow them to dry. Fine glasses should be removed and the treatment with black dip applied, followed by renewed polishing and varnishing.

Dull black varnish is made of lampblack and black aniline dissolved in amyl acetate and filtered; this varnish must, therefore, be stirred very thoroughly in order that it may flow evenly from the brush.

Brass varnish, obtainable in all colors, consists of purified shellac combined with all kinds of coloring matters, such as gamboge, dragon's blood, picric acid, turmeric, aniline, annatto, etc., according to the shade desired. The varnish itself is dissolved in alcohol. Every added substance however, causes a deterioration in the shellac, since the coloring material renders the varnish brittle, so that it peels off from the metal; to counteract this brittleness other special resins have to be mixed with it. Other substances again render it too soft, too dark or too pale. It is obvious, therefore,

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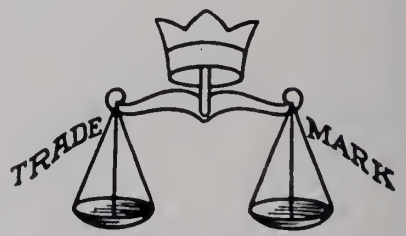
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New York Chicago San Francisco

that great experience is necessary for preparing good brass varnish, for a clockmaker ignorant of the proper proportions and of the action of coloring substances will not be able to make lacquers of good quality; for this reason the varnish should be procured from good firms, as I have already recommended.

(7) Antimonial treatment.—To impart a green mottled coating to brass, heat the articles and then dab them irregularly with antimony chloride (to be had from a drug store), using a feather for this purpose. Rinse well with water, set to dry and then varnish with green brass varnish as mentioned.

(8) Gold-yellow varnishing of polished brass or bronze articles.—Use commercial brass varnish mixed with gamboge; this will yield a bright lemon-like gold color; if a fine dark gold is required, annatto must be added.

(9) Varnishing of large parts of clocks, such as pendulum bobs, dials, weights, alarm cases, etc.—Here the probable requirement will be the brightening up of old and worn parts. As, however, these articles have all to be treated by turning and varnishing, a lathe will be necessary except with dial plates. The latter is not, as a rule, polished and varnished circularly, but silvered matt and covered with celluloid varnish, which, as is known, is colorless; moreover, a very large lathe would be necessary. As regards weights, remove the cover, secure the short upper end—the lead never goes quite to the end—to the chuck, center the bottom and let it revolve round the point, then polish, first with coarse, afterwards with fine emery paper. If it is only a case in which the leaden weight lies loose, it is fastened entire to the chuck and polished; the varnishing is best performed with the strip of felt if the color is to be light, if, however, a yellow color is desired, the work should first be left to dry for two days and again varnished; if necessary it should be left for yet another two days and then once more varnished.

Each time of course it should be raised to the temperature already named. To varnish pendulum bobs, the latter must also be secured to the chuck and first reversed; then bore a hole in the back, cut in threads and make some threaded pins. Then take it out—to do this make a groove in the wooden chuck, the same as in a barrel cover—and polish the front part completely, then place the bob on the threaded pin, center, heat evenly—this is best done from behind with an automatic blast lamp—and varnish.

A pendulum bob is one of the hardest things to varnish faultlessly; nothing can be accomplished with the felt strip, and recourse must be had to the brush. A beginner will never be able to varnish a bob really well, and will have to be content with a tolerably satisfactory result. Apply the brush as when varnishing a plane surface, press it out well, touch the article with extreme delicacy, dip the brush frequently in the varnish in order that the latter may flow evenly and lightly from the brush, see that the strokes of the brush are quite close to each other, heat the work properly, do not proceed too hastily, always let the brush point downwards and make the lathe revolve to the left, so that the article turns away from the brush; repeat the process at intervals of two days till the desired color or thickness of varnish is obtained. We repeat—the darker the yellow, the more difficult is the process.

Anyone exactly following the foregoing instructions and critically observing his own deficiencies will in a short time be able to varnish without fault.

[THE END.]

A Subscriber's Letter and a Contributor's Reply.

El Paso, Tex., Sept. 20, 1911.

Editor THE JEWELERS' CIRCULAR-WEEKLY:

Having read with great interest the numerous articles that you publish, especially in the Horological department, in which I am very much interested, I can not help but say a few words.

As head watchmaker for years with one of the large stores I have come in contact with all classes of mechanics, from the best down to the rankest ("the soft solder artist"). The latter, however, never lasts very long. Naturally, with such experience one becomes a judge of work and workmen.

I examine and estimate all work as it comes into our store, then give each workman the class of work that he is most capable of doing.

When the work is finished I again examine it and do the final regulating myself before delivering it to its owner, thus avoiding many unnecessary "come backs." From time to time when taking in watches for repairs I have found some very rare specimens of botch work and I dare say that in many instances watches leave the shop in worse condition than they were in when taken there for repairs. I have saved several of these specimens, which I will enclose for your inspection.

I cannot help but comment on the article in your recent issue, "Come Backs," and the description given by the writer for setting roller jewels. This brother is, no doubt, a very capable mechanic, knowing where to look for trouble and how to rectify it, but I cannot say that his method of setting roller jewels particularly appeals to me.

Without removing the roller table it is almost impossible to heat it sufficiently over a flame, without blueing the pivots, especially with high-grade work, where pivots are very small.

I believe there are many better ways whereby good results can be obtained. I have a very good method for setting roller jewels which has been adopted by many of my friends, who consider it the best they have found. I will enclose a sketch of my method, with the instructions, and if you consider it worth the space it may prove valuable to someone. However, with this method it is not necessary to hold the tweezers between any specified index finger and thumb, as seems to be the case with our congenial brother. F. E. J.

ANSWER:—Among the various botch jobs received from the above writer for our inspection, the two-piece balance staff is perhaps the most peculiar combination of poor workmanship and ingenuity that has been seen in a long time.

The writer will endeavor to describe how the artist was impelled to use his ingenuity instead of skill. Very likely, this job was done by some tinker in a small town, where material is not available. Pivoting and lathe work form a branch of watchmaking which is not as easily mastered as filing, hammering or soldering, and for this reason, when our artist received a watch to repair and discovered, to his sorrow, that the upper balance pivot was broken, he at once resorted to his inventive ability and used his file and hammer instead of the graver and lathe.

The repairer, having observed that only the upper part of the balance staff had been damaged, decided to find among some of his old scrap material a staff with a good upper and tried to make one out of two. In order to carry out this plan he was naturally required to bring his ingenuity into play. He filed away the lower part of the scrap staff, leaving only the upper pivot and hair spring shoulder; then he riveted the hair spring shoulder to a longitudinal piece of brass, to correspond in shape with the balance arm of that to be repaired.

This operation successfully accomplished, he filed off the upper part of the staff of the balance to be repaired and soldered the manufactured upper part to the original lower part, thus connecting the upper and lower parts of two separate balance staffs by means of soldering a piece of brass (on to which a part of a staff was riveted) to the balance arms of the balance.

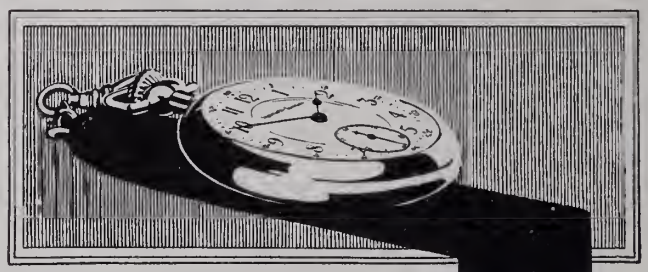
Now, how close the artist managed to bring the two parts in center, or, rather, how far out of center, we can easily imagine. This is the most round-about way to do a bad job that was ever brought to the writer's attention.

Regarding the criticism of the article on "Jewel pin setting without removing the roller," the writer of that article begs to call the critic's attention to the fact that there is more than one way of doing a job correctly. Looking at it from an economical point of view, the mode advised by the critic reminds the writer of the farmer who was blowing to his friends about the trip he made to the station by using his oxen and arriving just in time to catch his train, whereas his up-to-date neighbor was obliged to use his automobile in order to catch the same train. When asked to explain how he managed to do so, he simply smiled and said that he started on his journey five hours earlier than his neighbor.

There is absolutely no danger of blueing a pivot by this procedure, as the critic obviously fears. It is only necessary to hold the part of that staff with the roller in a small flame for four seconds, this time being sufficient to flow shellac, whereas to blue a pivot as thin as three-thousandths of an inch it would take at least eight or more seconds if the same flame were employed

C. R.

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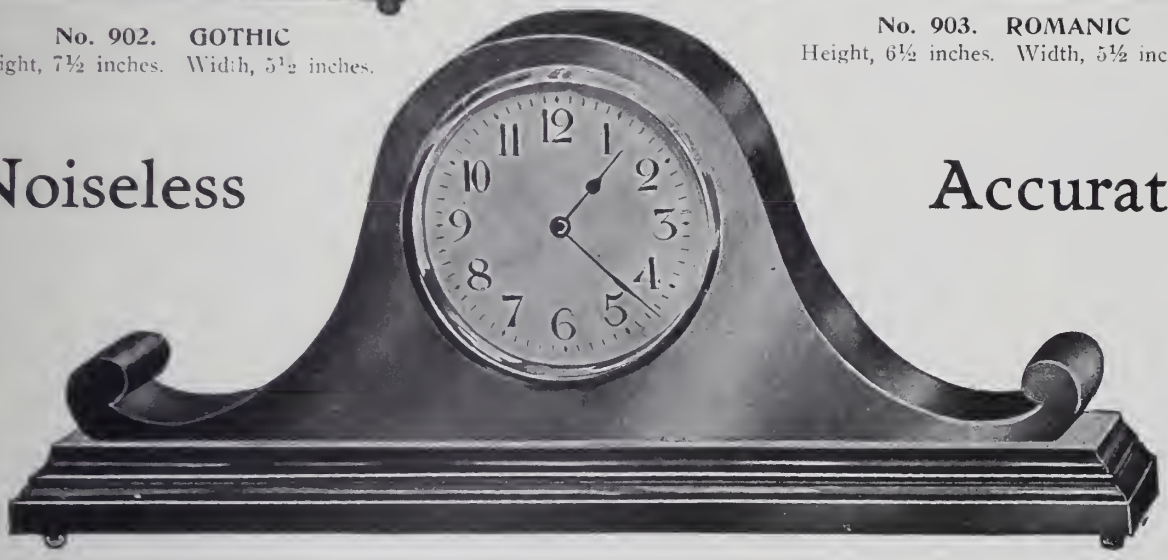


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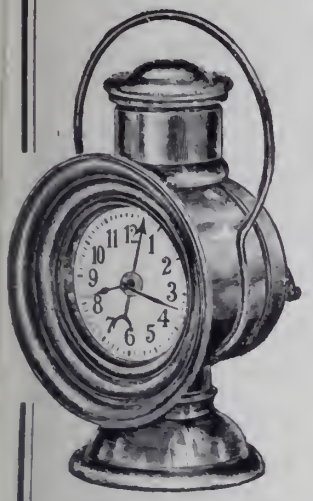
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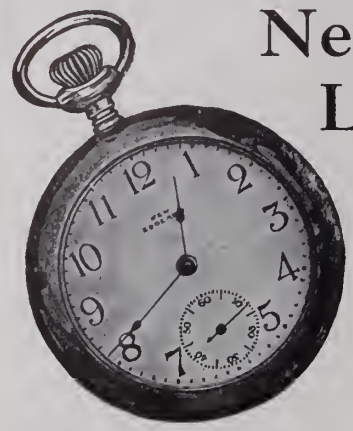
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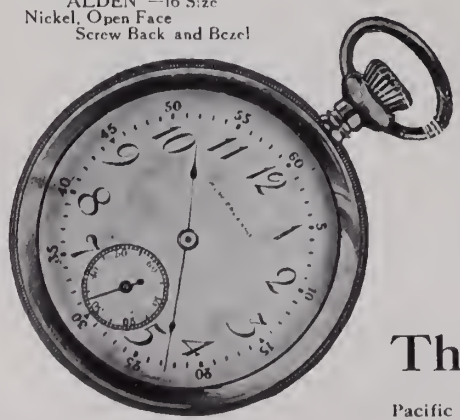
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Written expressly for The Jewelers' Circular-Weekly by A. E. Edgar.

Earnestness in Salesmanship.

ANY man who will may become a good salesman. This statement may startle some of our friends who believe that salesmen, like poets, are born, not made. But it is true, nevertheless, that any man, young or old, may, if he has the will, become a good salesman. It may take longer for some, but all may succeed who are earnest in the application of their own and others' experience.

There are schools and colleges that teach salesmanship along with such other studies as law, arts, bookkeeping and accounting. The courses taught are all founded upon psychological lines and actual experience.

The modern store is responsible to a certain extent for the large number of mediocre salesmen that are found behind its counters. The merchant, or buyer, places his merchandise on his shelves and then employs men to show them to the customers the advertising man entices into the store. The wares, or the low price placed on them are expected to do the selling. The lowest wage is paid and practically all that is expected in return is the automatic showing of goods.

But there has lately been a perceptible change in these methods. Even department stores are finding that individual service in an individualized shop or department is far more profitable. Men with selling ability are being called for and as they come forward are being rapidly promoted.

The average clerk is not much of a salesman. He holds his position because there are none better qualified to take his place. But they are being qualified and in a few short years there must be one grand awakening. Why not begin now to qualify for the higher positions? Every clerk can if he wills.

Earnest endeavor is all that is necessary. A little study that is much more pleasant than arduous and in a little time one becomes so enthused with the selling spirit that it is impossible to stand still.

Here are some of the principal studies:

1. The clerk himself.
2. The wares he is selling.
3. The customer.

To be a successful salesmaker a man must be able to govern his thoughts and control his actions. He must be able to simulate interest when he feels uninterested. He must be able to creat a good impression on every customer. He must be able to hide any spirit of antagonism that some customers seem to delight in arousing in the clerk's mind.

He must be able to govern his thoughts. He must be able to concentrate his thoughts upon the work in hand and by earnest endeavor, in a manner hypnotize his customer and create in his mind a similar enthusiasm for the goods. Concentration of thought and a will to accomplish the object in view can only be obtained by a training that is severe and sometimes lengthy. But it is worth while.

The true salesman must believe in his goods and give absolute loyalty to his employer and his store. The man who excuses this and that about his store and employer has this lesson to learn. He must be able to see behind this and be bubbling over at all times with eulogistic praise of everything connected with the establishment. Here's a place for earnestness again.

The slightest doubt about the value, style or suitableness of the wares lessens the mind force. One negative thought will work more havoc in the salesman's mind than a hundred affirmatives can overcome.

The salesman who is earnest in his endeavor to succeed will be earnest in an endeavor to please. He will take a pride in personal cleanliness, in dress and deportment. These are fundamentals in learning the value of impression on a customer's mind.

To be able to impress one's knowledge of his business upon a customer without an effort he must have a complete knowledge of that business. The salesman who can explain the process of cutting glass when showing his cut glass wares creates in the mind of the customer a confidence of his ability and an inclination to accept his word about the goods. It is only by plain ordinary study that knowledge such as this can be obtained. By reading authoritative text books on the different classes of goods and a frequent examination of the goods on the shelves one can soon become expert in their valuation.

The salesman who knows but little of the technical knowledge of his goods will be the one who most frequently uses technical words and phrases that are unfamiliar to the ears of the customer. This does not help to sell goods, but rather is a detriment. A plain explanation, in common English, is more easily understood and more interesting to the listener.

The salesman will find the study of the customer the hardest part of his education. There are many different classes, but nearly all can be classified, and when once placed in his class the salesman knows how to handle him. The study of human nature will never be complete, so the salesman will always be learning.

The vices and virtues of most of us are written all over our faces. Every expression of the face, every wrinkle is a telltale of our thoughts and emotions. The very tone of the voice has its own significance in the expression of thought.

The true salesman will be able to read most of his customers "like a book" and govern his actions accordingly.

No salesman can become great unless he has a real interest in serving his customers satisfactorily. He must convey an expression of earnestness to his customer if he expects to receive attention, create desire and close a sale.

Keeping a Record of Customers.

Every jeweler has at times felt that he would give a good deal for a good list of his actual customers and their addresses. Others have worked hour after hour picking out names from directories, tax lists, or other sources, and these lists when compiled are sure to be very inaccurate and incomplete.

By following a plan that has already been tried out by many other merchants the jeweler may in the course of a few months have at hand a most complete and accurate list of his actual customers—people who are predisposed to favor his store and his wares. He can also keep a close index on all his customers' purchases.

Most jewelers use a desk register, or counter sales slips. When a sale is made a record is made of it by either plan. It is an easy matter to write in the customer's name and address. This can be secured



Every

Rockford Watch

is a masterpiece, as to

Beauty, Finish and Timekeeping Qualities

Made in over fifty grades, a satisfactory 0 size in every particular, a beautiful and popular 12 size, a full line of moderate priced, and railroad grades, in 16 size, and sixteen grades of 18 size, many of which are generally accepted as railroad grades.

Why not buy the best, that also bring to you the best profits? Write for new price list to-day.

Rockford Watch Company

Manufacturers of High Grade Watches ::: Rockford, Ill.



HOFMAN QUALITY



"BEAUTY IS ONLY SKIN DEEP"

Don't trust to your eyes alone when buying store fixtures.

HOFMAN FIXTURES

are the product of the finest organization of its kind in this country—of men who combine the highest skill with an inherent love of their work; and the materials used in the construction are the best that have yet been found to satisfactorily meet the various particular requirements.

Other fixtures may look as good for less money; but Hofman Quality assures usefulness and good service long after the other fixtures have passed into disuse. Remember, there's real economy in buying the best, and there's only one best kind of store fixtures—HOFMAN FIXTURES.

Write for our catalogue to-day.

HOFMAN QUALITY

HOFMAN QUALITY

JOHN HOFMAN CO., 144 Leighton Street ROCHESTER, N. Y.

NEW YORK OFFICE, 806-807, 1 West 34th Street





HOFMAN QUALITY

Storekeeping Department.

very easily by saying: "We'd like to send you some of our booklets," or a calendar may be promised toward the end of the year. Most people will freely give the information desired.

Some firms pay their clerks a cent a name for all new customers. Some pay five cents a name for all new customers' names and one cent for the name and address of each customer who has traded their before. This may or may not be a good plan, but it has one advantage. It is to the interest of the clerk to secure these names and addresses and at the same time he becomes better acquainted with his customers, is able to call them by name, and a customer likes that.

A good list of live names with their proper addresses is very valuable if it is properly used. To make it more valuable the jeweler can index each purchase as it is made on the back of the address card. That is, if a loose card system is used, and it really should be.

Besides the address any other information may be added to the address such as the names of the members of a family, their ages and the dates of birthdays. Little notes of congratulations can be sent to the younger people on these dates. To the older members of the family a booklet or circular a few days before may act as a reminder.

Suppose Jones rushes in at the last moment and breathlessly exclaims: "This is my wife's birthday, and I nearly forgot all about it. I want something for her and I don't know what to get." Mr. Jeweler shows two or three articles, goes to his card index, looks up the purchases made by the Jones family. Finds that certain pieces of silverware were recently purchased—why not have Jones buy the balance of the set? A little tact and Jones carries away the other pieces to match the set Mrs. Jones has. Mrs. Jones will, of course, praise Mr. Jones for his good taste and Mr Jeweler will get Mr. Jones' kind thoughts and any further business that he can throw his way.

Here is another little way in which these cards may be brought into use. Most persons when they see an article they like very much are unstinted in their praise of it. Supposing Mrs. Jones had been in for some trifle a short time previous to her birthday or her wedding day or at Christmas. While in she saw a pearl crescent, say, and "fell in love with it." After Mrs. Jones had gone Mr. Clerk makes a note of this on the Jones card and files it in a date index a few days previous to the event (birthday, wedding or what not). When this date comes around the jeweler sends Jones a little note of congratulation or a word of caution telling of the date in question and that he has a little trinket that Mrs Jones had admired very much not long ago. Would he like to look at it? Just telephone and he'd send it over to his office. And so on. That's business.

Perhaps some jewelers would find this took up too much of their time. If so, have some one else do this work. It can be done by anyone who can read and write, as it is merely to transfer from the sales slips the items and addresses. This is a chance to increae sales by knowing just when and what to offer in your wares to individual purchasers.

The list of names and addresses is valuable in itself and should be supplemented by another list of prospective customers. To both these lists the regular issues of booklet and circulars should be sent.

Cashing Checks for Strangers.

The jeweler who cashes a check for a stranger does so at his own risk. A check is merely a sight draft on the bank named on its face. Unless the signature of the person drawing the check is recognized, the person presenting the check should be identified. The bank would require this, why should not the jeweler?

A short time ago a well-dressed stranger entered a jeweler's store and purchased an $8 handbag. He tendered a check for $20 in payment. The jeweler did not have change for it and as it was after banking hours he took it to a saloon keeper who cashed it on sight.

The bank returned it as no good and the jeweler had to pay the saloon keeper $20. So much for cashing checks for strangemen.

Salesmanship.

IN selling goods that point of time when one man is ready to buy what the other is ready to sell—*that is the psychological moment.*

In persuasion, when one mind causes the idea that "that sounds reasonable" to sprout in another mind through the force of argument—*that is projection of thought.*

The projection of the right thought at the psychological moment—*that is Salesmanship.—Business and the Bookkeeper.*

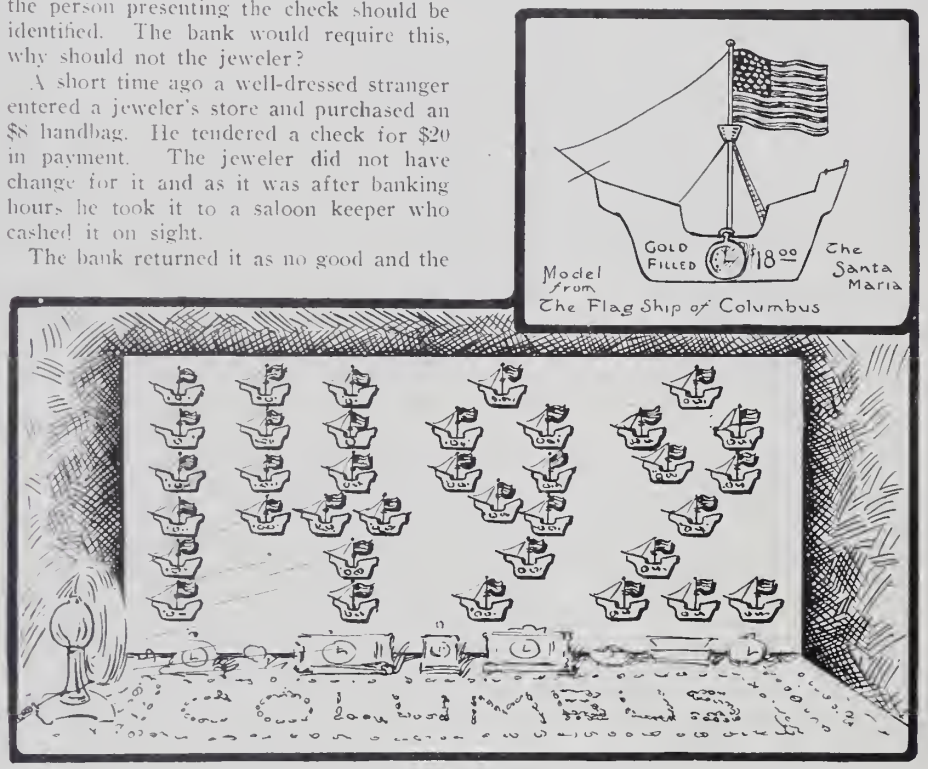
Arthur Dingle, colored, was found guilty on a charge of stealing a valuable brooch in Wilmington, N. C., recently and was sentenced to six months in jail. When arrested some of the stolen jewelry was found in his possession.

Original Display for Columbus Day.

(Designed expressly for The Jewelers' Circular-Weekly.)

THE anniversary of the discovery of America is being recognized more and more with each succeeding year, and consequently a special display for this holiday is appropriate and timely. The attraction illustrated in the accompanying sketch is easy to arrange and inexpensive, its sole cost being the time consumed, and as it can be practically completed and in readiness for use before removing the old display from the window, it will serve as an interesting pastime for leisure moments.

The materials necessary are several sheets of white cardboard and five or six dozen extra small flags. The entire cost should not exceed 75 cents. Secure an old print of an ancient sailing vessel, paste this on a piece of cardboard and use it as an outline model, when trimmed as a pattern, to cut out the other "ships."



AN ORIGINAL WINDOW DISPLAY FOR COLUMBUS DAY.

Use a background of blue or green, and on this place the ships so that they form the figures 1492. On each ship put a "cargo," some small articles of jewelry, and a flag; this gives an opportunity to exhibit a large variety of goods, and at the same time a means of quoting a price on each article.

Place an electric fan in the window and create sufficient air current to keep the flags in motion. The effect will be surprising and gratifying.

The marriage of Henry A. Baker, a jeweler in Knoxville, Tenn., to Miss Sue Elizabeth Freeman has been announced.

A reward of $400 has been offered by Udall & Ballou, Newport, R. I., jewelers, for the return of a diamond brooch which was lost or stolen at that place recently.

L. H. DODD & CO.

FORMERLY OF BRIGGS & DODD

All Correspondence Strictly Confidential

Long Distance Phone, Drexel 2906



¶ Since January 1910, I have conducted the largest and most successful sales ever made in America. Acknowledged by the trade as holding first place as a Jewelry Auctioneer for more than twenty years.

References of Sales Made

W. H. Beck, Sioux City, Iowa.
I. Itken, Butte, Mont.
A. E. Elbe & Son, Bloomington, Ill.
Frank Curtis Jewelry Co., Decatur, Ill.
G. A. Wendel, Dixon, Ill.
Fergerson & Craig, Champaign, Ill.
Wood Bros., Paris, Ill.
Sturgell Jewelry Co., Paris, Ill.
Meyer Jewelry Co., Peoria, Ill.
White & Kouch, Chicago, Ill.
I. Kronberg, Little Rock, Ark.
W. H. Booth, Sioux Falls, S. Dak.
Berry Armstrong, Port Arthur, Ont.
W. C. Feetham, Sault Ste. Marie, Mich.
Sartor & Sprague, San Antonio, Texas.
R. M. Murry, Huntsville, Ala.
McFarland Jewelry Co., Orange, Texas.
A. Holzman, Atlanta, Ga.
T. K. Smith Jewelry Co., Oskaloosa, Iowa.
Geo. Sells Davis, Newton, Iowa.
J. L. Wanner, Paducah, Ky.
Gilmore & Krause, Kenton, Ohio.
F. R. Pancoast, Hasting, Mich.
G. R. Pattison, East Liverpool, Ohio.
J. Cartwright, Dodgeville, Wis.
A. E. Krieft, Delphos, Ohio.
F. R. Jones, New London, Iowa.
W. Couse, Shell Rock, Iowa.
Wooley & Co., Tracr, Iowa.
Baldwin Jewelry Co., Sbelbyville, Ky.
J. S. Lobenstein, Oskaloosa, Iowa.
Walker Greer, Newberrf, Tenn.

¶ Without question I have the strongest and best talent in America to assist me in all sales, giving the services of two of the best men in this line of work for the cost of one.

4607 MICHIGAN AVENUE
CHICAGO - ILLINOIS

Criterion Decorative Co.

DEPT. C.

613 West Girard Ave., Philadelphia

Decorative - Art - Embroideries

Estimates and sketches furnished for Special Work.

THE VALANCE



Send 4 cents in stamps for illustrated catalogue showing window decorations.

A Beautiful Decoration used in "Show Windows" of the Better Class Shops.

C. O. BAKER, Pres. C. W. BAKER, Vice-Pres.

BAKER & COMPANY

INCORPORATED

PLATINUM, GOLD AND SILVER REFINERS, ASSAYERS, SMELTERS AND MANUFACTURERS



PLATINUM AND GOLD SETTING DEPARTMENT

NEW YORK OFFICE - - 30 Church Street
Telephone, 3811 Cortland

WORKS 408 N. J. R. R. Ave., NEWARK N. J.
Telephone, 3 Waverly

PLATINUM AND GOLD SETTINGS CARRIED IN STOCK AT BOTH ADDRESSES

Letters of an Old Merchant to His Son.

Practical Business Advice from the Experienced to the Inexperienced.

(Continued from issue of Aug. 30.)

No. 17.

My Dear Son:

I was loafing down at the jewelry store this afternoon and heard a traveling man make such a fool of himself that I decided any man on this green globe might be a fool upon certain subjects, even my own boy, so I thought I would talk this man's failing over with you to-night so you could see how others feel about such things.

This fellow was a heart-crusher; he admitted it himself. He not only admitted the charge, but proceeded to make a lengthy confession which, if true, proved that his output of crushed hearts each week should be estimated like the output of a stone-crusher, by the ton.

He told of one experience after another, happening in all parts of the country; how he impressed this one and that one, and what fine letters he had received from others with whom he had been acquainted only a few moments. He was certainly a world-beater; at least, we allowed him to claim the championship and finally get away from the store without entering a single protest. Then Sam and I had a talk about how easy it is for a bright, brainy man to make several kinds of a fool of himself.

Sam said that something of that kind happened almost every week, but generally when several salesmen happened to be in the store at the same time and were talking to each other; and that he had seen the time when he found it necessary to break up the party because of the fact that it was interfering with his business. This only goes to show how common it is for men to talk of their conquests with the fair sex when they congregate together and think they have talked business long enough.

This is one thing no gentleman should ever do. There is no excuse for his ever mentioning the name of any young lady, or any old lady, or telling anything about the good or bad times he has during the hours devoted to pleasure. He ought to be able to talk about hundreds of things that would be of more interest to others. Our trouble is that we are inclined to think that others are always interested in our affairs of the heart. This is seldom the case when they are not acquainted with the young lady in the case, and if they are acquainted it shows very poor judgment on the part of the talker to say anything about her.

Understand, I have no objection to any man being popular with the ladies. I think it is the proper thing, both as a matter of business and as a matter of pleasure; but I want him to cultivate the habit of keeping his mouth shut about them and his mind occupied with other thoughts when it comes to talking to business acquaintances.

It can do you no good for some business man to know that you are popular with the ladies in a social way unless you get their trade, and if you told him that was the case the chances are 10 to one that he would take the statement to be a display of egotism on your part rather than the truth. You could not make yourself more popular with the ladies by such a course, for the business man would most likely class you as a petticoat fool, and then dismiss you entirely from his mind. He does not care whether you are a heart-melter or an iceberg in ladies' society. What he is interested in is the goods you have for sale and the prices and terms, and your selling methods.

Woman should be the last subject of conversation to take up with a business man, and then only upon his initiative. If he wants to talk woman and will do nothing else, let him tell the tales of adventure while you listen. You will find that he will think more of you, and so will the women, for they do not like to be discussed by Tom, Dick and Harry. Then you will think more of yourself, for, if you have the veneration for women that you ought to have, you will dislike anything that smacks of a discussion of their good and bad points when none of them are present to defend themselves.

To me it is a confession that a man does not know his business thoroughly if he has time to talk women in business hours. It is either lack of business knowledge or absolute disregard of the interests of his firm. He had better turn the conversation upon some new novelty, explain the factory procedure in making gold-filled jewelry, the methods of plating, describe the fixtures of someone else's store; in fact, there are hundreds of subjects of conversation a wideawake jeweler can talk about which will not only be of interest to his customer but will also stimulate trade.

There are so many things one can tell about the methods of manufacture that would be of great interest, also about the jewelry made and worn by different nations, etc. There is a lot of this information I know any jeweler can pick up by a little reading, and in this manner he can keep people interested in his own line of business, possibly stimulate that business and at the same time gain the reputation of being a thoroughly well-posted man, one it would be safe to see whenever anything of importance was needed in his line.

This would be a great deal better line of conversation than to be picking some poor girl to pieces or telling some big story about your own powers as a woman tamer.

Your Affectionate Father.

(To be continued.)

A fire which originated in the business section of Prentice, Wis., practically destroyed the town. Among the many stores burned was a jewelry store. According to the directory there is but one jewelry store in Prentice—that of Bernhard Braunwarth.

A Circular Letter Sent Out by a Jeweler in Louisiana.

Dear Madam: Will you let me do something for you? I want to secure your help in a little matter, and to do so will you do a good turn?

I have the best jewelry repairing and manufacturing shop in the south, with some of the best workmen possible to secure. (My foreman has been connected with one of the largest manufacturing shops in Chicago for 12 years.)

I want to advertise my repairing and jewelry manufacturing in the towns surrounding ——— and after studying over several different plans, decided that direct advertising would be most effective, lasting and better than newspapers, circulars and any of the conventional methods in daily use; believing this, I have decided to try to secure your co-operation towards gaining this end, at the same time benefit you, your friends and your relatives.

It is jewelry repairing and manufacturing which I wish to advertise, and the best way to do so is to do as they say in Missouri, "show you."

Therefore, if you will gather up all of your jewelry, old, new and partly new, broken, unbroken, bent, damaged in any way send it to me I will have it all repaired to look and be like new, polish all of it up as it was originally, size rings to fit any finger, do all that is necessary, and return it to you absolutely free.

In return, all I ask you is to write me a letter stating whether or not it is satisfactory, and send me a list of names of your lady friends and acquaintances, and also tell those friends whom you can reach without trouble, about me and show them some of the work I did for you; also inform them that if they will send their jewelry to me I will clean it and polish it up for them without charge, they to enclose with it sufficient postage to pay for mailing and registering it back to them. For any repairs I will make a small charge. My main object is to let every one know that I can do their jewelry work cheaper and better than they can get it done elsewhere.

I refer you to the Commercial National Bank of this city as to my responsibility. I have been in ——— for the last 18 years in the jewelry business, and am known all over the south. You no doubt have had occasion to know of me.

Trusting that you will be kind enough to give me a trial on this plan, and send me all of the jewelry you want to have repaired, I am, yours truly, H. S. H.

W. C. Graves & Bro., 11 S. Main St., Memphis, Tenn., are utilizing the public display idea as an advertising novelty and recently placed on exhibition a big array of "French" silverware in the popular Grand Monarch and Empire designs for the inspection of the trade.

The $5,000 damage suit brought by Aaron E. Harden against John E. Steinkamp, a jeweler in Jasper, Ind., has been compromised. It is stated that the sum paid by Mr. Steinkamp in full settlement of the suit was $50, and the cost of the suit was to be paid by Mr. Harden.



Newspaper Space and How to Use It.

Written Expressly for The Jewelers' Circular-Weekly.

OF all advertising mediums open to the retail jeweler I should place the newspaper at the top of the list—first in efficiency, if rightly used.

The newspaper is to the retailer what the trade paper is to the manufacturer. Like the trade paper the newspaper has its constituency—its clientele. To this definite following it stands as a friend. Moreover, it is the organ of their ideas and ideals.

This fact gives it a double value. First, it assures the dealer who uses it a tangible, measurable quantity and quality of circulation. Second, if it be a reliable sheet, it gives the reader conviction of like reliability on the part of any merchant using it.

What You Buy When You Advertise In a Newspaper.

A newspaper, therefore, sells something more than its space. It sells its prestige and its circulation. It tacitly stands sponsor for the advertisers whose announcements appear in its columns. And just as the friend whom you introduce into another friend's house is more warmly received and accorded more consideration than one who comes unrecommended, so the advertiser, backed by a newspaper of standing, carries more weight with that paper's readers.

This is, I believe, a view of the value of newspaper advertising which has never before been pointed out. That it has been recognized, even though not admitted, by publishers themselves, is evident from the stricter censorship of advertising copy maintained by newspapers of the better class.

There is also a point here which advertising men themselves are prone to neglect, namely, the tremendous importance of quality in newspaper circulation. Not merely "how many" but "who" read your ad is to be considered.

Consequently, I maintain that it is futile to ask, "How much should I pay for space in this or that paper?" The Boston *Transcript*, New York *Evening Post* or *Evening Post* of Chicago all have very small circulations as compared with the *American* in each of these three cities. Yet how absurd it would be for a jeweler of the class of Spaulding in Chicago or Tiffany in New York to use the *American* in preference to one of these aristocratic evening sheets, merely because more people read the ad in one than in the other.

While, of course, I have no data on which to base a specific comparison, I should say offhand that the ratio of possible purchasers of gems existing between the "high brow" papers on the one hand and the popular Hearst papers on the other would be at least 50 to one. In other words, in order to equal the *Transcript*, or the New York *Post*, or the Chicago *Post* as a medium for interesting prospective buyers of fine jewels, the *American* in either of the three cities mentioned, would have to have 50 times as many readers. Personally, I believe this is a very conservative estimate.

In the one case practically every reader is a possible customer. In the other case, hardly one in 50. A jeweler, therefore,



UMBRELLAS WELL ADVERTISED.

who advertised an importation of pearls in the *American* would be paying for a tremendous waste circulation.

Wm. Freeman, advertising manager of the New York Evening *Mail*, who syndicates a series of advertising talks in prominent newspapers, advises retailers to advertise all the time.

But Mr. Freeman holds a brief for a daily paper, inasmuch as he makes his living by soliciting advertising for one. My own observation and the experience of merchants with whom I have discussed the subject, fails to prove to my own satisfaction that continuous newspaper advertising is profitable—at least for the jeweler. For the metropolitan department store, located in the central shopping district and with a multiplicity of wares to offer, I can conceive that newspaper advertising would be well-nigh indispensable, not now and then, but every day in the week.

News Makes Best Copy.

Newspaper advertising should be nothing more nor less than merchandising news—news of your store. When you have something to say to the public of actual news value, it is wise to use the newspapers to tell about it, whether the time be "knee deep in June," at the fag end of July or in the heart of February.

For a jeweler, I do not believe in the use of newspaper space "merely to keep your name before the public." People buy newspapers because they want the news. You will play safe if you give them what they are looking for.

"But what is news?" you ask. There are no fine drawn rules. Anything that



NEAT ADVERTISEMENT OF A WELL-KNOWN CANADIAN FIRM.

saves a man money is merchandising news. So is anything that adds to his comfort, saves time or makes life better worth living.

Copy for newspaper advertising should be specific. Feature a single line at a time or a single article and give prices. It seems to be agreed among retailers—not jewelers only—who have spent much money in newspaper advertising, that generalities, no matter how they glitter, do not have the sales-compelling magnetism of simple, straight facts about some definite piece of merchandise.

Braggadocio, whether it emanates from an individual or from a business, has the same effect on those to whom it is addressed. We may believe the egotist and grant all his premises, but we are very apt to be bored by his self-vaunting.

Newspaper advertisements should be appropriate to the season. Local events of general interest should be woven into your copy. The Old Home Week, Fourth of July, Labor Day, week ends, camping season, opening of school, Thanksgiving, Christmas, all are times of significance from the advertising standpoint. In the smaller towns, even the Sunday School picnic is an event of not too slight impo

Retail Advertising Department.

tance to be made use of in newspaper copy.

"Top Aparts" in Demand.

Where your ad appears should have consideration second only to what you say. "Position" is the newspaper publisher's bugbear. Like Mr. O'Shaunessy, when all the guests at dinner called for "a leg," one can imagine the hard-pressed publisher asking, "Do you think it's a spider I'm carvin'?" For "top aparts" are limited, yet that is what every body wants.

As demonstrating the value set by big advertisers on preferred position, is the fact that the Royal Baking Powder Co. place no contracts unless position can be secured apart from other advertising or with reading at least along two sides. Certainly no advertiser has used newspaper space more extensively, persistently or successfully, and who shall say that this care for position has not had its effect on the results which this concern has unquestionably secured.

In *Printer's Ink*, the organ of the advertising world, a controversy has recently been progressing on the question of typographical effects and their value. Is a knowledge of the technics of printing and engraving necessary in order to make advertising resultful to the utmost?

Nobody will deny the immense importance of "set up," balance, and the selection of type faces suitable to the subject advertised.

Yet technical education along these lines, however desirable and beneficial, is not essential. Good sense is, however. And, likewise, good taste. The advertiser who has these qualities properly developed can not go far wrong in the mechanical preparation of his advertising.

Caslon a Safe Type.

A safe type for newspaper display, and specially appropriate to the jewelry trade, is Caslon. Set your ads in Caslon old style with headlines of Caslon bold, Caslon bold italic or Cheltenham bold and you will be assured of a dignified and readable result.

A potent attention-getter in newspaper advertising is white space. It concentrates attention. An ad surrounded by white margins stands out on the page and immediately arrests the eye. When to this distinctive touch you have added the force of a telling heading, you have accomplished the first step in result-getting.

The extent to which manufacturers are interesting themselves in the advertising of dealers handling their products has resulted in vastly improving the tone of retail newspaper advertising. For the advertisements which the manufacturer furnishes to his dealers are the work of the best advertisement writers—men who do nothing but write advertising literature, and who have studied the salient points of the product they are exploiting and analyzed it from every standpoint.

The weak feature of such advertising is that the copy must be general—the same talk that hundreds of other stores in hundreds of other towns can use. They cannot be the spontaneous utterance of the store itself. They are like ready-made clothing as compared with the individual garment of the crack tailor.

This fault, however, is being overcome by manufacturers in some lines, notably in apparel lines. These few leaders maintain an ad service bureau at great expense in order to supply individual copy, ideas and plans to stores that carry their goods.

In availing himself of these bureaus the retailer is getting ability which he could not afford to buy on his own account. And the manufacturer is binding his dealers to him as with "hoops of steel," and at the same time building up his own prestige with the local consumer.

Specific Advertising by a Well-known Concern in Atlanta, Ga.

SPECIFIC advertising, that is, advertising one thing at a time, is undoubtedly most effective. This system of advertising has been adopted with a great deal of success by the enterprising firm of Maier & Berkele, Atlanta, Ga., who use three daily papers in Atlanta and 12 out-of-town



SPECIFIC ADVERTISING BY MAIER & BERKELE, OF ATLANTA, GA.

papers. Double-column announcements, varying in size from 5 inches to 12½ inches, are used during the wedding months. At this season the firm also uses as much as 8 inches, triple column.

The effectiveness of the advertising is aided considerably by attractive window displays of the goods that are advertised in the newspaper. When silver candlesticks, for example, are featured in the advertisement, these articles are displayed in the show window in handsome lined cases. A neat card is also shown giving the price and a terse description.

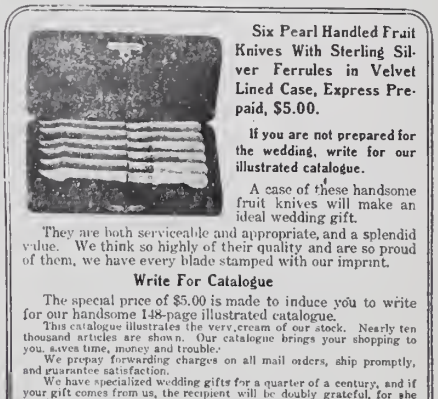
The firm does not cease advertising during the so-called dull months, but uses at that time single-column advertisements, about 5 inches in length. The concern makes a contract to run its advertisement every day in the morning newspaper in Atlanta, and the two afternoon papers are used alternately. The campaign is systematically laid out for the entire 12 months, and as the business increases the advertising appropriation is increased.

All of this concern's advertisements give the reader suggestions, which are very essential in any kind of newspaper advertising. The goods are minutely and interestingly described and prices are quoted. The store policy adopted is one of dignity and courtesy toward all, and has done much to build up the firm's success.

A New Book for Advertisers.

"SPECIALTY Advertising—The New Way to Build Business" is the title of an attractive little volume by Henry S. Bunting, editor of the *Novelty News*.

Specialty advertising in the words of the author "is a generic term used to cover a method or system of advertising. Its im-



ANOTHER ADVERTISEMENT BY MAIER & BERKELE, ATLANTA, GA.

port will be fully understood only by contrasting it with the better known system of 'space advertising,' or 'general publicity,' secured mainly through the use of newspapers and periodicals."

In the chapter entitled "Ideas, Not Goods, Comprise Specialty Advertising," emphasis is laid on the importance of the proper choice and adaptation of the various specialties. A retail jeweler, for instance, would find an art celluloid blotting pad, an art calendar, or a lady's diary an appropriate specialty, while this would be ill-adapted for distribution by a retail grocer. The chapter entitled "Letter Enclosures," is unusually interesting, showing the dealer how to get the maximum results for his postage expenditure.

Specialties undoubtedly have their place in the wide field of advertising, being a suitable aid for retailer, manufacturer or jobber to use in conjunction with newspaper space.

The little volume is handsomely bound in light blue cloth, the title being printed in gold. It contains 163 pages. R. F. N.

In the arrest of a man in Bonner Springs, Mo., recently, it was thought that one of the thieves who robbed the Franklin Jewelry Co. at Kansas City in July had been captured. However, the man gave satisfactory explanation as to his identity and innocence, and he was released.

You Can't tell the Power of a Car by the Loudness of its HONK or Pairpoint Crystal Hand Cut Glass from Pressed and Cut, by the size of the blanks.



Pairpoint Glass

is Hand Cut, Crystal in Color, and Dainty in Design—and the shape will appeal to the refined trade.

THE PAIRPOINT CORPORATION

Photograph Books showing any of these lines complete loaned to the trade on application for inspection } Cut Glass, Silver Plate, Electric Portab'es, Prize Cups, Brass Goods and Sheffield Reproductions

FACTORIES:
NEW BEDFORD, MASS.
Dept. D

BRANCHES:
NEW YORK - - - 38 Murray Street
MONTREAL Coristine Building, St. Nicholas St.
SAN FRANCISCO - - 717 Market Street

THE CONNOISSEUR

Devoted to Art Pottery, China, Marbles, Bronzes, Cut and Decorative Glass Ware, Bric-a-Brac, Lamps, Art Metal Wares, Fancy Goods and Kindred Lines

THE CONNOISSEUR'S HANDBOOK.

Definitions of Some Technical Terms in Gold and Silver Smithing and Ceramics Alphabetically Arranged for Easy Reference.

By Clement W. Coumbe.

(Continued from issue of Sept. 13.)

LUKE, St., the Evangelist. A tradition of the Greek church makes St. Luke an artist, and his special delight was to paint the Virgin. He is supposed to have carried everywhere with him a portrait of the Virgin, and by means of it to have made many converts. He is represented as an Evangelist, with an ox, often winged, or with his easel and brush, painting the Virgin."—Tabor. *St Luke* is the patron saint of artists and academies of art. The attribute of an ox



ST. LUKE'S (APOSTLE) SYMBOL (AFTER EYTH).

(emblem of sacrifice) signifies that he wrote of the priesthood of the Savior.

LUSTRE WARE (cer.). This beautiful ware, so called from the metallic *lustre* of its glaze, dates back to the earliest stages of European ceramics. The lovely effect of the metallic sheen on its surface is brought about by pigments containing oxides of copper, silver, gold, etc., used as a glaze. In the *reducing* flame these return to their metallic condition. The actual origin of this ware is in doubt. Until recently Persia was supposed to have been the source, but specimens of the XI. century have been found in Egypt, and Saladin declared that *lustred* plaques upon the Kairun mosque are inscribed as presented A. D. 864 and 875 by Emir Ahmed-ibn-el-Aglab. Edrist wrote (XII. century) that Calatayud (Spain) was then producing "gold-colored pottery which is exported to all countries." Willliams says Ibn-Batutah (middle of XIV. century) declared "beautiful golden pottery" was then made at Malaga. Other old writers say "glazed and gilded porcelain" was produced in Murcia and Almeria. "The kingdom of Valencia also made this beautiful ware—Manises especially. During the reign of Jayme the Conqueror Játiva, Paterna, Quarte, Villalonga, Alaqua, Carcer, Moncada, etc., were producing this ware." And Williams says "early in the XIV. century 14 potteries were working in the town of Biar, and 23 at Triaguera. Manises, however, maintained the lead for many years." And during the XIV. and XV. centuries *lustered* pottery in large quantities "was produced in many parts of Andalusia, Castile, Aragon," as well as Valencia. With the expulsion of the Moors the art degraded both as to *lustre* and patterns, the former becoming more coppery and the latter coarser. In the last century Bowles wrote that the factory of the Count of Aranda at Alcora produced the best made in Europe. No proof exists that Seville ever made *lustre-ware*.

The Hispano-Moresque *lustered* plateau given in the cut is described by Fortnum as follows: "Raised gadrooned center,



LUSTRE WARE. HISPANO-MORESQUE (VALENCIA) DISH. SOUTH KENSINGTON MUSEUM.

the outer border ornamented with large raised leaves, the inner with scroll foliage. XV. or XVI. century (Majorca or Valencia), 16¼ diameter."

Italian lustre-ware of the XVI. century was produced only at Pesaro, Deruta, Gubbio, Urbino and Castel Durante: a few experimental pieces having been produced at Caffaggiolo and elsewhere. The term majolica originally implied only *lustre-ware*, because that was the specific term given



LUSTRE BACINETTO EARLY GUBBIO MAJOLICA (ABOUT 1500). MOORISH STYLE DECORATION. SOUTH KENSINGTON MUSEUM.

to the first products in imitation of the Hispano-Moresque ware which was a *lustre-glaze* of such beauty as to cause its practice in Italy. Solon says Deruta never departed from the nacreous (madreperla) and brassy *lustres* originally borrowed from the Moorish potters, while Gubbio added variety "passing from bluish-purple to ruby red, from golden yellow to emerald green", methods never known to Deruta. These were the noted *rubino* and *madreperla*.

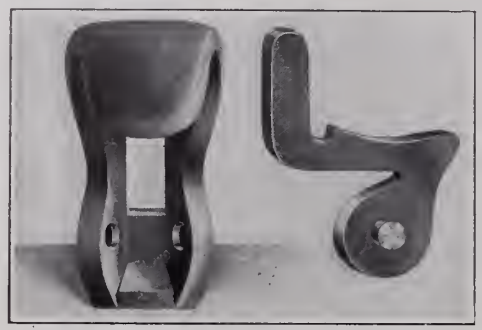
The *lustre* pigments were known to the Italians as *rubino, cangiante, madreperla*, and *a reverbero*. The French know them as *reflet metallique, nacré*, etc.

English. The early *silver lustre*, produced by a deposit of platinum solution, was *lustred* both inside and out, because it was made to take the place of silverware, for those who could not afford the metal. It was made first about 1785. Later ware has *lustre* only outside. The first made was often free from ornament. John Hancock is said to have used it at Stoke, and Thomas Wedgwood (Josiah's son) used platinum in 1791. Platinum is generally termed "silver" *lustre*.

Richard Frank, a potter at Brislington, near Bristol, and his son, produced a crude ware in good cheap copper lustre about 1770. It was used on baking dishes, etc. Later, a bronze lustre was introduced. Swansea made it in excellent quality. It had reserves or panels decorated with views, or relief decoration in bright enamel colors. The latter is a light, well potted ware, the former is coarse and heavy. *Gold*

The BLANCARD SAFETY CATCH

Made in a Variety of Sizes



Cuts Show the Catch Before and After Assembling
Obviates the Use of a Rivet

Its Strength
Durability and
Neat Construction

make it desirable for the better grade of jewelry.

Assembling pliers may be obtained from us if you desire.



Patented March 1, 1910.
Other Patents Pending

Write us for further information

Blancard & Company SETTING MAKERS
96-100 Maiden Lane, New York City

"Look for the Lenox Trade Mark when buying fine China"

LENOX

LENOX CHINA



The Virginian Decoration (Copyrighted)

LENOX, INCORPORATED
TRENTON, N. J. Walter S. Lenox, Pres.

YOU SAVE

in using

The New M.P. Safety Catch



just exactly the amount it costs you to assemble any other, plus what it is worth to you to ship promptly.

The Metal Products Corporation

Manufacturers of

Jewel Settings, Metal Ornaments and Jewelry Components

1012 Eddy Street PROVIDENCE, R. I.
New York Office, 611 Broadway, Room 605

Established 1879 Manufacturers of

LOUIS W. HRABA **Fine Leather Goods**

29 East 19th St., New York Exclusively for the Jewelry Trade

JACOT MUSIC BOX CO.
MIRA MUSIC BOXES AND MIRAPHONES
25 West 35th St. NEW YORK

lustre was made by Josiah Wedgwood about 1776, but about 1792 he used it with signal success in the shells of dessert services of "Pearl Ware." Gold and copper *lustre* decoration are at times found in combination. "Purple of 'Cassius" gold *lustre* bands are found on Newcastle and Sunderland pieces acting as borders to transfer decorated mugs and jugs. They are of a low type of art.

MADRE-PERLA (It.). Mother of pearl. *Madre-perla* lustre was much used on Italian majolica ware. See *majolica*.

MAIL. In Christian art St. William of Aquitaine has been depicted in coat of mail by Callot.

MAIOLICA. Another form of spelling *majolica* (to which refer).

MAINTENANCE. Cap of (her.), or *cap of dignity*. "Anciently belonging to the rank of Duke. It is formed of crimson velvet, turned up ermine, and frequently called a *chapeau*, and by the French *bonnet ducals*. It often occurs borne under the crest instead of a wreath."—Berry.

MAÎTRE DE FORGE (Fr.). Pewterers who were sufficiently efficient to hammer out bowls and dishes by hand were so named.

MAÎTRISE (Fr.). A term used by artificers for test-pieces made by the worker to prove efficiency as a qualification to receive the title of *master*. A masterpiece.

"MAJESTY" (Italian, *Maesta*). An ecclesiastical term. "A conventional representation of the Saviour in glory, on a throne, encompassed by a nimbus, and surrounded by cherubim, and the four evangelistic symbols, and the letters A and Ω."—Mollett. In heraldry the term *majesty* "is applied to the eagle when crowned and holding a sceptre."—Berry.

MAJOLICA (cer.). Often spelled *maiolica* (Fr. *majolique*). Metal lustre pieces only were imported into Italy from the fabriques of the Spanish Peninsula or the island of Majorca (all Moorish) till the XV. century, therefore, the term *majolica* (said to be derived from Majorca) referred at first specially and alone to lustred ware, even after Italy commenced its production. By the XVI. century the term *majolica* was used to define all the highly-glazed artistic tin-enamel pieces produced in the Italian towns of: Pesaro, Urbino, Gubbio, Caffagiolo, Treviso, Bassano, Nove, Padua Candiana, Verona, Milan, Venice, Lodi, Turin, Genoa, Savona, Arbisola, Ferrara, Modena, Reggio, Scandiana, Sassuolo, Siena, Pisa, Asciano, Monte Lupo, San Querigo, Castel Durante, Citta di Castello, Bagnolo, Faenza, Forli, Rimini, Ravenna, Bologna, Deruta, Fabriano, Spello, Viterbo, Rome, Capo di Monte, Naples, Grotaglia, Castelli in Abruzzo, Palermo and Catala Girone.

"The manufacture of *majolica* * * * ware commenced about the middle of the XIV. century and arrived at its zenith in the first half of the XVI. century. By the end of the XVI. century most of these fabriques were in thorough decadence and disappeared altogether, others resisted a short time longer, but only to carry on—painfully—a difficult existence that did not remind one in anything of their splendid past, and even unable to preserve the special processes of manufacture."—Garnier.

The body of the old Italian *majolica* pieces is of a buff clay.

"*Majolica* pieces come before our notice in very different kind of shapes. * * * To these belong the *scodella* or *tazza*, a shallow bowl upon a high foot; the *ongaresca*, a deep bowl on a low foot; the *tagliери*, shallow dishes; the *canestrella*, a fruit basket; the *bacili*, deep dishes and plates; the *tondino*; the *coppa amatoria*, a deep bowl with busts of women in the central field; the *albarello*, an apothecary's jar of cylindrical, slightly concave, form, as well as the *vasi di spezieria*, the apothecary's receptacles. Most plentiful we find the dishes and plates, of which a large number are purely 'piatti di pompa,' showpieces, made for display on the buffets. This class of pieces, therefore, the most carefully manipulated examples, and the most beautiful work from the hands of Maestro Geronimo, Maestro Giorgio, and Fra Xanto, consist of plates, whose flat forms better adapt themselves than the vases, to more careful execution in painting. The shapes of the plates are, however, of the greatest variety, and represent the evolution from the entirely flat



FRAGMENT OF MAJOLICA WITH GROTESCHI DECORATION.

to the basin-style of form. The artists' treatment of these plates is so far different, the rim (*marli*.) either (especially with the deep forms) is an ornamental framing of arabesques or trophies surrounding the central picture, or the pictorial subject is carried out over the entire surface onto the outside edge, and the rim blends into the pictorial field. While the diameter is usually about 0.60 meter, some middle forms reach to 0.10 meter. * * * To these vessels are related the often richly decorated pilgrims' bottles —*fiaschini*—the, among others, very grotesquely formed tankards—*mezzina*—which likewise have come down to our time in most diverse forms."—Jaennicke. The list of articles produced in the *majolica* fabriques is a long one. We find: Salt-cellars, saucers, basins, bowls, cups (in the later period coffee and tea cups) human groups, animals, statuettes, "fountains" (tanks holding water for family use were so called), vases "for the garden (with snakes, dolphins, fish, torsos, and other grotesque-shaped handles), ink-pots, snuff-boxes," etc. For historical and other special features see under title of the different fabriques.

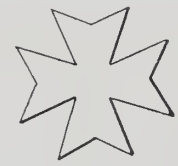
In more recent years all tin-enameled coated decorated earthenware is often spoken of as *majolica* incorrectly. The connoisseur terms as *faience* all such that do not belong directly to the original *majolica*.

MAJOLIST. A *majolica* worker.

MAJORCA (cer.). "After the fabriques at Malaga, and, perhaps, at the same time, there arose those of *Majorca*, of which the most important were at Inca. It is reputed of these establishments that, in 1442, a large sale was being made in Italy. From *Majorca* the Italians have made by a certain caress of language the word *majolica*, in French *majolique*, to designate faience in general. The faience of the Balearic Islands is easily recognized by its gold-copper metallic lustre, nearly always employed by itself, or with sober additions of blue. The dishes are freely decorated with gadroons, leaves of ferns and other plants embossed (*bombé*) the raised parts being bosses (*ombilic*). The mark, placed beneath, consists of a wheel, sometimes indented."—Maze-Sencier.

MALAGA (cer.). "This fabrique, already celebrated in the XIV. century, has made large dishes or basins called *aljofainnas* in blue, white and sometimes red, Oriental style, heightened with a gold-copper metallic lustre. Several basins, of which there remain very few examples, are decorated with bands and Moorish concentric motifs, of blue color on a white background. The famous Alhambra vase has been attributed to the *Malaga* fabrique."—Maze-Sencier.

MALTA, Cross of, "or *cross of eight points*. (French *croix de Malthe*, or *croix d'étoile blanche à huit pointes*) Baron says



CROSS OF MALTA.

a cross may have its extremities ending in 8, 12 or 16 points."—Berry.

(To be continued.)

Novelties Seen in Paris.

RATHER original, a chocolate pot, of which the spout was formed of the beak of some bird of prey. Another was low and in the shape of a small watering pot with a raised design of human figures. For the dinner table, a jardiniere with an oblong bowl of cut crystal with a band of silver in a bold design a jour and supported at each end with rampant griffins standing upon a metal base.

Brandy flasks of rather thick glass with a safety top automatically locked, are liked by motorists. The two bottles are placed in a wicker case and the design of the tops denote the contents, one being a thistle representing Scotch, and the other a spray of rye. A. M.

JUST figure up the *fuel cost of remelting.* When "Omega" Guinea Gold will give you a *perfect alloy* with one melt—isn't it short-sighted to "save" a few cents by using scrap or inferior alloys?

"Omega" Guinea Gold Alloy

Guinea Gold combines readily with the Gold in any proportions. Makes a homogeneous alloy *with one melt.*

Gold alloyed with Guinea Gold is a full rich color. It works freely under the rolls and in the press—will not crack in the working or the fire.

Its long, compact grain cuts bright and clear under the graver. And it polishes to a brilliant surface without waste.

Guinea Gold comes *granulated*—put up in duck bags of 5 pounds or 10 pounds—or boxed in bulk.

"Omega" Purified Shot Copper

Omega Purified Shot Copper is prepared to give the manufacturing jeweler a brand of Copper of *assured standards and purity.* It is made of copper selected from the finest brands that come into the market. Melted, purified and shotted. Sieved into uniform sizes and packed in duck bags of 10 pounds each. Omega Purified Shot Copper is convenient to use. It is kept free of dust, dirt and oxidation.

The granules melt quickly and yield an alloy of known composition and working qualities.

Write for generous working samples of Guinea Gold Alloy and Omega Purified Shot Copper —and our Booklet C., "Formulae for Alloying Gold," a series of working formulae prepared by our chief metallurgist. NO CHARGE.

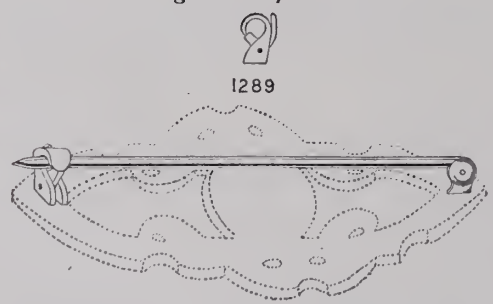
THE RIVERSIDE METAL COMPANY

MAKERS OF JEWELERS' METALS

RIVERSIDE, N. J.

No. 1289

Is the number of our New Extra Large Safety Catch



This Catch is made to be used on Belt Buckles, Fire and Police Badges, as well as on all work requiring a heavy and secure fastening.

Made in Gold, Silver, Platinum, German Silver and Bronze

HERPERS BROTHERS

18 CRAWFORD ST., NEWARK, N. J.

New York City Office, 35 Maiden Lane

Established 1865

ELIZABETHTOWN SMELTING CO.

Murray and Mulberry Sts., Newark, N. J.

Refiners and Sweep Smelters

We buy or refine Platinum and Gold Filings, Scrap or Bullion Sterling Scrap, Chlorides, Nitrates, Photographers' Wastes or any material containing *any* or *all* of the precious metals.

WE OFFER THIS WEEK FOR

Platinum Scrap, $41.00 per Troy oz.

and for

Sterling Scrap - - - 47c. per oz.

WE DO OUR OWN SWEEP SMELTING, enabling us to pay FULL MARKET PRICE for contents of PLATINUM, GOLD, SILVER and IRIDIUM IN JEWELERS' SWEEPINGS.

The services of our corps of Expert Metallurgical Chemists are always at the disposal of the trade.

Forward us any stock you wish the value determined

Workshop Notes

for Jewelers and Watchmakers

Cloth :: Postpaid, $2.50

Published by

The Jewelers' Circular Pub. Co.

11 John St., New York



WORKSHOP NOTES AND QUERIES

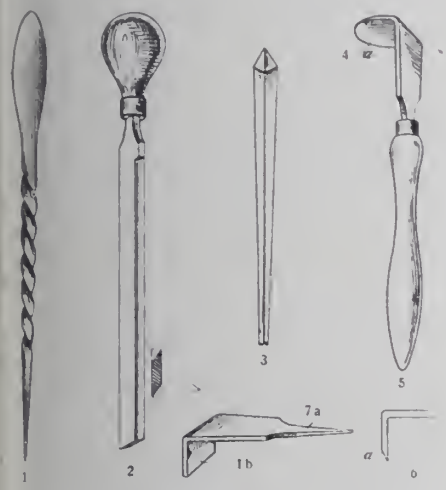
[Answers are also solicited from our readers to the questions published on this page.]

No attention paid to communications unless accompanied by full name and address of the writer.

QUESTION No. 2971.—**Use of Worn Files.** *How can I make use of worn files, which are constantly accumulating?*

C. W.

ANSWER:—Many useful tools can be made from worn files, especially the small round and three-cornered ones, as well as flat. Flat files are easily converted into burnishing tools of various shapes. Care should be taken when heating the old files.



TOOLS MADE OF OLD FILES.

to be forged or filed, not to overheat the steel, which would burn it and the tools made therefrom would be of no account. Bring the heat to a cherry red, which permits forging into shape. As soon as the steel cools it should be reheated for additional forging. The three-cornered files are easily converted into various shaped tools. The corners are reduced by forging them flat or round, as desired. If burnishers are forged they are filed into the shapes wanted, then gone over with coarse emery cloth and finally finished with the finest emery cloth. When smooth enough, cover the whole with a coating of soap, then heat in a charcoal fire to a red, but not to a white heat, and immerse in oil. The cooled piece is now warmed with a blow-pipe, from one end to the other until it reaches a straw color. The burnisher is now smoothed carefully on the oilstone, polished on a wooden polishing wheel with Vienna lime and a little water, and finally finished by rubbing on leather with some putty powder. The half-length, small flat, or four-cornered larger needle files are readily converted into tracing points as shown in Fig. 1. The upper end is forged into a shovel-like point, the corners well filed off and finished with emery cloth. The lower end is filed to a long point. Heat red and secure one end in the vise, twist the other end screw-like, as shown in Fig 1, then finish by smoothing the point. Flat square files make very good scrapers, as shown in Fig. 2, which are useful for scraping out rings. For this purpose both sides are ground to facets on both edges of the file, which extend the full length of the file, in such a manner that one facet is at the right downward and the left side upward. After tempering, the facets are sharpened on an oilstone, and it will be found that this scraper will cut much smoother than the ordinary three-cornered ones. A very useful scraper, of the right temper and ground sharp, is one shown in Fig. 3, made from an old three-cornered file. Scrapers bent at right angles are very useful for cleaning and scraping articles to be soldered, and various shapes can be made from flat and half-round files. The ends may be round, square or diamond shaped, all very useful at times. The old files are heated red and bent at right angles in a vise, as shown in Figs. 5, 4-a; 6, a; 7, 1-b; ground into various shapes as desired. Wooden handles with ferules can be purchased in many hardware stores.

QUESTION No. 2972.—**Silver Hard Solders.**—*Can you give me formulas for good silver solders, suitable for jewelry repairs?* *S. H.*

ANSWER:—There are a number of silver solders in the market, but many of them do not give the best results. According to the Imperial Institute, the Ulm Brass Works are now manufacturing hard solders which are sold in the market as silver hard solders 1, 2 and 3. In order not to have the points of fusion too close together this firm has given its silver solder the following composition: (1) Copper, 50 parts; zinc, 46 parts; silver, 4 parts; of good fusibility. (2) Copper, 43 parts; zinc, 48 parts; silver, 9 parts; of ready fusibility. (3) Copper, 46 parts; zinc, 52 parts; silver, 12 parts; of quick fusibility. For general use in workshops, but especially for wholesale manufacturing solder, No. 2 is recommended. For resoldering, No. 1 should be used, and No. 3 for the last soldering.

QUESTION No. 2973.—**Coloring and Pickling Gold.**—*Please give me a recipe for coloring and pickling gold.* *G. B.*

ANSWER:—For the coloring of gold articles sometimes scratch brushing with a revolving brass wire brush and beer will answer. Where the polish will not permit of this it is necessary to produce the desired color by coloring, of which there are many ways. One of the simplest methods is to purchase the prepared coloring salts for this purpose. Another way is to do the coloring in the following manner: For a good gold, that is 18-kt. or finer, melt in a common pipkin the following articles: Alum, 3 ounces; nitrate of potassa (saltpeter), 6 ounces; sulphate of zinc, 3 ounces; common salt, 3 ounces. When melted mix well together, and immerse the article to be colored in it, removing occasionally to examine the color. When the color appears satisfactory, remove the article, place on a piece of sheet iron and allow to cool. Then immerse in dilute sulphuric acid, which will remove the flux, after which it may be rinsed in warm water to which a little potash has been added. Finally brush with soap and hot water. Again rinse in hot water and dry in clean warm boxwood sawdust. This preparation can also be used on plated goods. For inferior qualities of gold—that is, from 18-kt. down to 12-kt.—use the following composition: Nitrate of potash, 4 ounces; alum, 2 ounces; common salt, 2 ounces. Add enough warm water to make the whole into a thin paste; place it in a small pipkin or crucible and boil. Attach a thin wire to the article to be colored, and hang it in the paste, allowing it to remain from 10 to 20 minutes. Then remove it, rinse in hot water, treat it with the scratch brush, rinse again, and replace in the coloring put for a few minutes. The length of time it is subjected to the action of the coloring bath depends, of course, on the amount of alloy to be removed. When the proper color is obtained the article is removed, rinsed and scratch brushed as before, then brushed with soap and hot water, again rinsed in hot water and dried in sawdust. In soldering gold articles they may be protected by using an anti-oxidizer, which can be purchased prepared, or use powdered whiting and water and paint the gold over with this, which will protect the gold from oxidizing during soldering.

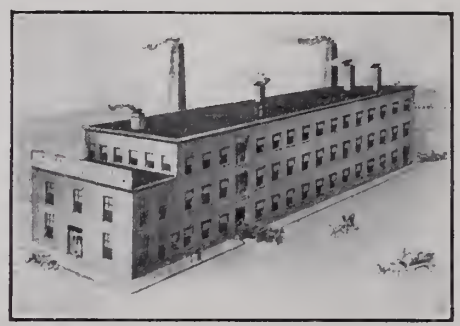
A jewelers' pickle to remove the green coloring after soldering is made of five parts of water and one of sulphuric acid. When something is wanted which will "take hold" more than this, a little muriatic acid is added to it. For Roman colored goods especially, muriatic acid is added. If the jeweler has trouble with a gold article and it looks green or white after remaining in the above sulphuric acid pickle, make a pickle of strong sulphuric acid and saltpeter, equal parts; heat it boiling hot, hang the articles on a hook made of copper wire, and dip in the boiling liquid, then wash. If the color is not good, repeat the operation. To strip or remove gold from gilded articles, the brass wire scratch brush and wet fine pumice will remove ordinary deposit of gold in a few moments. Where the pieces are to be stripped in the regular ways, then see answer to question No. 1506 in the issue of March 14, 1906.

Chas. F. Clare, Campbelltown, New Brunswick, has transferred his business to Prince Albert, Sask.

LEES & SANDERS,

Chicago Customer who gets $1800 for his sweeps, writes "Will take pleasure in speaking well of your house to my friends."

SWEEP SMELTERS,
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WORDS AND PROMISES AMOUNT TO LITTLE OR NOTHING IN THE REFINING BUSINESS, IT IS THE RETURNS THAT YOU RECEIVE FROM THE REFINER THAT COUNT. WE GUARANTEE OURS.

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REFINERS OF GOLD AND SILVER, ASSAYERS AND SWEEP SMELTERS—DEALERS IN FINE GOLD, SILVER AND PLATINUM, ALL KINDS OF GOLD AND SILVER ANODES

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WORKSHOP NOTES. For Jewelers and Watchmakers. Cloth. Postpaid, $2.50. Published by The Jewelers' Circular Pub. Co., 11 John St., New York.



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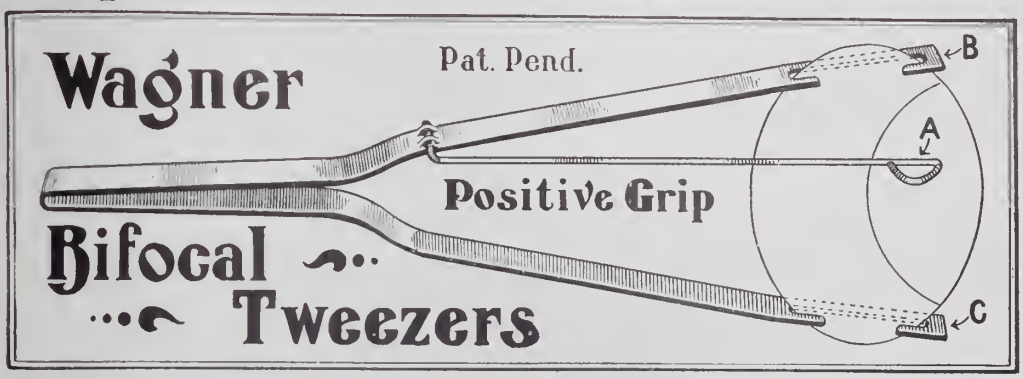
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Every jeweler knows what trouble it is to hold the lens while cementing the bifocal, and this tweezer has won great favor as it is made specially for the purpose. The tweezer has two slots to hold any size lens and spring wire in center to hold segment of bifocal until cement sets. Also used to hold dials while soldering on feet. A most practical article, nicely finished, highly nickel plated. No. J 10137

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We Do Our Own Smelting

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4 Kt....	16c.	per dwt.
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We have been serving our customers satisfactorily for over 61 years. We pay special attention to mail and express orders: we pay the bullion assay price for same, and **solicit a trial order.** Ore assays a specialty. Returns on express orders will be made within 24 hours. Our reputation is our strongest guarantee.

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THE GREAT AMERICAN JEWELRY CATALOG

Is a publication of real practical value; it truthfully illustrates those lines of merchandise best adapted to the needs of the *Jewelry Trade;* its reliability is unquestionable.

SAFETY

With implicit confidence you can use it when ordering goods; it insures you against deception; remember, for every dollar's worth of merchandise you buy you are obtaining positive, intrinsic value.

Write for this catalog; it means much to you.

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In Sheet or Wire, Any Degree of Hardness
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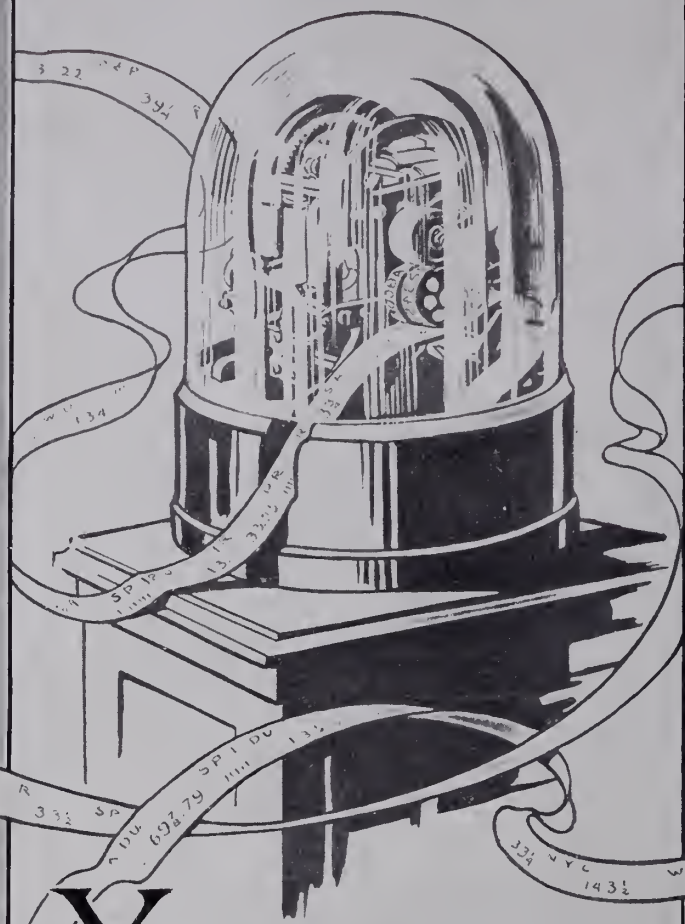
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New York

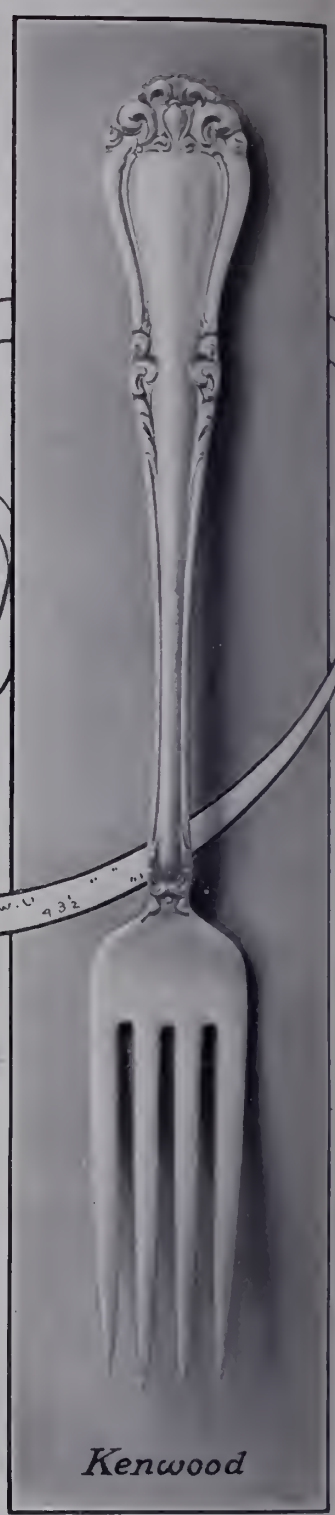
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MAKERS of GOLD JEWELRY for the JOBBING TRADE exclusively



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Your stock keeps moving —if you carry

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THE JEWELERS' CIRCULAR

WITH WHICH ARE CONSOLIDATED

THE HOROLOGICAL REVIEW,

THE JEWELERS' WEEKLY.

THE JEWELERS REVIEW

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The Jewelers' Circular
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11 John St., Corner Broadway, New York.

Entered as second-class matter at the New York, N. Y., Post Office.

43rd Year. WEDNESDAY, OCTOBER 4, 1911. Vol. LXIII., No. 10.



Gold Dish, Indian Workmanship, Owned by the King of England.

ALVIN SILVER

(STERLING)

VERY
THIN
MODEL



The Lady Hamilton Pattern

BY

THE ALVIN MFG. CO.
Sag Harbor,
N. Y.

FOR refined simplicity and quiet elegance, the "LADY HAMILTON" design excels any pattern of toiletware ever made. It has an abundance of dignity and character, both of which are demanded by people of taste and discrimination. You sell your customers Alvin Silver Toilet Articles with the knowledge that permanent satisfaction is guaranteed.

In its manufacture are combined the highest talent of silversmithing and the best quality of materials, the finest French plate mirrors with highly polished surface, of good generous size, the strongest and most serviceable Russian boar bristles imported especially for us, while the comb is more lasting and serviceable than the tortoise shell which it so closely resembles that only an expert can tell it from the genuine shell. Added to this, the excellent workmanship, perfect execution of straight line engine turning and strong substantial silver stock, you have the best that money can buy.

This pattern is made in all pieces required by men and women. Ask our salesman to show you samples and send for price list.

Satisfying Your Customers

IT is satisfying your customers that counts and builds up business; you are always sure of doing this if you show Fahys Cases.

It is only a matter of how much your customer wishes to spend for a watch case whether you recommend

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"Permanent" "Bristol" or "Montauk"

There is nothing made in gold filled watch cases to equal these three grades.

It is only necessary to carry these three grades to supply *all* demands for filled cases.

We maintain just one standard of quality throughout each grade and that is the highest.

A certificate accompanies each Fahys Case, showing the percentage of gold in the backs.

JOSEPH FAHYS & CO.

Established 1857

Boston New York Chicago



The Proof of the Pudding

When all is said and done, the proof of the pudding is in the selling.

The diamond from us comes to you at the lowest possible price, consequently you can add a fair profit and readily sell it.

J. R. WOOD & SONS

Diamond Cutters

170 Broadway Corner of 2 Maiden Lane New Yor

Wedding Rings



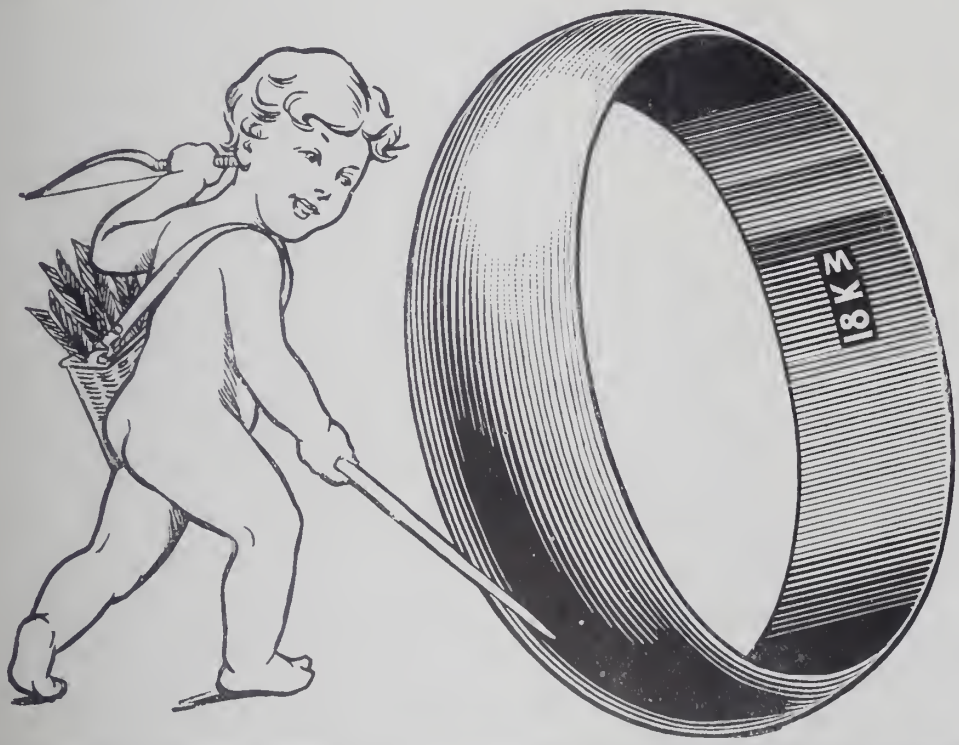
especially, should be exactly as represented—they have constant usage, often hard wear. If inferior gold is used, or the ring is poorly made, the wearer is very apt to discover it.

We guarantee our rings to be properly made and the quality they are stamped. Our prices are as low as it is possible to make them.

J. R. Wood & Sons

Wedding Ring Makers

170 Broadway, Corner of 2 Maiden Lane, New York





WE CAN MAKE THE most elaborate piece of Diamond Jewelry and we can repair a plated tea-pot!

We do one as good as the other and do both as good as they can be done.

We can also do everything in between.



We can make fine gold or platinum watch cases to order. Change English cases to fit American movements, repair and renew cases.

We can make gold or platinum chains to order. Fill links, renew and repair chains.

Make all kinds of jewelry to order. Remodel, match and repair any piece of jewelry.

Repair, color and reline gold, platinum, silver or plated mesh bags.

Set precious and semi-precious stones. Cut stones from the rough. Incrust monograms and initials and engrave crests and monograms on stones.

Repair and renew sterling and plated hollow and flat ware. Gold and silver plate anything in the line.

Engrave letters, monograms and crests. Also enamel same on watch cases, vanity cases, cigarette cases, buttons, lockets, etc.

Cut the finest steel dies and strike up special medals, badges, jewels and class pins in gold, silver and bronze.

Hundreds of Large Retailers, who have been unable to give their shops personal attention or obtain the kind of labor that could turn out satisfactory work, have either given up their shops entirely or reduced their forces and are sending their special order work and difficult repairing to us.

The actual financial loss and injury to their businesses more than offset the prestige of being able to say they had their own shops.

Ours is the only concern in the country that makes a separate and distinct business of doing special order work and repairing of all kinds for the trade.

We devote our entire time, energy and an experience of almost 30 years to this important branch of the Jewelry Business. We employ, educate and specialize the best artisans that can be obtained only in the two largest cities. We systematize and inspect the work. We use every modern method to produce the **best work promptly** and at **reasonable prices.**

We are always at your service.

WENDELL & COMPANY

45, 47 & 49 John Street
NEW YORK

337, 339 & 341 W. Madison Street
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The Remounting
of Family Jewels
Don't let so many of your high-class customers have their diamonds remounted on Fifth Avenue, New York.
Give them the same up-to-date, artistic designs, the same perfect workmanship, the same PROMPT DELIVERY, and you will keep the business.
We come in right here. Our relation to our out-of-town patrons is the same as that of the up-town New York shops, that do special order work exclusively, to the Fifth Avenue jewelers.
We create for our patrons the same styles and craftsmanship at REASONABLE prices.
We furnish promptly and cheerfully special designs with estimates of cost and TIME DELIVERY CAN BE MADE.
PROMPTNESS in submitting designs and in making delivery of special order work is as important as style and craftsmanship. It can only be obtained in shops that do not manufacture mountings for stock.
Wendell & Company
New York Chicago
A. GRAN. 1911.

R·WALLACE

TRADE MARK

RW&S STERLING

THE NEW "HAMILTON" in Sterling Flatware is received everywhere with delight. In addition to its beautiful yet simple outline which made the "WASHINGTON" a popular favorite — the "HAMILTON" is engine-turned, with engraved shield and ample space for initial or monogram.

The work is done at a moderate figure

Artistic to a marked degree — still simple. We are right when we say that the original charm first seen in the "Washington" is found in the "Hamilton" in the superlative degree.

Ask for full information and prices
A postal brings it

R. WALLACE & SONS MFG. CO.

Box 25, WALLINGFORD, CONN.

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LONDON, E. C., 63 Basinghall Street

~ HAMILTON PATTERN ~



"1835 R. WALLACE"

SILVER PLATE THAT RESISTS WEAR

TYPICAL of the distinctiveness of the silverware produced by our artist-craftsmen, is the new Laurel pattern.

Truly, these pieces of silver-plate bear all the appearance of Sterling Silver. They have the Sterling character. In design and finish, the Laurel rivals the most popular Sterling patterns. The similarity has been achieved even as to weight, yet strength and durability have not been sacrificed to effect. Very much the reverse. The wear-resisting qualities of all 1835 R. WALLACE SILVER Plate have been maintained in their highest efficiency in this new pattern. The parts most exposed to wear are reinforced by sectional plating.

The Laurel is made in a lustrous Butler finish, the wreath at the top of the handle being oxidized to bring out more prominently the delicate modeling of the leaves and the fine die work. The handle is a soft lustrous gray, the bowl being finished bright.

The new Laurel pattern may be had in extra sectional or triple sectional plate

Our latest Catalogue sent on postal request

R. WALLACE & SONS MFG. CO.

Box 25 WALLINGFORD, CONN.

11 West 32d Street, NEW YORK
925 Chestnut Street, PHILADELPHIA
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A WORD about Design. You will notice that the superior beauty of these goods creates an effect of expensiveness, though they are, in fact, well within the reach of average consumers. The result is that when such consumers see them they expect to pay more than they actually have to, which renders sales peculiarly easy. In short, a high class article at a very reasonable price is naturally regarded in the light of a bargain. Hence stimulated business.



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VANITY LOCKETS WITH MIRROR AND PUFF

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TRADE SKM CO. MARK



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Specialists in Locket Manufacture

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Members of the National Association of Manufacturing Jewelers

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'TIS BETTER

F&B TRADE MARK REGISTERED

To order our Make of Goods early, than later on to wish you had

The demand for individual Drinking Cups will be so great this Fall that unless you are well stocked with a reasonable priced line you will lose many sales.

The cup shown here is Sterling Silver, gold lined, and is two and one-half inches in diameter. The handle turns over into the cup, out of the way, when not in use.

The case is of black seal and is a most convenient pocket size.

These cups are made in three sizes as quoted under cut, and can be sold for a price that will meet the popular demand.

We make

Sterling Silver

Toilet Sets
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Toilet Goods
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Full Size, with cover of leather box removed

5066 Sterling Silver, gold lined, 2½ in. diameter, tip over handle
5065 " " " " 3 " " " " "
5064 " " " " 3½ " " " " "

We make

Rolled Gold-Plated

Crosses and Pendants
Lockets and Charms
Hat and Scarf Pins
Collar Buttons
Link Buttons
Tie Clasps
Chains
Lapel Buttons
Lapel Chains
Necklaces

Theodore W. Foster & Bro. Co.

Manufacturing Jewelers and Silversmiths

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The Wadsworth 25-Year "Pilot"

A Quarter of a Century

A COMPARISON

The Jeweler and the Skipper
The Ledger and the Log

The skipper steers by the stars, the jeweler by the markets. The records of the former go in his log, those of the latter go in his ledger. Both need to take on a pilot. The one has a government certificate; the other, this Company's Guarantee of the Wadsworth 25-Year "Pilot." That's the jeweler's "Pilot." Have you got it aboard?

Wadsworth Watch Case Co.

NEW YORK
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CHICAGO
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717 Market Street

FACTORY: DAYTON, KY.

TRADE MARK

STAR WATCH CASE CO.
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THE HOME OF STAR WATCH CASES

Cut down your Expenses and pull in Bigger Profits with STAR WATCH CASES, the Solid Gold Ball-bearing Bow line, which gives absolute Security to the Wearer of Watches. (Wachter Patent No. 916809).

For the sake of more Business and more Satisfied Customers, take the time and send us your order. Take it on our SAY-SO that you will not find it necessary to "shop around" for your watches once you have given STAR WATCH CASES a trial.

You will find facts about STAR WATCH CASE Quality and Service that are worthy of your very careful consideration.

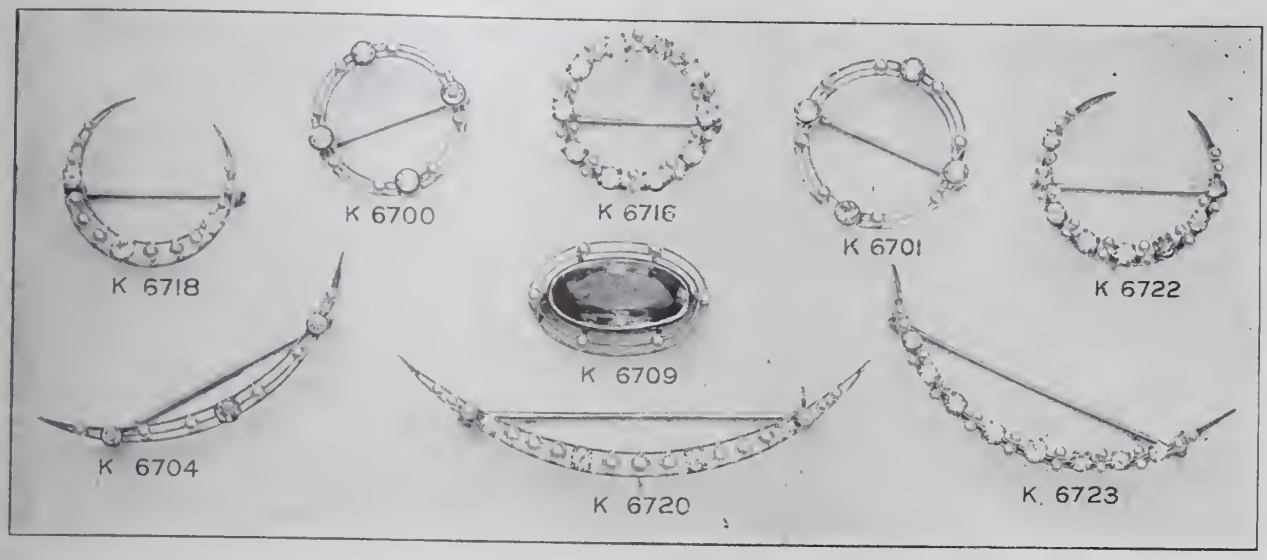
Star Watch Case Company

LUDINGTON, MICH.

BRANCH OFFICES

37 Maiden Lane
New York City

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Chicago, Ill.



Here are a few more of the 14K things

that we are making, in connection with our well-known 10K line.

THE 10K LINE WITH A 14K APPEARANCE

We make these goods up in very large quantities—just as large as our regular 10K goods, and we are therefore able to market them at very attractive prices.

Careful buyers in every city are much interested in these prices, and we want to interest you also.

Send for a memorandum selection package, and make your own comparisons.

We prepay all express charges always.

New Accounts Solicited

We make the following lines

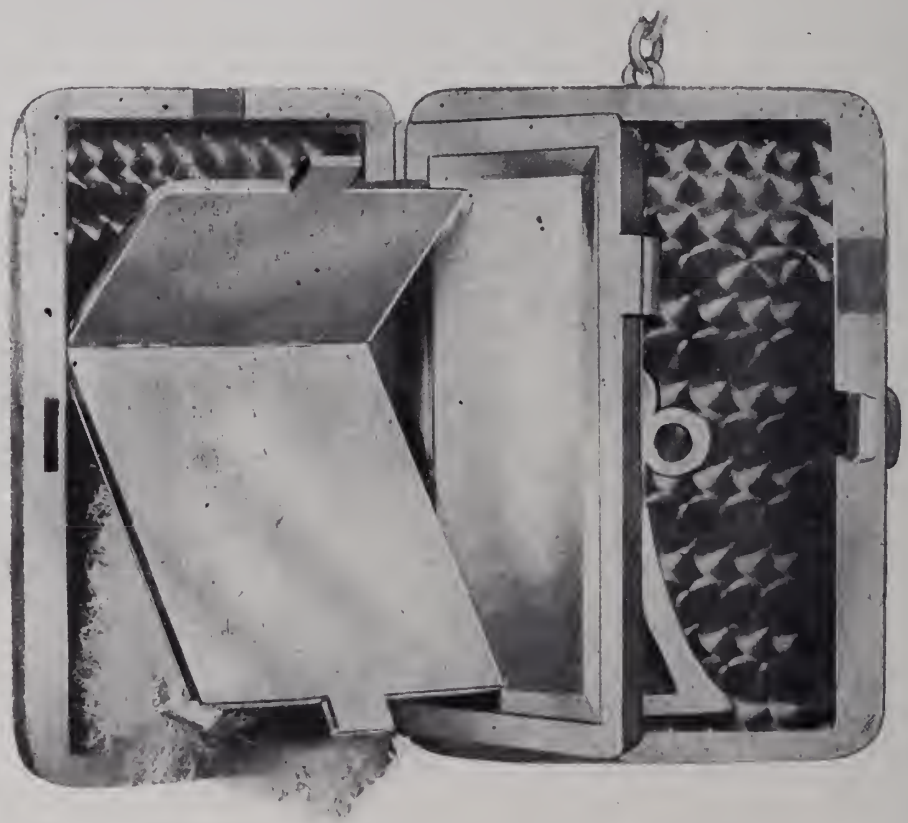
Brooches	*Hat Pins*
Scarf Pins	*Tie Clasps*
Cuff Buttons	*Fobs*
Handy Pins	*Crosses*
Bar Pins	*Sash Buckles*
Lockets	*Pendants*

KOHN & CO
CAMP & ORCHARD STS.
NEWARK N.J.
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Dependable Goods

The dealer can *depend* upon our goods being attractive and up-to-date in appearance. He can *depend* upon the prices being reasonable and he also can *depend* upon the resulting sales.

This applies to our whole line as well as to the Purse and Vanity Case line, which the accompanying illustration suggests.



No. 1011 VANITY CASE

The case illustrated on this page is but one of a line of silver compartment vanities that is bound to interest you.

All visitors to New York City are cordially invited to call at our salesrooms in the Silversmiths Building, and inspect our complete line on display there. Our Mr. J. R. Morss will be pleased to meet you and do his utmost to make the visit a pleasant one.

R. Blackinton & Company

Goldsmiths, Silversmiths and Jewelers

Factory and Main Office
North Attleboro, Mass.

Trade Mark

New York Salesrooms
15-17-19 Maiden Lane

BARROWS "NEW PROCESS" MEANS PERFECT CHAINS

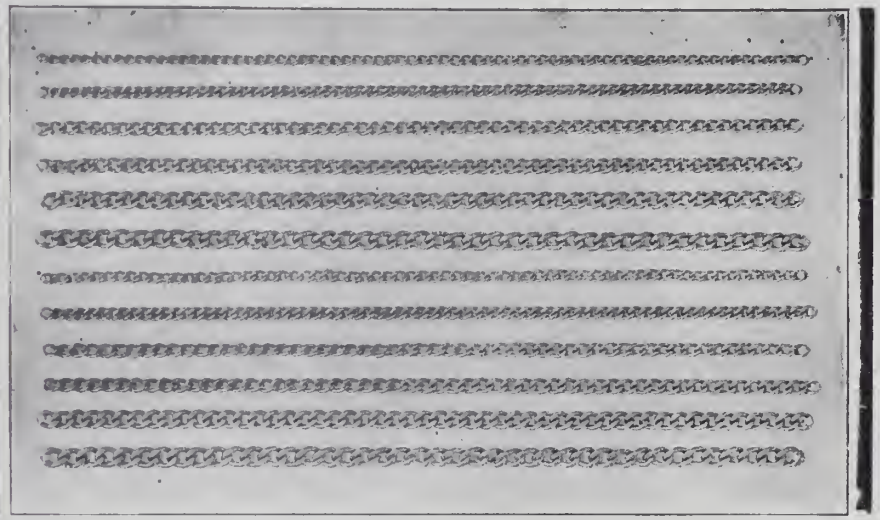
It's the Goods that Argue the Best

TALK and pictures are very well in their way—but the real argument is in the goods.

Barrows "New Process" is all and more than all the name implies. Revolutionizes chain making.

Protected by Letters Patent June 28, 1910, and Supplementary Patents. Infringements prosecuted.

BARROWS "NEW PROCESS" NECK CHAINS



SOLD ONLY THROUGH WHOLESALE TRADE

Made of best Rolled Plate, the finish secured is equal to that of expensive 14-karat goods.

Each and every chain is link-perfect. Every link soldered, every link separate, every link sound.

The chain is a multiplication of these perfections. Smoothest flowing chains on the market.

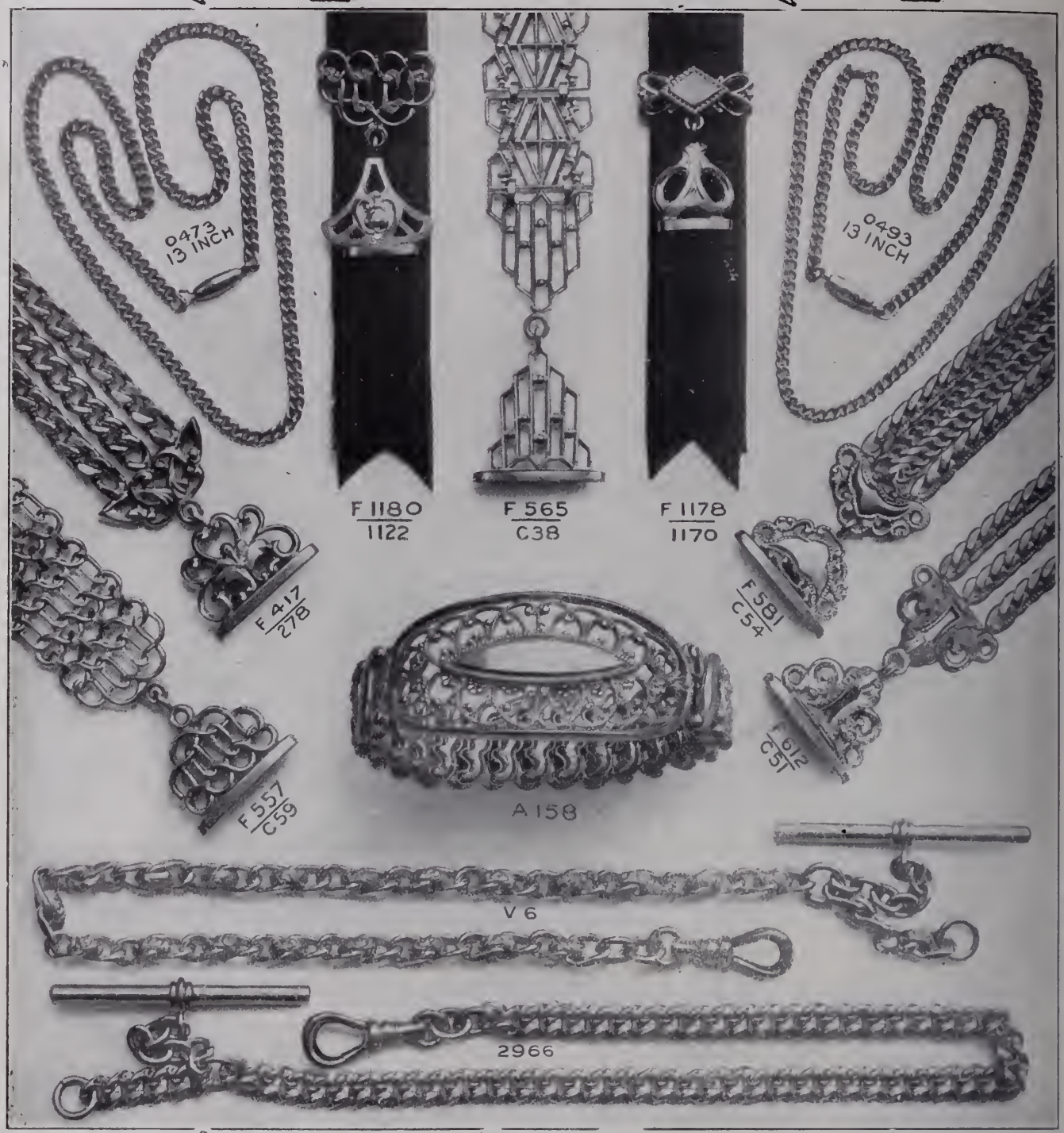
Look for Trade-Mark on tissues or easels, and for the initials ***H. F. B.*** on snap and spring ring.

THE H. F. BARROWS COMPANY

New York Office:
15-17-19 Maiden Lane

TRADE H.F.B MARK

Factory and Head Office:
North Attleboro, Mass.



The D. F. BRIGGS COMPANY

ATTLEBORO :: MASSACHUSETTS

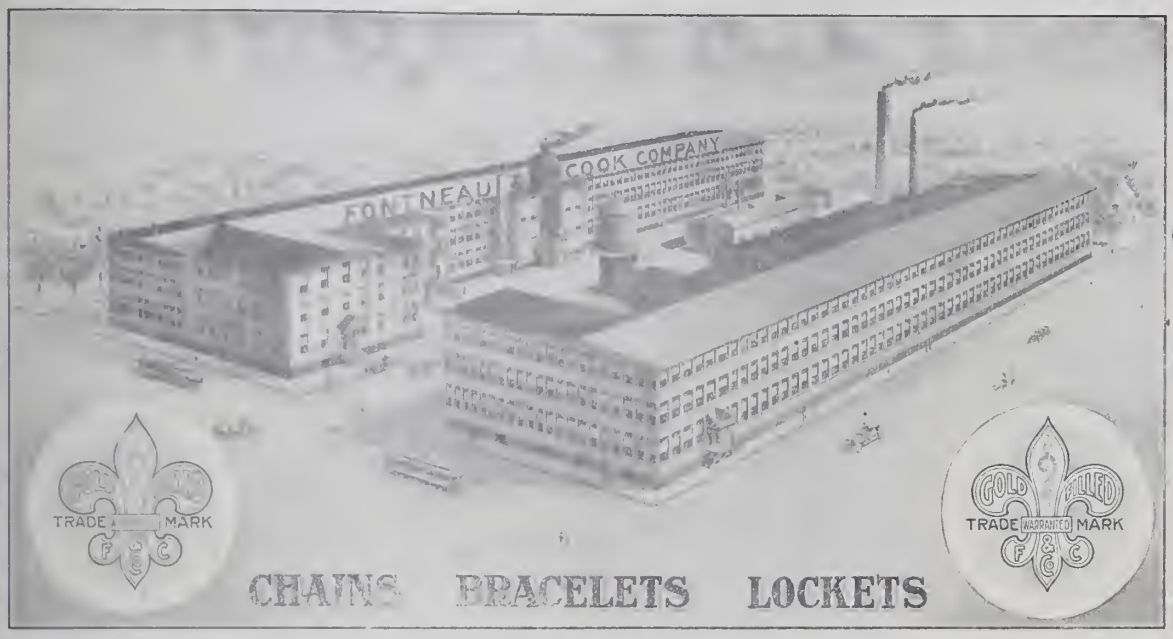
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London Office
62 HATTON GARDEN

WHERE WE LIVE

THE HOME OF THE FLEUR-DE-LIS LINE

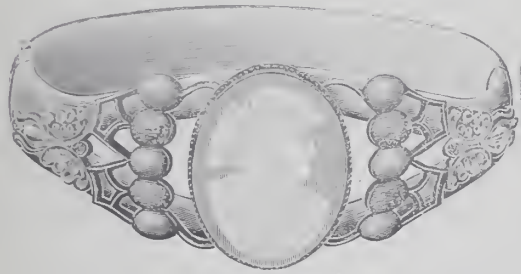


MINERVA-VESTA AND MIDGET BRACELETS

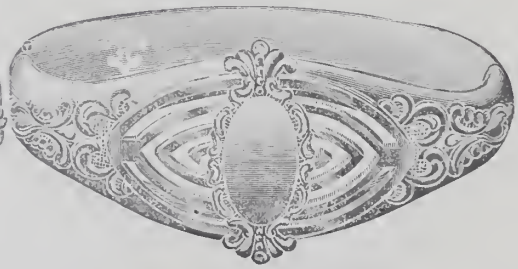
In this plant we have every up-to-date facility for producing Chains, Bracelets, Fobs and Lockets at the lowest possible cost, and in the shortest possible time.

Your orders will be filled here before you get them cancelled. You know what that means in November and December, when you have no time to lose.

It's service that counts and satisfaction that builds business. Many orders are filled in a day or two, but if any order gets two weeks old on our books, never mind what the size of it, we "start something" immediately.



P 67 GENUINE HAND CUT CAMEO



B 35—⅛ GOLD SIGNET

NEW YORK
ROOM 1907
15 MAIDEN LANE

SAN FRANCISCO
ROOM 413
704 MARKET ST

Fontneau & Cook Co.

MANUFACTURERS OF
FINE ROLLED PLATE
AND
GOLD FILLED CHAIN

FACTORY
ATTLEBORO
MASS

CHICAGO
ROOM 1104
HEYWORTH BUILDING.

UR Thimbles—Like UR Rings
Are Paragons of Excellence

Thimbles as Jewelry

UR

Look for Trade-Mark on Thimbles



The Standard Raised

UR

The Trade-Mark Guarantees Make and Quality

The UR Thimbles are as good as the UR Rings and Bracelets, for which this house is notable.

The line is exceptionally large, interesting and varied, as future announcements will show.

Thimbles are made in Gold, Silver and Gold Filled, and they embrace modern ideas in manufacture.

Distributed through jobbers only. Illustrated Thimble Catalogue showing over 100 modern designs sent on request.

Untermeyer, Robbins & Co.

Manufacturers of Rings, Bracelets and Thimbles

71 Nassau Street :: :: :: NEW YORK

SOLID GOLD RINGS

There is hardly a Jobber who does not carry a large assortment of Ostby & Barton Co.'s Solid Gold Rings, and with a very extensive home stock to draw from, the Jeweler is offered a service that no other ringmaker can even approximate.

Jewelers can make selection from more than *six thousand* exclusive designs of O-B Rings, all of which are in stock for immediate delivery either at your Jobber's or at the factory vaults of Ostby and Barton Company.

10-K Gold Card Jewelry **Gold Filled Rings**

OSTBY·&·BARTON·CO.

PROVIDENCE ~ RHODE·ISLAND

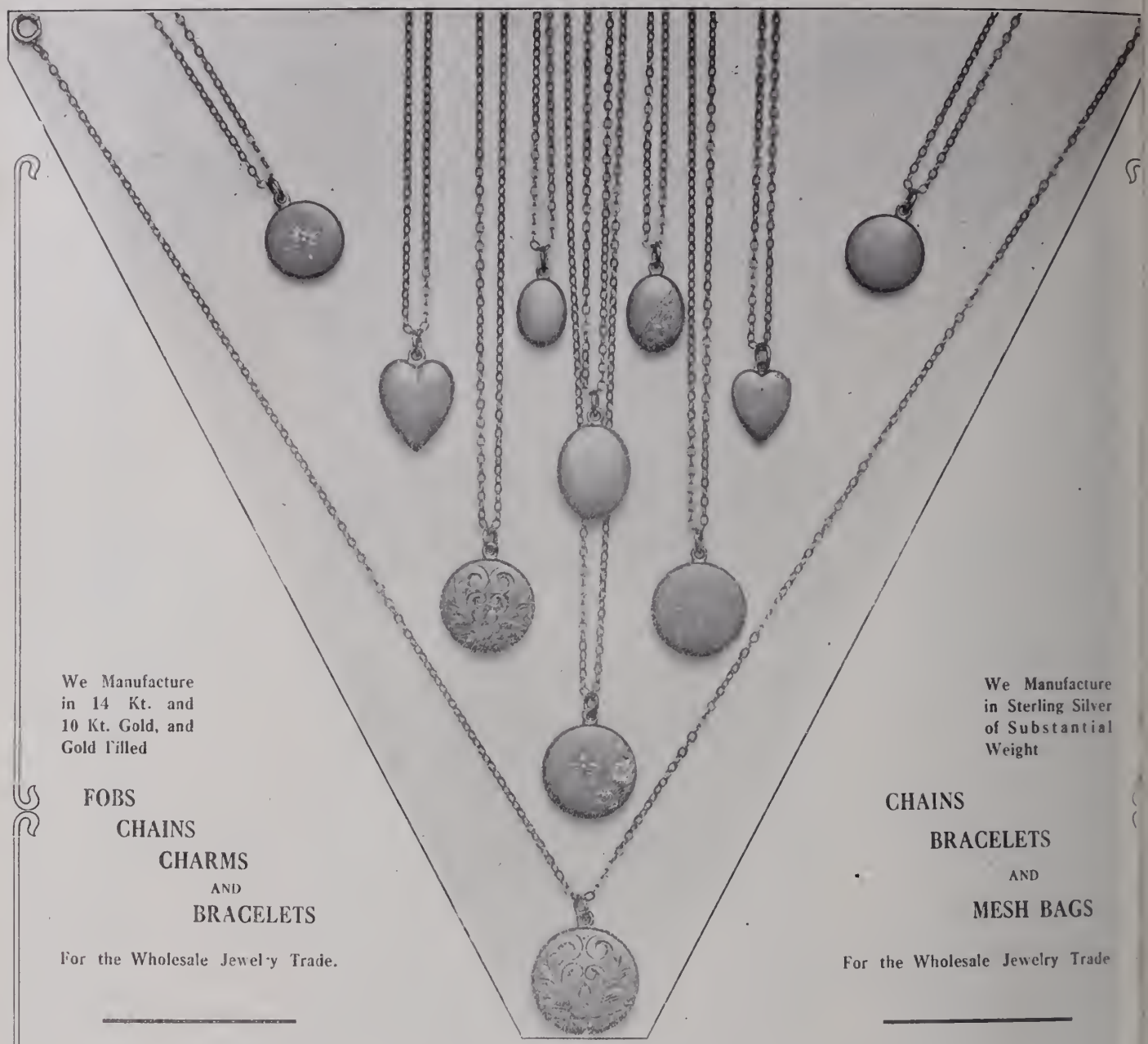
9 MAIDEN LANE NEW YORK N. · · · Y.

424 SOUTH BROADWAY LOS·ANGELES CAL.

31 NORTH STATE·ST. CHICAGO ILL.

"Everything in Rings"

Ask Your Jobber



We Manufacture in 14 Kt. and 10 Kt. Gold, and Gold Filled

FOBS
CHAINS
CHARMS
AND
BRACELETS

For the Wholesale Jewelry Trade.

We Manufacture in Sterling Silver of Substantial Weight

CHAINS
BRACELETS
AND
MESH BAGS

For the Wholesale Jewelry Trade

NECK CHAINS WITH CHARMS

IN 10 KARAT GOLD AND GOLD FILLED, THAT RESIST WEAR

We Illustrate a Few Examples that have been taken at random from our Extensive Line. We can furnish the Charms in Plain, Hand Engraved and Stone Set Patterns, in Plain Polished, Rose, English or Roman Finish. The Quality is Guaranteed, and the Present Prices Enable You to Dispose of Them Readily.

LOUIS STERN & COMPANY

Makers of Chains, Bracelets and Bags

NEW YORK OFFICE
15 Maiden Lane

158 Pine Street, Providence, R. I.

The New and Exquisite

Sea-Garden Pearl Strands

(La Perle du Jardin Oceanique)

THE PLEASING allusion in the name Sea-Garden Pearls to tropical submarine vegetation gives to them a delightfully picturesque association.

The reproduction is not of those natural pearls which are so rare and costly as to be almost unattainable; but is rather of the more popular though not less beautiful ones which fortunately come more within the possibilities of most of us.

True, there are interesting little irregularities which, being reproduced, add to the perfection of the reproduction. Sea-Garden Pearls have the look, color, lustre, weight, feel, and even the blemishes of the originals.

In fact, if a strand of the natural pearls and one of Sea-Garden Pearls were placed side by side, even a jeweler might be pardoned for hesitating to say which was which.



THE RESPONSE the trade made to the introduction of Sea-Garden Pearls has encouraged the importers to offer free a handsome Silk Lined Case to all dealers enterprising enough to order a full assortment of eight sizes.

The house does not ask the trade to judge by hearsay regarding the exceptional beauty and general superiority of these goods; and will be glad to furnish ocular demonstration in the shape of *SELECTION PACKAGES* sent on request.

D. Lisner & Co. have the exclusive importation and control of Sea-Garden Pearls for the United States and Canada. Correspondence invited.

PRICES

Five uniform and three graduated sizes priced as follows:

Uniform Sizes - - $15.00 per Strand
Graduated Sizes - - 18.00 "

D. Lisner & Co.

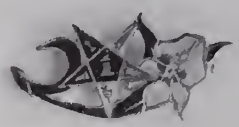
Creating Importers of Jewelry Novelties

One-Forty Fifth Avenue, cor. 19th St.

NEW YORK

SOCIETY EMBLEMS

EMBLEMS TRADE MARK


EASTERN STAR


MASONIC

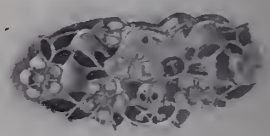

32ND DEGREE


REBEKAH DEGREE


CHRISTIAN ENDEAVOR


KNIGHTS TEMPLAR

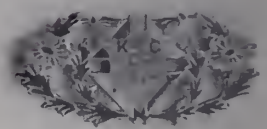

MYSTIC SHRINE


ODD FELLOWS


KNIGHTS OF PYTHIAS


B. P. O. ELKS

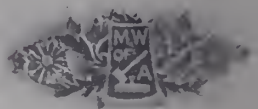

PYTHIAN SISTERS


KNIGHTS OF COLUMBUS

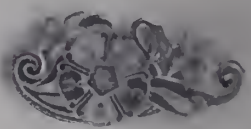

FRATERNAL ORDER EAGLES


LOYAL ORDER OF MOOSE


WOODMEN OF THE WORLD

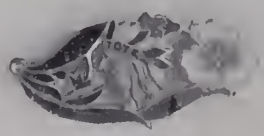

MODERN WOODMEN OF AMERICA


WOODMEN CIRCLE


ROYAL NEIGHBOR

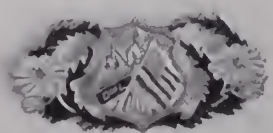

ROYAL ARCANUM

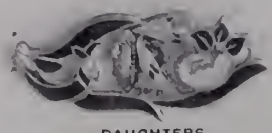

DAUGHTERS OF AMERICA


REDMEN


LADIES OF THE MACCABEES


NATIVE DAUGHTERS OF THE GOLDEN WEST


DAUGHTERS OF LIBERTY


DAUGHTERS OF POCAHONTAS


DAUGHTERS OF ISABELLA

Any Article That Sells Readily

and pays the dealer a handsome profit, is a valuable asset to place in stock. We know that our Emblem Brooches combine these features with many more, and we solicit a trial order from reputable concerns, who desire a useful novelty, that appeals to the discriminating, and better class of trade as a whole.

They are made in Gold, and Sterling Silver Plated with 24-Karat Gold. The Enamels used are of the finest quality obtainable, and the workmanship throughout is guaranteed by us. Your fraternity trade will be especially interested, if you will show them.

We will gladly send illustrations and prices.

THE WILLIAMS & ANDERSON CO.
PROVIDENCE, RHODE ISLAND

We Manufacture the Most Extensive Line of

STERLING SILVER

MESH BAGS and PURSES



A Favorite Number—made in 5 sizes, 3½, 4, 5, 5¼ and 6¾-inch, with Plain, Engraved or Engine Turned Frame. Many Other Attractive Styles

PLEASING DESIGNS—QUICK SELLERS—GOOD VALUES

Write To-day for Prices or Selection

REAL GUN METAL BAGS
Long Chains
Cigarette Cases
Novelties

STERLING SILVER CHAINS
Plain
Fancy and
Snake Patterns

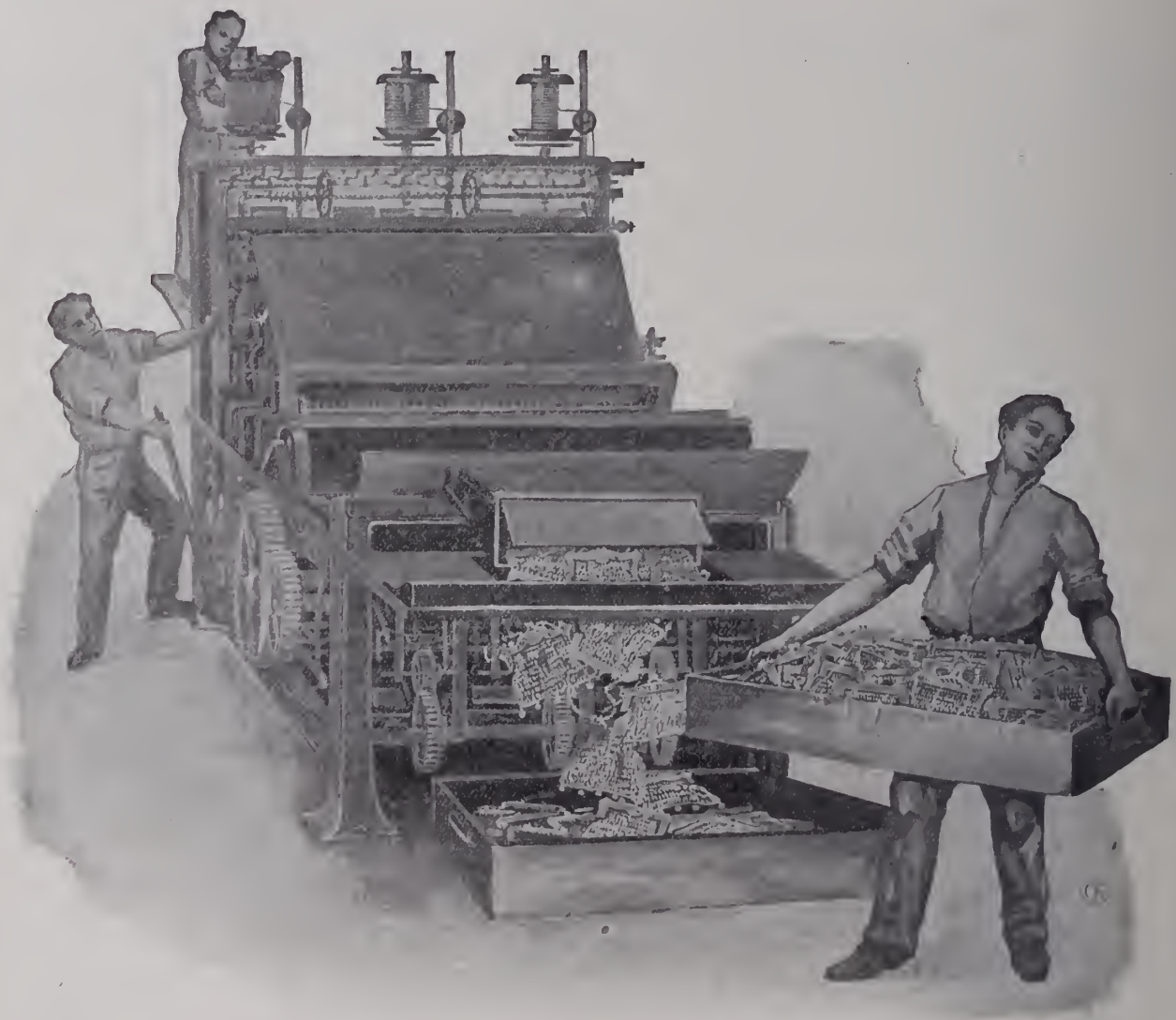
ERNST GIDEON BEK

Factory: Pforzheim, Germany

35 Maiden Lane, New York

Capacity 2,000 Bags Daily

We are the only Manufacturers of Mesh Bags made by Machine



Machine-made mesh is distinguished by its smoothness, soft silky flexibility and tough wearing qualities. Over 800 different styles, from the smallest to the largest, at prices which bring a generous profit to the dealer. Your jobber will supply you with W. & D. Co. goods.

WHITING & DAVIS CO.

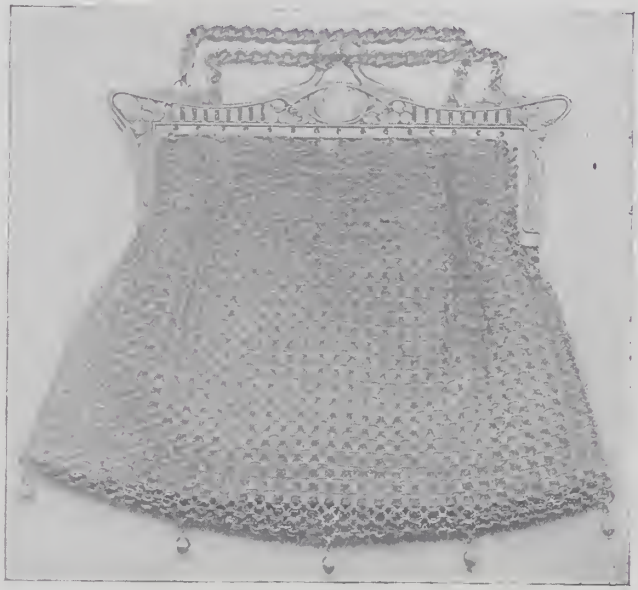
NEW YORK OFFICE: 7 Maiden Lane
CHICAGO OFFICE: 31 No. State Street

Plainville (Norfolk Co.), MASS.

The Only Machine-Made Soldered Mesh Made in the World. Made in Sterling Silver and German Silver. Absolutely Unbreakable.



GERMAN SILVER, EVERY LINK SOLDERED



GERMAN SILVER, EVERY LINK SOLDERED

The Best and Only Domestic Made Soldered Mesh

LARGE PROFIT FOR DEALER

Our Sterling Silver Bag Catalogue is Now Ready

WHITING & DAVIS CO.

NEW YORK SALESROOM
7 Maiden Lane

PLAINVILLE, MASS.

CHICAGO SALESROOM
31 N. State Street, Columbus Building



Loving Cups, Trophies, Etc.

If you have never examined our line of Sterling and Plated Prize and Loving Cups, Trophies, etc., you will be surprised at the extent and variety.

Inspect our other lines in

Sterling Silver
Silver Plate
Silver Inlaid
Silver Deposit
Cut Glass

Variety of pattern and design is characteristic throughout the display, which is greater than that at the world's expositions.

The dealer, when in New York, is cordially invited to make our warerooms his headquarters.

International Silver Co.

WAREROOMS:

18-22 John Street
(Subway Entrance)

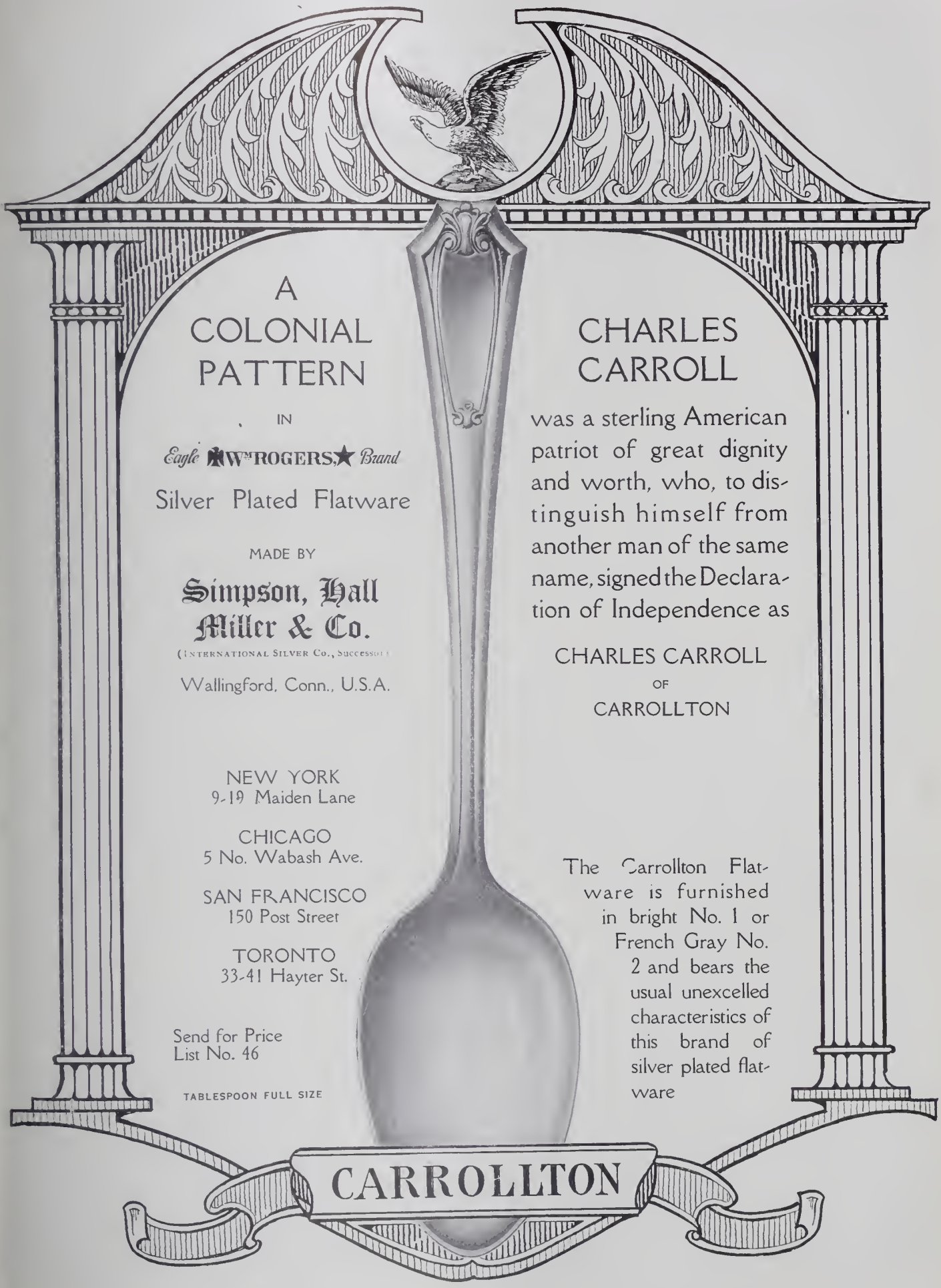
9-19 Maiden Lane

NEW YORK

FACTORIES:

THE BARBOUR SILVER CO.
THE HOLMES & EDWARDS SILVER CO
MERIDEN BRITANNIA CO.
THE MERIDEN CUT GLASS CO.
1847 ROGERS BROS.
ROGERS & BROTHER.
ROGERS, SMITH & CO.
WILCOX SILVER PLATE CO.
THE DERBY SILVER CO.
WILCOX & EVERTSEN.
THE MERIDEN SILVER PLATE CO.
THE WM. ROGERS MFG. CO.
THE ROGERS & HAMILTON CO.
SIMPSON, HALL, MILLER & CO.
THE WATROUS MFG CO.

GENERAL OFFICE: MERIDEN, CONN.


A
COLONIAL
PATTERN
IN
Eagle WM ROGERS ★ Brand
Silver Plated Flatware
MADE BY
Simpson, Hall
Miller & Co.
(International Silver Co., Successor)
Wallingford, Conn., U.S.A.
NEW YORK
9-19 Maiden Lane
CHICAGO
5 No. Wabash Ave.
SAN FRANCISCO
150 Post Street
TORONTO
33-41 Hayter St.
Send for Price
List No. 46
TABLESPOON FULL SIZE
CHARLES
CARROLL
was a sterling American patriot of great dignity and worth, who, to distinguish himself from another man of the same name, signed the Declaration of Independence as
CHARLES CARROLL
OF
CARROLLTON
The Carrollton Flatware is furnished in bright No. 1 or French Gray No. 2 and bears the usual unexcelled characteristics of this brand of silver plated flatware
CARROLLTON

The Latest Pattern of Quality

LINCOLN



The Lincoln shown among other patterns to patrons of your store will convince you that it is the practical, profitable line to carry—a guarantee of a steady increasing list of pleased customers.

Another Smith Pattern designed to remain permanently in demand.

FRANK W. SMITH COMPANY

GARDNER, MASS.



Art and Industry

have lent their best efforts in making and designing our John Hancock pattern



John Hancock

TRADE MARK R & L BCo STERLING

Rogers, Lunt & Bowlen Co.

Silversmiths

MAIN OFFICE AND FACTORY

Federal and Norwood Sts., GREENFIELD, MASS.

NEW YORK: 15-17-19 Maiden Lane SAN FRANCISCO: 717 Market St.



John Hancock

999/1000 Fine Silver Deposit Ware

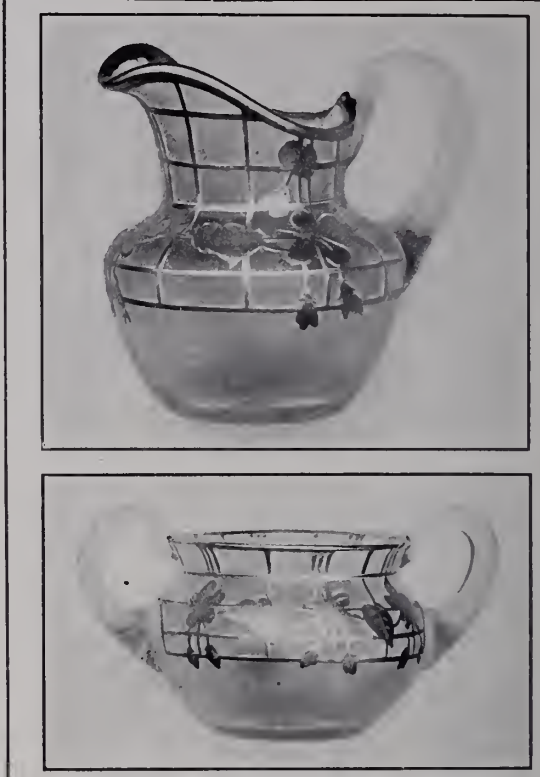
Moderately Priced

To meet the increasing demand for a line of well-made deposit ware that can be retailed at a price lower than formerly asked, we have designed and offer to the trade a number of beautiful sets, and respectfully request a critical comparison with others. We illustrate only a few of our values.

Illustrations Half Actual Size



No. 141. Salable and unusual. May be retailed for $4.75



No. 140. Exceptional value. May be retailed for $4.00

Illustrations Half Actual Size





No. 16. Plain yet forceful. May be retailed for $2.00 per set

In the manufacture of Silver Deposit a number of essential features must be considered:

No. 1. Best Glass obtainable **No. 2. 999/1000 fine Silver** **No. 3. Design and Workmanship**

No. 4. An attractive white background **No. 5. The Deposit must hold firm and not loosen**

The "Electrolytic" Silver Deposit is a combination of all these important features.

Be sure and see that your deposit bears this EAM which guarantees satisfaction and warrants the deposit for the entire life of the piece.

Write us to-day, and we will cheerfully mail you our prices and other information that cannot but convince you that our new line of popular-priced sellers are a revelation in the deposit field.

THE ELECTROLYTIC ART METAL COMPANY

Makers of 999/1000 Fine Silver Deposit and Manufacturing Silversmiths

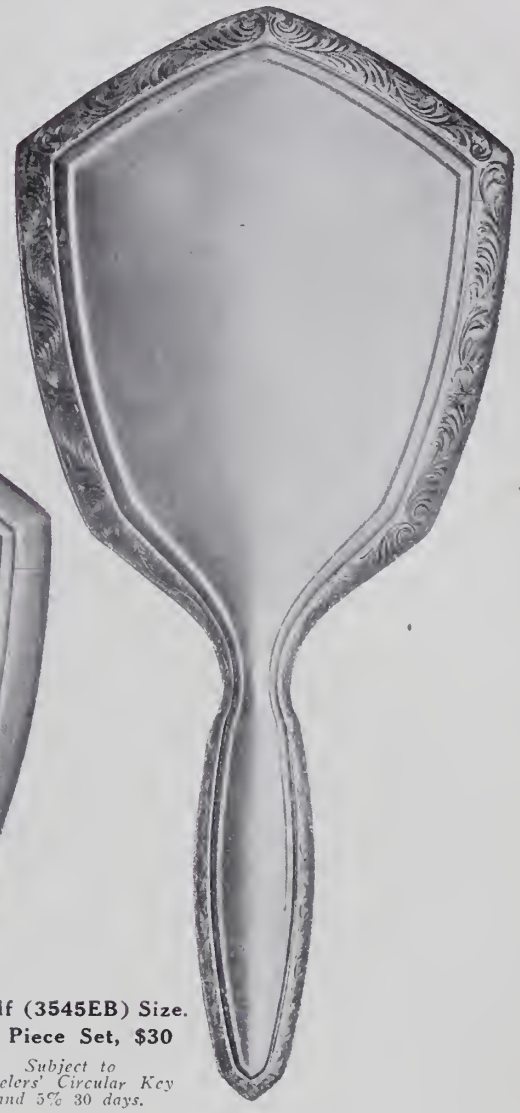
TRENTON, NEW JERSEY **New York Office and Show Rooms, 3 Maiden Lane, Room 53**

The New Beverly Models

At Their Low Prices

are representative of the values you'll find straight through the Woodside line. Smart designs, excellence in workmanship and finish assure satisfaction, while direct-by-mail selling permits quoting prices always lower than the rest.

Instantaneous success of the Beverly and demands of the trade for engraved models induced us to show three styles this season. Razor thin, but reinforced at all wearing points, the Beverly is practical and will stand deepest engraving.



Half (3545EB) Size.
3 Piece Set, $30
Subject to Jewelers' Circular Key and 5% 30 days.



Half (3545ER) Size.
3 Piece Set, $30
Subject to Jewelers' Circular Key and 5% 30 days.



Half (3545) Size.
3 Piece Set, $23
Subject to Jewelers' Circular Key and 5% 30 days.

A set or two of the Beverly will solve a stock problem and put money in your pocket—but act right away because the demand is already heavy.

Or write for catalogue C, our new 72-page book. It shows fourteen other heavy full sized sets and a broad line of holiday sellers at prices that mean average savings to you of 15 to 20%.

Don't bother to write a letter. "Send us your book"—on a postal will bring your copy to you—but as the edition's limited mail a postal—now.

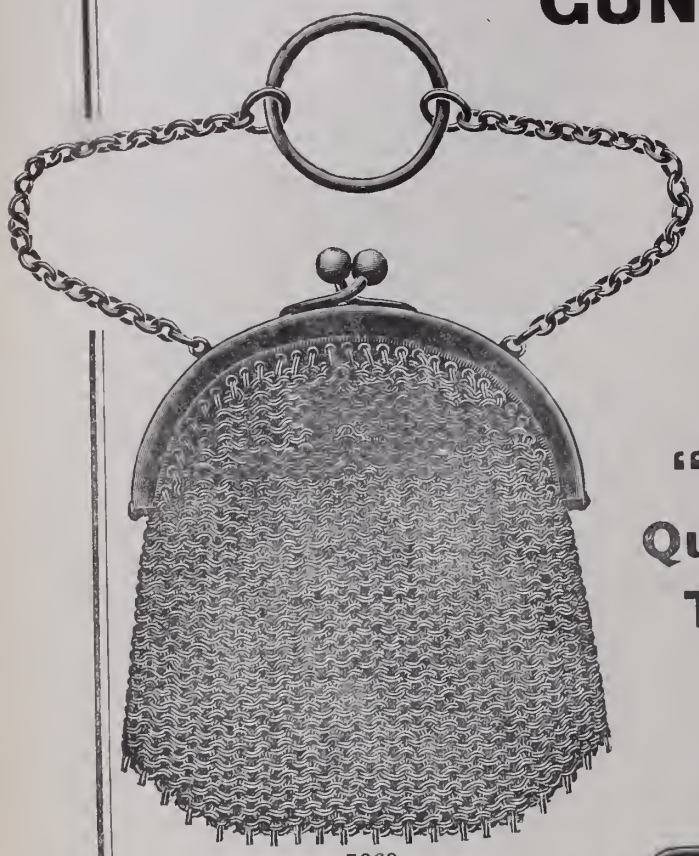
CHOOSE More Goods for the Same / The Same Goods for Less **MONEY**

Woodside Sterling Company

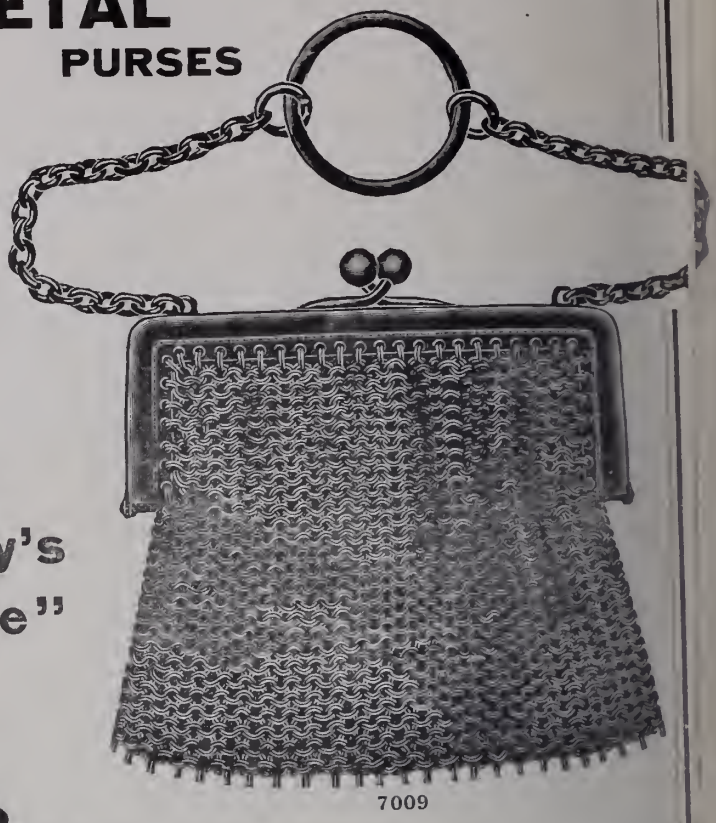
170 Broadway **New York**

REAL

GUN METAL PURSES



[Actual Sizes]

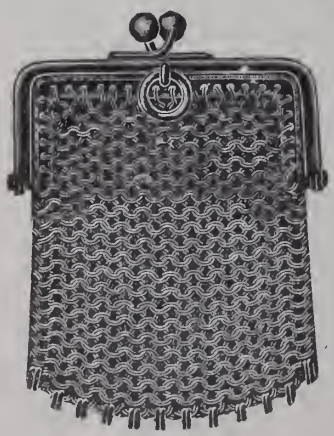


7009

"The Quality's There"

7069

SELL QUICKLY ON THEIR MERIT



7008½

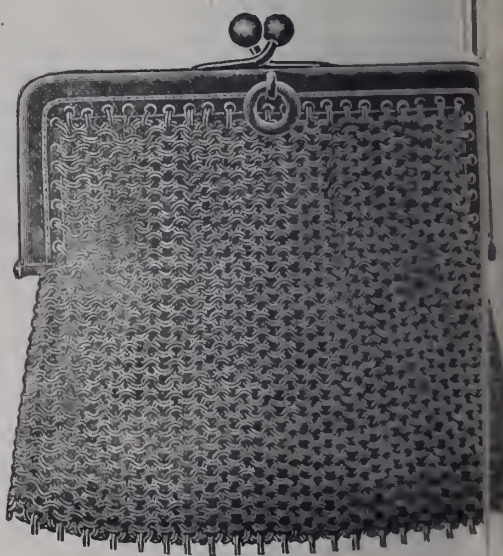
THEY MEET THE POPULAR DEMAND



7065

They Mean Excellent Profit to You

Send Now For Catalog "B"



7008

Oppenheimer-Brussel Importing Co.

FLATIRON BUILDING NEW YORK

BRISTOL SILVER

"NEXT TO STERLING"

Our men are now out. They will be glad to show these designs, together with seventeen other patterns of

Brush, Comb and Mirror Sets

The majority can easily be retailed for $5.00 and net a good profit.

In addition we make to go with these sets **Military, Cloth and Hat Brushes, Whisk Brooms** and a complete line of **Manicure Articles.**



No. 4210



No. 4130

DON'T NEGLECT TO SEE OUR LINE OF TRAVELERS' COMBINATIONS, CIGARETTE CASES and MATCH BOXES

Illustrations ⅓ actual size.

BRISTOL SILVER is a fine white metal resembling sterling silver and not easily dented—the only real substitute for sterling.

BRISTOL JEWELRY CO.

Silversmiths and Makers of Sterling Plated Ware, Leather Fobs, Mesh Bags, Novelties, Etc.

Attleboro, Mass.

Who Gets This Nice Trade—Do You?



¶ Somebody in your town is getting the trade of people who appreciate beauty, grace, durability, artistic excellence and practical usefulness in metalware, Silverplate, Nickel-plate, Copper and Brass, and somebody is getting a handsome profit on the best work in this line. Is it you?

¶ If yes, never mind reading any further for of course you keep STERNAUWARE.

¶ If, on the other hand, trade is languishing, give it a tonic. You will find prescriptions in the new Sternau Blue Book, with fine pictures of new products sure to delight your customers. Examples: Samovar Sets, Electric Chafing-Dishes, novel ideas in Trays and Coasters, Liquor Sets and Humidors.

S. Sternau & Company

Office and Factory	*New York Showrooms*
195 Plymouth Street	305 Broadway
BROOKLYN, N. Y.	N.W.Cor.Duane Street



MR. RETAILER:

Just a minute!

Now—to-day—is the right and proper time to go through your copy of

Averbeck's Big Red 1912 Catalogue

which was sent you a few days ago. Its

One Hundred and Forty-eight Pages

are filled to overflowing with

Jewelry and Staple S-E-L-L-E-R-S

Quick moving, popular priced money-makers that you and every other live-wire in the trade not only can use to advantage, but actually need and should have!

MANUFACTURER **M. J. AVERBECK** **IMPORTER**

10-12 Maiden Lane - New York



A NEW HAND ENGRAVED CIGARETTE CASE
Made in two thicknesses to contain either a single or double row
Single - (No. 1900) may be retailed for $9.00
Double (No. 1642) may be retailed for $9.75

JEBCo Silverware bearing this trade-mark denotes sterling silver 925-1000 fine.

Chicago Office, 910 Heyworth Bldg.
New York Office, 37 Maiden Lane
San Francisco Office, 717 Market St.

Our Product in Sterling Silver

to-day is superior in every particular to any line that this concern has devised during its existence of over half a century. This claim is proven in our

ILLUSTRATED CATALOGUE

showing prices and designs, which we will send upon request. It contains full information concerning our new ideas in

Toiletware, Manicure Pieces and Sets, Sandwich Plates, Cups, Jam Jars, Strainers, Hollowware, Casters, Lemon Dishes, Salts and Peppers, Condiment Sets, Candlesticks, Novelties, etc., in Sterling Silver. They are illustrated, explained and priced in our Catalog, which we will send to you upon request.

May We Mail You One?

JAMES E. BLAKE CO.

ATTLEBORO, MASS.

HARRISON
Umbrellas
and Walking Sticks

We have for many years been credited by the Jewelry trade with making by far the MOST ARTISTIC and BEST SELLING line of MOUNTED UMBRELLAS and WALKING STICKS in the country.

This Season's Productions exceed all our former efforts in beauty of design, workmanship and finish.

Trade-Mark

W. W. HARRISON CO.

Makers of
Umbrellas and Walking Sticks
OF THE BETTER SORT
5th Ave., Cor. 34th St. NEW YORK

Established
1876

"PARISIAN IVORY"

FRENCH CELLULOID

Its growing popularity has made it a most desirable addition to a Jeweler's Stock.
A visit of inspection will be of interest. There are big profits and quick sales in this new line. We have an unlimited variety of Toilet Articles, Photo Frames, Clocks, Desk Requirements and Novelties.

DEITSCH BROS. TRADE D MARK **14 E. 17th St., New York**



COLONIAL DAME BRACELETS

MADE IN FOUR WIDTHS—⅜", ½", ⅝", ¾"


60/292 60/268




54/279 54/303

Ask Your Jobber for "The Line of Quality"

LOCKETS
BRACELETS
FOBS

LOCKET B CO Trade-Mark

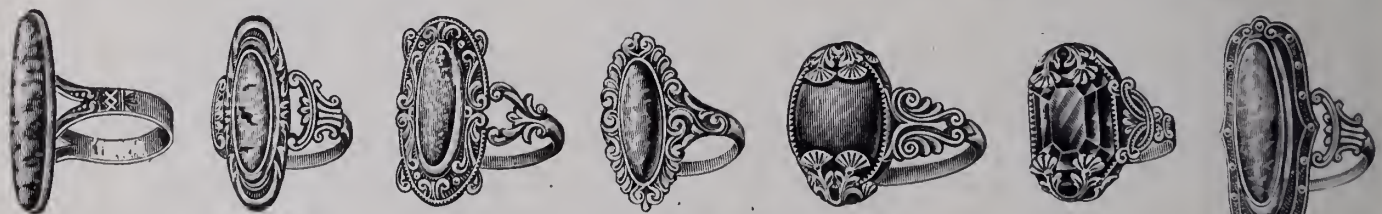
BLISS BROTHERS COMPANY
Attleboro, Massachusetts
Heyworth Building, Chicago, Ill.
Silversmiths' Building, New York City
Chronicle Building, San Francisco, Cal.

TRADE-MARK B.B.

CHARMS
SCARF PINS
BUTTONS

STERLING SILVER RINGS


8150 8155 8139 8119 8142 8137 8136


8120 8124 8138 8104 8133 8123 8113


8132 8116 8109 8108 8115 8107

To retail from 25c. up. Samples upon application

RHODE ISLAND RING CO., 21 Eddy Street, Providence, Rhode Island

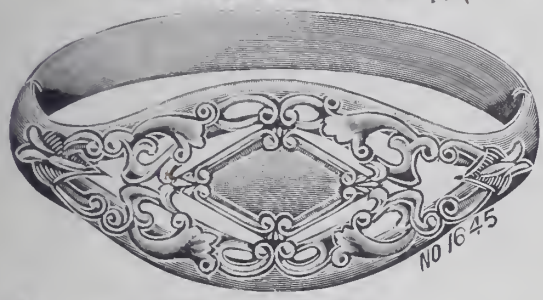
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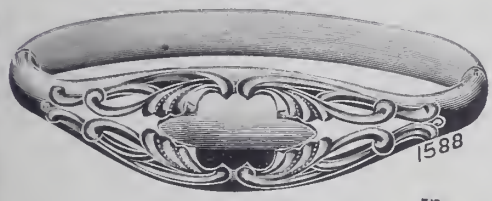
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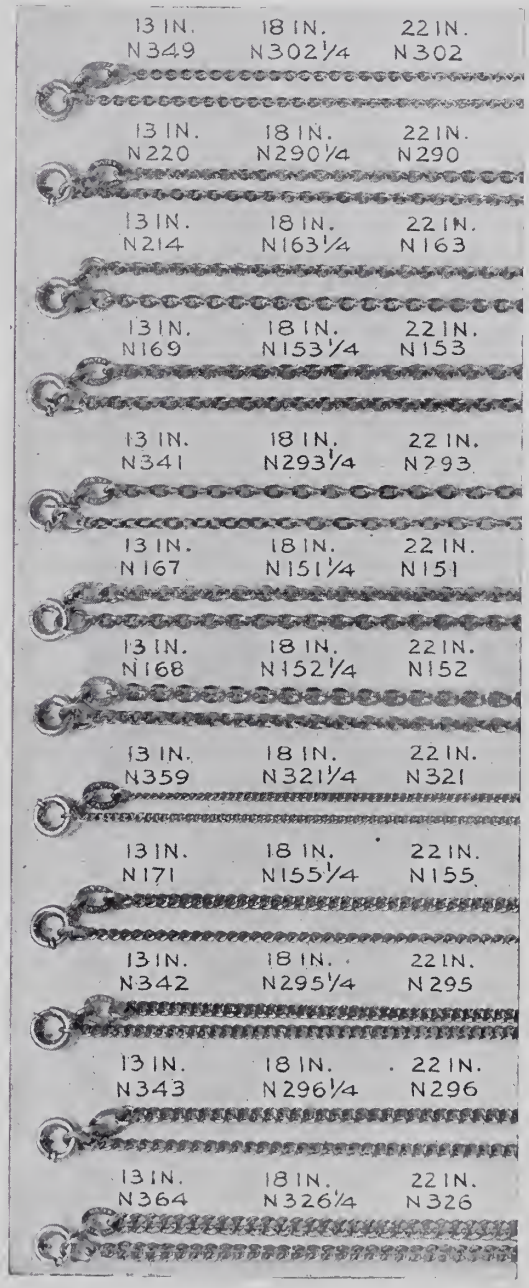
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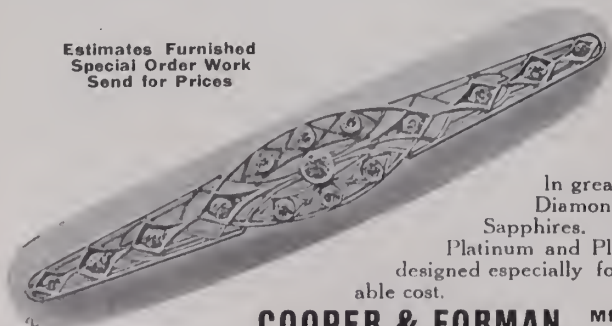
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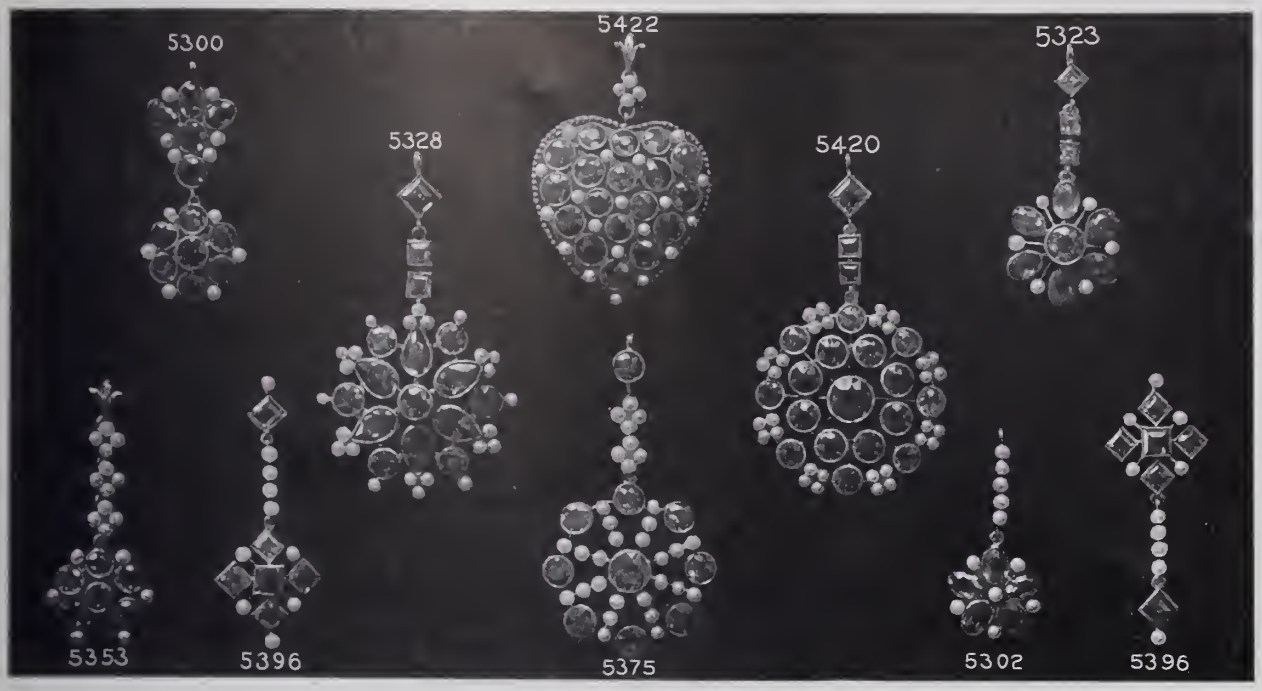
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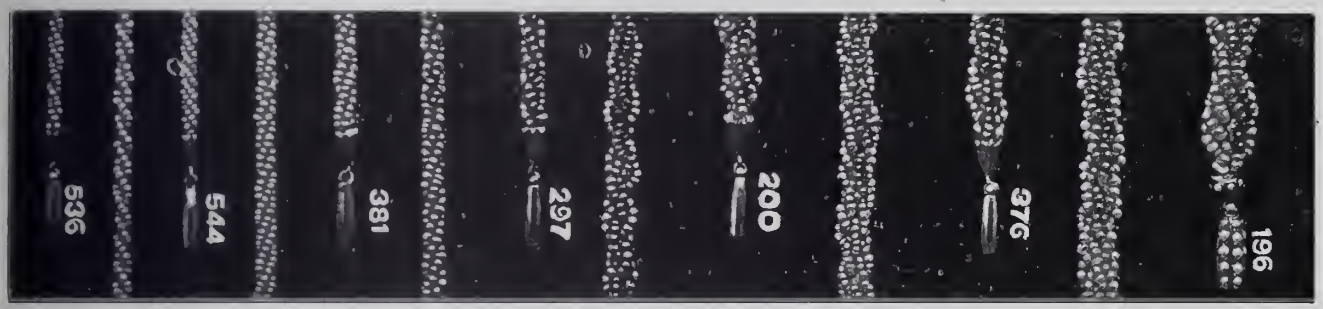
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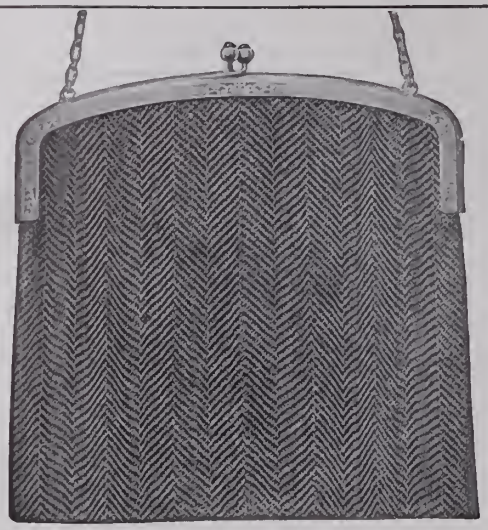
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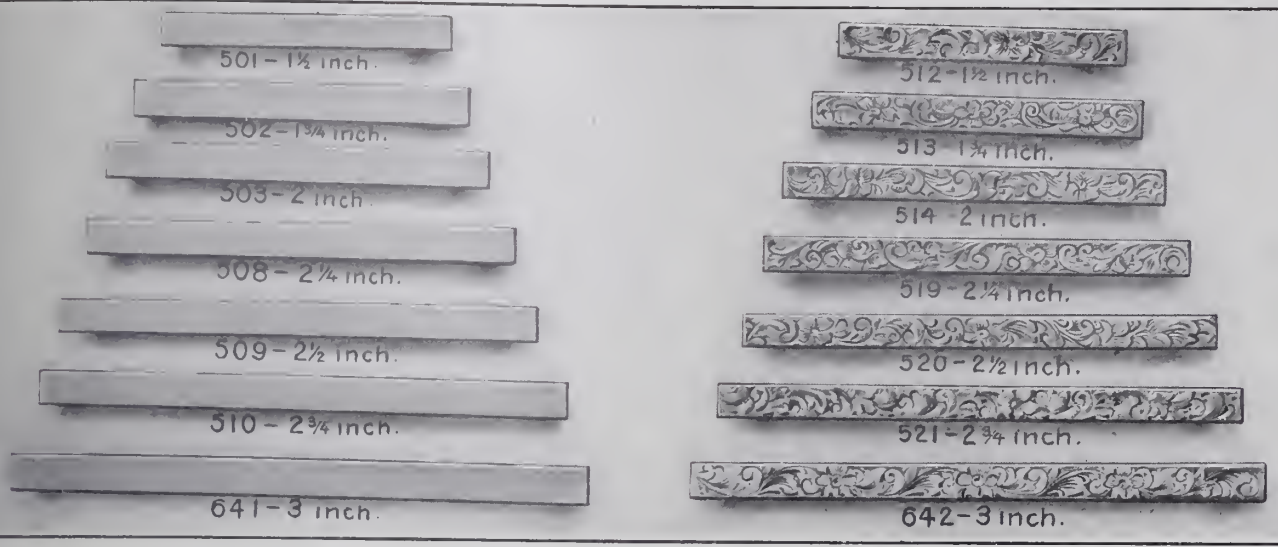
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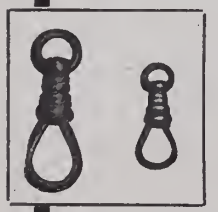
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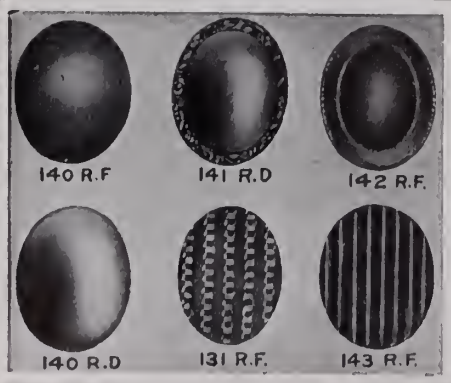
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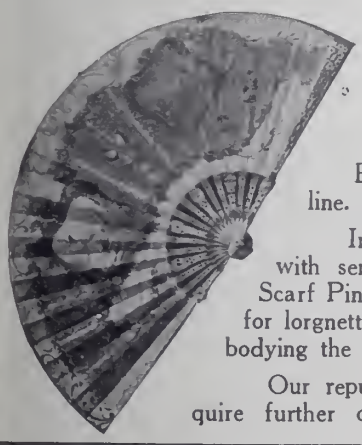
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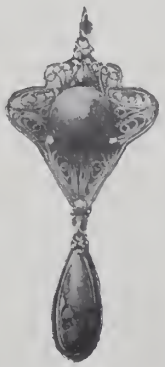
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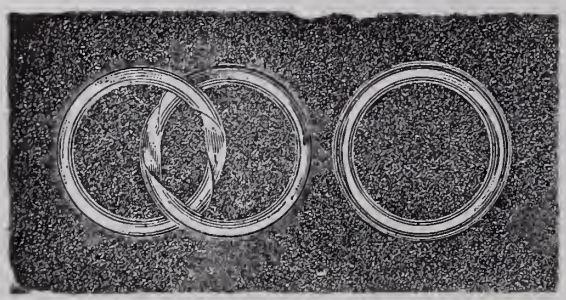
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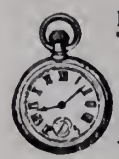
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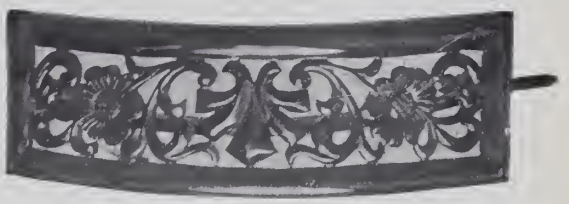
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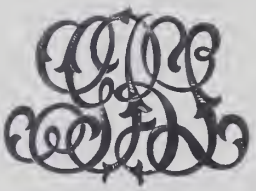
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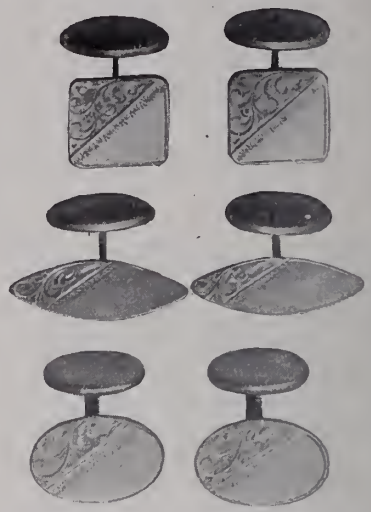
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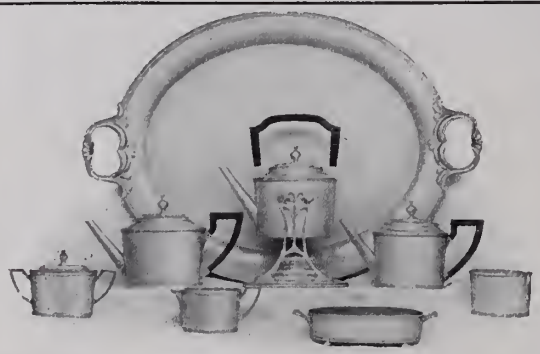
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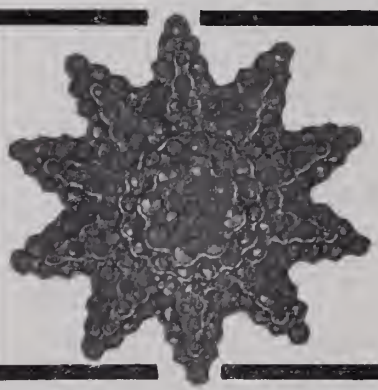
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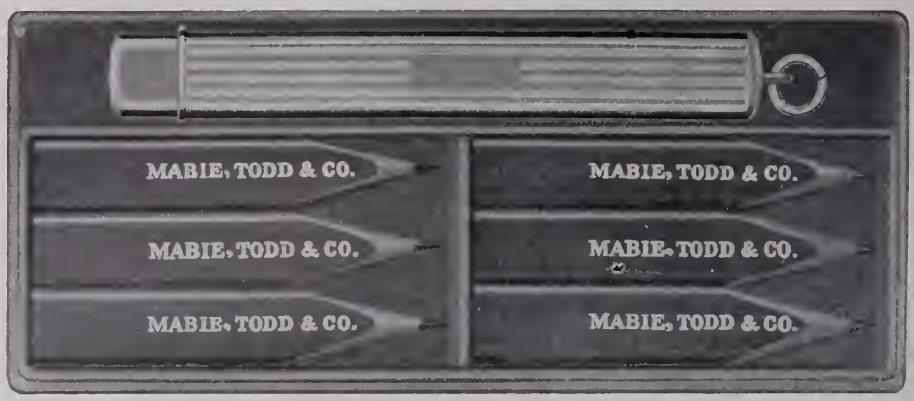
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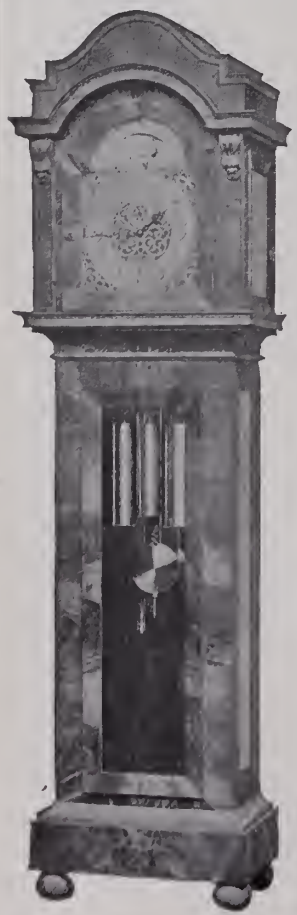


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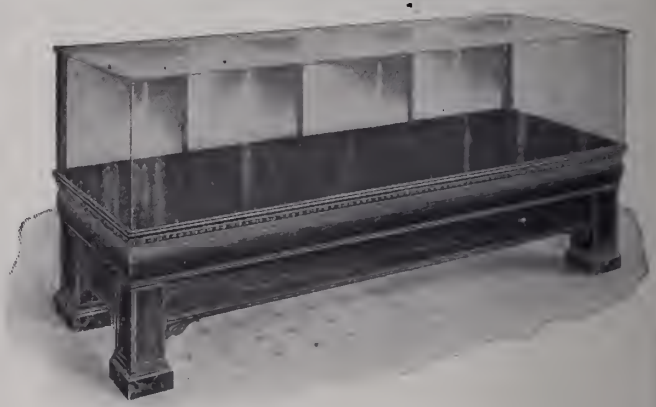
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What Some Dealers Have Done

A number of silverware dealers, during the past few months, have featured "The 1847 Girl." A young lady, clad in garments similar to those shown in the illustrations has distributed circulars, post cards, etc., and has concentrated attention not only on 1847 ROGERS BROS. ware, but on the store as a whole. She imparts the note of human interest that advertiser and merchant seek to inject whenever possible.

To those who have not the facilities for introducing a living model to their customers, we are always ready to supply various forms of pictures and display cards, etc., featuring "The 1847 Girl" in the interest of "Silver Plate that Wears" and the dealer who handles it.

"The 1847 Girl," together with our silverware, will occupy full pages and covers, in colors, in many of the leading publications, during the Fall buying season, even larger space being used than in the past.

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Meriden, Conn.

49-51 West 34th St.—NEW YORK—9-19 Maiden Lane

5 North Wabash Avenue, CHICAGO 150 Post Street, SAN FRANCISCO

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WITH WHICH ARE CONSOLIDATED
THE HOROLOGICAL REVIEW
THE JEWELERS' WEEKLY THE JEWELERS REVIEW

VOL. LXIII. WEDNESDAY, OCTOBER 4, 1911. No. 10.

The Silver Industry of Sheffield.

By Ernest A. Smith, A. R. S. M. (Deputy Assay Master, Sheffield Assay Office.)

THE manufacture of sterling silverwares and of silver-plated wares is a branch Sheffield trade of considerable importance. It shares with cutlery the honor of being a staple industry of the city, and has taken a great and increasing part in building up Sheffield's fame. From the beginning the silver trade has been infinitely connected with the cutlery trade The origin dates in the middle of the 18th century, and can be traced as an offshoot of the older industry, the manufacture of cutlery, for which the city has so long been famous.

The silver industry began when the art of "silver-plating" was invented in the year 1742 by an ingenious mechanic, Thomas Bolsover, who was a member of the Cutlers' Co. When repairing the handle of a knife, composed partly of silver and partly of copper, he accidentally fused the metals, causing them to adhere to one another, and this accident suggested to Bolsover the possibility of a process of coating copper with silver, so as to present the appearance of silver and thus obtain a substitute for solid silverware, which should be less expensive, but not an imitation. Bolsover succeeded in carrying out his idea, and manufactured small articles in plated silver. This was the starting point of a very important industry, namely, the manufacture of the celebrated Sheffield plate, which flourished for 100 years, and then had to give place to the process of silver-plating by electro-deposition, known as electro-plating. This process was introduced in 1840, and thenceforward plating by Bolsover's process declined, and about 1850 had almost died out.

The silver-plating process pursued in the manufacture of old Sheffield Plate consisted in taking an ingot of copper slightly alloyed with brass, and a thinner ingot of silver finer than standard, and placing them in close contact after their surfaces had been scraped clean and even. The silver was then protected by a thin sheet of copper and a sheet of iron outside that. The whole was tightly bound together with iron wire and the edges brushed with a solution of borax to prevent oxidation in a subsequent heating. The ingot was next very carefully heated in a reverberatory furnace until the silver began to fuse and was seen to flow at the edges. It was then quickly removed from the furnace, gradually cooled and cold cleaned in an acid solution, after which it was scoured with sand and water and rolled out to the desired thickness. For the purposes of manufacturing it was cut up and hammered into the required shape by skilled workmen, or stamped in dies, the edges and parts being soldered together at a moderate heat, and finally burnished by hand. In the early days of silver-plating the manufacture of buttons and buckles was an immense industry, and Bolsover at once established a factory in Baker's Hill for the production of these and other small articles, such as snuff boxes, etc. He experienced great difficulty in regard to labor, and at first he, and others who followed him, had to accept the services of itinerant tinkers and such workmen as they could induce to come from London and other places, men who speedily realized their importance and exacted their own terms.

For the first 50 years the copper was plated with silver upon one side only, but Bolsover's apprentice, Joseph Hancock, improved upon the process and plated both sides, at the same time extending its application to large articles, such as tankards, coffee pots, etc. Tin was at first applied to hide the raw edges of the copper, or brass, but in 1784 George Cadman, in partnership with Samuel Roberts, substituted solid silver edges and mounts, thus not only hiding an obvious disfigurement, but also protecting the parts most exposed to wear. The earliest forms of Sheffield Plate are generally plain and simple in design, but later the designs were pierced like the silver-pierced work of about the middle of the 18th century. As a general rule, Sheffield Plate simply reproduced the patterns of solid silver in use at the time.

The old Sheffield Plate, which, as stated above, represents the earliest form of silver-plating, was exceedingly durable. At the present time it is much sought after by collectors, and when genuine usually commands a high price. Several fine examples of Sheffield Plate may be seen in the Weston Park Museum.

Electro-plating.—The method now used was discovered in 1840 by a surgeon, Mr. John Wright, a native of Lincolnshire, who was for some time assistant to Dr. Shearman, of Rotherham, but afterward practised in Attercliffe, and subsequently removed to Birmingham.

Dr Wright appears to have been a great experimentalist, and Dr. H. Clifton Sorby has recorded the fact that in his early days he and Dr. Wright used to meet and experiment at the laboratory of Mr. Lucas, who was the scientific chemist at the silver refinery at Attercliffe.

Dr. Percy, the famous metallurgist, states (in his "Metallurgy of Silver," page 115) that "Mr. Wright informed him that he (*i. e.*, Mr. Wright) was led to this invention from reading the following passage in Scheele's "Memoir on Prussian Blue": "It is remarkable that our coloring matter (hydrocyanic acid), after it has united with the alkali, or with the lime, forms a menstruum, capable not only of dissolving metallic calces, but also of constituting a triple salt, which is not decomposed by the aerial acid, as happens with the *lixivium sanguinis* (*i. e.*, aqueous solution of cyanide of potassium) and the precipitating liquor, when exposed to the free access of air. Iron is not the only metal which has the property of fixing the coloring matter. The same quality belongs likewise to gold, silver, copper, and probably to several other metallic calces; for if, after these calces have been precipitated, a sufficient quantity of precipitating liquor be added, in order to redissolve them, the solution remains clear in the open air, and in this the aerial acid does not precipitate the metallic calx."

A patent was granted for the use of cyanide of potassium in electro-plating to Messrs. George Richards Elkington and Henry Elkington in 1840, Mr. Wright having sold his invention to those gentlemen on condition of receiving one shilling per ounce of silver deposited. The patent ought legally to have been taken out in the name of the inventor.

The process was first introduced into Sheffield, in 1843, by the late John Harrison, of Norfolk Works, Scotland St., who, being impressed with its merits, obtained from Messrs. Elkington a license to use the process, and sent George Walker (whom he engaged as an operative plater) to be instructed at Messrs. Elkington's works at Birmingham.

On July 1, 1843, Mr. Harrison advertised in the *Sheffield Independent* that he had commenced the business of electro-plating, etc., with Elkington's patent. Mr. Walker ultimately commenced electro-plating on his own account in 1845, and was the founder of the firm of Messrs. Walker & Hall, now carrying on the trade in Sheffield. In the early days of electro-plating the electric current was generated by means of a series of small electric batteries, but subsequently "magneto" electric machines were introduced. One of the first machines in use was patented by Mr. Woodrich, and a "license to use Mr. Woodrich's patent process of magneto-plating for the term of five years" was granted in 1845 to the late William Carr Hutton, the founder of the Sheffield branch of Messrs. William Hutton & Sons.

Within recent years great improvements have been made in electrical plants as applied to electro-plating, dynamos having now taken the place of the old apparatus.

*From the Journal of the Society of Chemical Industry, London.

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The base metal now used on which to deposit the silver is called "German silver," or "nickel silver." and is an alloy of copper, nickel and zinc, grayish-white in color and much harder than copper. It is rolled cold into sheets and afterwards manipulated by stamping into dies, spinning on lathes, hammering by hand, etc., the parts and edges being soldered together by means of a gas and air blowpipe. It is then "buffed" (polished smooth) with sand and oil upon leather wheels making 2,500 to 3,000 revolutions per minute, and finally thoroughly cleansed. The articles thus prepared are immersed in a vessel or tank containing a solution of double cyanide of silver and potassium, in which are also hung plates of silver to be deposited upon the articles. The electric current, generated by a dynamo, is then passed through the solution, traveling from a rod from which are suspended the silver plate to one from which hang the articles to be plated, and thus is deposited upon the latter a silver coating of any desired thickness. After removal from the vat the articles (the silver coating of which at first is white) are treated with the scratch-brush lathe, and subsequently polished, or burnished with steel tools. The final polishing is accomplished in a similar manner to "buffing," lime and rouge being used instead of sand, and the plate is finally burnished with steel tools, the latter method giving employment to large numbers of women and girls.

One of the fundamental differences between the old and new plating process is that, whereas in old Sheffield plate the base metal had to be covered with silver before it was wrought into shape (an article thus consisting of a number of separately-plated pieces joined together and liable to show their individuality after use), an electro-plated one is first completely made up in the base metal (German silver), after which it receives in all parts a covering of silver of uniform thickness, which is renewable as often as required.

Another base "metal" used for electro-plate is Britannia metal, which is an alloy of tin, antimony and copper, and is principally used in the manufacture of teapots, jugs, spoons, etc. The alloy was introduced about 1769 by James Vickers, of Garden Walk, Sheffield. Subsequently, James Dixon, the founder of the well-known Sheffield firm of silversmiths, James Dixon & Sons, of Cornish Pl., very largely developed the trade in Britannia metal. The manufacture of wares in Britannia metal largely superseded that of pewter ware, in which previously there had been a very important English trade.

Another method of silver-plating, known as "close-plating," was also extensively employed in former times, and appears to have been introduced into Sheffield by W. C. Hutton in 1832.

Although now superseded by electro-plating, it is still carried on in Sheffield to a limited extent. It was generally used on steel articles, almost all the old snuffers being of steel, close plated; it was also largely used for fruit knives and forks. The process consists of first making the article perfectly smooth and clean, and then tinning it by dipping it into melted tin. A foil of pure silver beaten thin and cut to the size of the object was then placed upon it and fitted as perfectly and closely as possible. When the silver foil had been closed upon the steel in every part by careful hammering, a heated soldering iron was passed over the whole of the surface, by which operation the tin again melted and formed a kind of solder between the steel and the silver foil. The surface was then polished with a steel burnisher. By this process the finished knife has a good cutting edge, and is not acted upon by the acid of the fruit, and will last a life-time.

Sterling silver.—It is but natural to expect that manufacturers of plated goods would now and again see openings for supplying their customers with silver ones and thus combined trades would arise. The exact date of the introduction of the silversmith is a little uncertain, but probably this would be about 1760, since it is stated in Hunter's "Hallamshire" that prior to that date Henry Tudor and Thomas Leader, both of whom had been apprenticed in London, came to Sheffield to make snuff boxes and small silver articles that were struck in dies. By the year 1773 the silver industry appears to have grown to some importance, as a petition of several artificers in silver plate in the town and neighborhood of Sheffield, was in that year presented to Parliament, setting forth that "a manufacture had of late years began with the town and neighborhood, and was then a very considerable trade, very likely to increase," and asking that an assay office should be established in Sheffield. (See below.) From that time the industry has gradually increased until it has attained its present important position.

In connection with the manufacture of silver ware the quality of the metal to be used has been fixed by law for centuries. It is well known that silver or gold, when pure, is almost as soft as lead, and articles made of either would be quite unequal to the wear of everyday life. To remedy this defect it is necessary that some other metal should be added to impart a certain amount of hardness, and copper is almost universally employed for this purpose.

By a law passed in 1300, in the reign of Edward I., it is enacted that the legal standard of silver ware should be 925 parts of silver per 1,000. This alloy is known as "standard" or "sterling" silver. Another legal silver per 1,000 known as Britannia silver, but as it is much softer than standard silver it is seldom used. The actual preparation and melting of the standard silver is usually effected in small wind furnaces with natural draught, the crucible being made of a mixture of graphite and fire-clay. Many of the larger firms prepare their own alloy, but standard silver is also supplied to the trade by local smelting companies and refiners, several of which have been in existence for over 100 years.

Standard silver is very malleable and ductile, and is well adapted to casting. Owing to its malleability, it lends itself with great facility to the design of the artist and the craftsman. It can be readily shaped into vessels of various kinds by means of the hammer, or raised by the process if stamping into objects of almost any desired shape. For the manufacture of silver knife blades, etc., the metal is forged by hammering in a manner similar to that employed for the manufacture of steel blades, by which treatment it acquires a considerable degree of hardness and toughness, and its resistance to wear is thereby materially increased. Many beautiful examples of the silversmith's art have been produced by Sheffield firms.

The growth of the silver trade in recent years may be best indicated by the fact that whereas in the year 1810 the weight of silver marked at the Sheffield assay office was under 60,000 ounces—and in 1860 only amounted to about 85,000—at the present time approximately 1,500,000 ounces (46 tons)of silver pass annually through the office. This does not, however, represent the total weight of silver articles manufactured at Sheffield, as a considerable weight is sent to London and elsewhere for hall-marking to meet the wishes of customers. It is interesting, also, to note that about nine-tenths of the increase shown by these figures has taken place within the last 20 years. At the present time there are between 150 and 200 firms in Sheffield manufacturing wares in sterling silver, electro-plate and Britannia metal.

Assay office.—The importance of the silver industry is also emphasized by the fact that Sheffield is one of the four cities in England at which an assay office now exists, authorized by act of Parliament, for the assaying and hall-marking of gold and silverware. With certain exceptions all gold and silver articles manufactured must be submitted for assay and hall-marking before being exposed for sale.

At the date of the birth of the silver trade in Sheffield offices authorized to assay and mark silver and gold wares existed at London, Chester, Exeter and Newcastle-on-Tyne.

The establishment of an assay office at Sheffield in 1773 was consequent upon a petition to Parliament on Feb. 1 that year.

The act reciting that the silversmiths and plateworkers in Sheffield were under great difficulties and hardships in the exercise of their trades for want of assayers in convenient places to assay and "touch" their plate appointed Sheffield to have an assay office for assaying and marking wrought plate, and incorporated a company entitled "Guardians of the Standard of Wrought Plate Within the Town of Sheffield, with perpetual succession, and power to use a common seal. The guardians appointed by the act were noblemen and others resident in or within 20 miles of Sheffield. They are 30 in number, and it is enacted that of these a certain proportion (at the present time not more than one-third, nor less than one-fifth) shall be plate-workers. No time was lost after the act was passed before the company proceeded to business. They met July 5, 1773, under the presidency of the Earl of Effingham and appointed officers, etc. The principal officers are four wardens, the assay master, and a law clerk. The regulations of the office are similar to those in force at Birmingham, and are much more precise than those of London.

The distinctive city mark struck upon all wares assayed in Sheffield is a crown for

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PEARL JEWELRY GROWS IN FAVOR

Great Number of Japanese Cultivated Gems To Be Worn by English Women.

(SPECIAL TO THE HERALD.)

Herald Bureau, No. 130 Fleet Street, London Sunday.

Pearl jewelry is apparently going to be the most fashionable this autumn, and a great number of the wonderful Japanese cultivated gems will be worn. Artificial pearls will be used a good deal in trimming, but notwithstanding the perfection with which they are now manufactured most women prefer to have a real pearl ornament. Therefore owing to the Japanese pearl culture, real gems will be within the reach of every woman, according to Mr. Wood, the Brook street expert.

"It is true," he said, "that the price of pearls has gone up considerably, but the Japanese pearl can be obtained at ten to twenty per cent cheaper. The pearl, you know, is formed from the matter secreted by the oyster consequent on some irritation, and it is by artificially producing this irritation by means of boring a hole in the shell and pricking the oyster that the Japanese pearl is cultivated.

"The Japanese pearl, therefore, cannot be classed as artificial, but it can never rank with the pearl which has been spontaneously produced, because with the Japanese species the gem is never completely finished, and shows on the underpart a dark and faulty coloring. The upper portion differs in no way from the ordinary pearl, and therefore it is impossible, save to an open setting, to tell the difference between the real and the cultivated

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The assay office, which is situated in Leopold St., is equipped with thoroughly up-to-date appliances. Prior to 1903 all silver assays were made by the old cupellation method, but in that year the Volhard (sulphocyanide) volumetric method was introduced.

Power to assay and hall-mark gold wares was granted to the assay office authorities in 1904. The method employed for the assay of gold wares is similar in principle to that universally adopted for the assay of ordinary gold bullion, and involves cupellation to remove the base oxidizable metals, and inquartation with subsequent parting in nitric acid to separate the gold.

The wares sent for hall-marking are carefully scraped so as to obtain fair samples of the metal of which they are made, and the samples are subsequently assayed. The acts provide for the marking, with the authorized marks, known as hall marks, such wares as, on trial, are found to be of silver or gold of standard quality, and the breaking up of any found to be worse than standard.

It speaks well for the various Sheffield firms which supply standard silver to the trade, that the average quality of silver which has failed "to pass the hall" within the past 10 years is below one-half ounce per 10,000 ounces assayed and hall-marked.

Gold Cross of the Kremlin.

IN collecting mementoes of the Napoleonic Invasion for the centenary celebrations in Moscow next year, attention was drawn to the memoirs of the Comte de Ségur and other French contemporaries regarding the fate of the great cross of Ivan Veliky, the church which dominates the Kremlin.

Napoleon had this cross pulled down, believing it to be of solid gold and intending to have it placed over the Dome des Invalides. He was prompted to this act by a desire to punish the Russians for setting fire to the city, especially as the cross was popularly believed to have a legendary connection with the greatness of Russia.

With enormous difficulty the cross, measuring 16 feet, was brought down, and, according to Ségur, had to be abandoned on the march to Smolensk, being sunk with a quantity of other impediments in Lake Semlevo. The lake having been recently drained, a careful search was made, which brought to light innumerable remains of dead horses, harness, carts, uniforms, etc., but no trace of the cross.

Letters published in the *Novoe Vremya* argue that it never left Moscow and was probably buried under the wreckage of the Kremlin caused by the blowing up of its buildings at Napoleon's command. The real gold cross remained undetected on one of the churches which escaped destruction.

James R. Fonger, Gary, S. Dak., has been succeeded in business by W. J. Rowland.

The Sterling Mfg. Co., Cedar Rapids, Ia., who for several years has been dealing in jewelry and silverware at wholesale, is closing out its jewelry line and will handle silverware exclusively.

Little Talks on Buying Diamonds.

By Monroe Engelsman.

PART II.

HOW AND WHEN TO BUY UNMOUNTED DIAMONDS AND OTHER PRECIOUS STONES.

In the last article the writer endeavored to explain and demonstrate the advantages under certain circumstances of buying *mounted* diamonds in preference to loose stones. Now we will endeavor to show when it is better or more advantageous to purchase unmounted goods, and buy separately the settings into which they are to be mounted. But before proceeding one should consider the important hints and suggestions which were submitted in the article as published in this journal in its issue of Sept. 27.

The growing tendency to purchase unmounted goods is manifested by the increase in the number of dealers who for the past 40 years have engaged in this particular branch of the business of the jewelry trade, an increase warranted perhaps by the augmented demand for such goods. It might seem at the first glance that those who make it a specialty are engaged in a lucrative business, but as a matter of fact only a comparative few have experienced success. At this moment, however, it is not the writer's intention to state or give the causes which bring about this deplorable fact.

The writer wishes to repeat the statement in the previous article that it is injudicious at any time to buy unmounted diamonds, unless you have sufficient capital or believe you have substantial reasons for doing so. However, if you are in a position to buy in this way it is advisable to confine your purchases to such firms as enjoy a high reputation, not only for their reliability but also for their facilities to sell at advantageous prices, to extend ample credit, and to give you proper terms. As such goods are quite expensive at present, it is obvious that to purchase a proper assortment requires of necessity an exceedingly large investment and for this main reason it would be much better and more advisable to concentrate your purchases with as few firms as possible.

After having bought the unmounted stock the mountings must be considered, and the proper method to pursue is not to limit your purchases of these goods to any one concern, but select the mountings from such firms that are able to show the largest variety of up-to-date patterns. When so purchasing, it is well to bear in mind that cheapness of price is not the only factor to contend with, but consideration should also be given the design, style, make of the settings and also to how they will appear when so mounted. Often the design or style of the setting enhances the chances for inducing the prospective purchaser to buy.

Many dealers are afflicted with the unfortunate idea that they are expert judges of diamonds and other precious stones, and therefore they are prone to buy such class of goods entirely upon their own responsibility, while often, as a matter of fact, these egotists would pursue a safer and wiser course by occasionally taking the advice or suggestions of the dealers from whom they may buy, as the dealer's experience and knowledge is generally far greater and better than their own in matters of this kind.

There are also many who desire to purchase on what is termed open account, believing that by so doing they can buy equally as cheap or as advantageously as those who give bills payable. Let us consider this very important question.

In some isolated cases and under exceptional circumstances it is true that this can be effected, but in general it cannot be accomplished, and for very good reasons.

It is reasonable to assume that unless the particular dealer is the fortunate possessor of a large capital, or has ample facilities to sell his goods through you, he can ill-afford to offer or quote you his closest price and best terms should you desire to buy on open account. He reckons naturally that from such a credit given to you he cannot utilize at all that part of his investment in his business until this account is due or has been paid. Therefore the dealer would rather sell his goods at a cheaper price and give, perhaps, more liberal terms or extend a larger credit to those from whom he can obtain their bills payable, which enables him at the same time to discount them at his bank, some, if not all, of such notes, and this means virtually the utilization of money that will enable him either to reduce his own indebtedness, or enable him to purchase new stock. It is therefore obvious to perceive that you are as much benefited as he is when giving your bills payable for such goods purchased.

The opportunity to buy perfect diamonds in any size or quality does not so frequently present itself as in former years, because not only has the value of diamonds, precious stones, etc., increased (due to the advance cost of these goods in their rough state), but perfect stones, whether in their rough state or otherwise, exist comparatively in very small quantities in proportion to the number of them found in their natural state. But is it essential to purchase only such classes of goods? Does an imperfection in a stone (known to the trade as a "pique" stone, or, in other words, a stone having a defect classed as a flawed stone) change either its cut, quality or brilliancy? Is its relative value any less?

Relatively it is not, therefore that in consideration of the prevailing difficulty of obtaining perfect stones the sooner your patrons or prospective buyers become educated to the conditions as previously stated, and are induced to believe that although stones may be imperfect it does not necessarily effect their otherwise beautiful qualities, the better for all concerned. When buyers are, or can be convinced of this

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fact, they can save the great difference in cost when selecting either perfect or imperfect goods.

At the same time, when this fact is understood and recognized, your sales for them will be increased greatly, and you will find also that this fastidious but foolish idea of buying only perfect goods will not be so prevalent. Your chances to make a sale will be much better.

You, as well as your patrons or prospective buyers, know that in all other precious stones, such as the ruby, emerald, or pearl, none of them are absolutely perfect, and yet the demand for them has not diminished. Why not likewise the diamond? It is up to you to change the false and prevailing idea that a diamond must be perfect. In a word, we are yet too fastidious in our requirements, but we must overcome our foolish inclinations and desires, particularly when buying diamonds or other precious stones.

It is equally as important to consider also *when* it is best to buy. After having made your respective purchases you are naturally contented with the selections which you have made, and the prices for which you have bought them, sometimes it occurs that unexpected opportunities to buy present themselves, perhaps most advantageously, some of the same class of goods as your recent purchases, and, in consequence, you may be tempted to again buy such goods. Would you be justified to adopt such means? Would it be to your best interest to do so?

Before finally taking such a step, you should consider that you have already incurred certain obligations or indebtedness. You must pay these ultimately, and it would be advisable not to buy more goods until you have sold first a sufficient amount of your last purchase, no matter how cheaply the new articles were offered.

Then, again, there is a question to be answered. Are such good (which apparently can be bought so advantageously), not offered to you purposely at a low figure, because you would or could not buy them, in order to create an impression for future sales, and perhaps discourage you with the connections you have made?

Do not loose confidence in the value of your stock at any time, particularly in diamonds or precious stones. As a matter of fact, the selling of them depends greatly by the attractive way you mount them, and upon your representations to your customer.

Even if you have come to the conclusion that some of these goods could have been bought cheaper, remember that your sales for them will not be impaired, because the prospective buyer is greatly influenced by the design or style into which they are set, and appeal thus to him and also to the confidence he may have in your representations.

The knowledge and taste which you have acquired by experience have no doubt taught you to make good selections of mountings and enabled you to set the stones attractively and advantageously into them. This ability, together with the reputation which you may enjoy, constitute some of the most important factors to assist materially in overcoming any loss incurred by mistakes.

It is well to consider that it is difficult at any time to judge properly the actual market value of such in any classes of diamond goods, and dealers who enjoy the reputation of being experts in this branch of the jewelry business have very frequently made mistakes. Therefore, it is fair to assume that the layman's qualifications to ascertain the respective value of such goods which you may offer to him is indeed very limited.

Before concluding this article, the writer desires to caution you to be careful and conservative at all time when buying; rather purchase too little than too much. Let your assortment of all your stock be ample. Particularly when buying diamonds, or rather precious stones, have your stock of such goods consist of all the required sizes and qualities which you may need. In consequence of this, should you pay higher prices than necessary to obtain this assortment, your apparent or real loss will be offset by the adoption of a conservative policy in buying, which will benefit you in the end, and enhance the chances of your success in business.

Platinum Clasps for Necklaces Held to Be Dutiable as Jewelry at 60 Per Cent.

A decision of interest to the jewelry trade was handed down last week by the Board of United States General Appraisers when it held that a platinum clasp for a necklace, set with a genuine pearl and rose diamonds, was dutiable at 60 per cent. ad valorem under the provisions of Par. 448 of the Tariff Act of 1909. The clasp was imported by G. W. Sheldon & Co., Chicago, and was assessed for duty at 60 per cent. under the provision in Par. 448 of the act of 1909 for "all articles commonly or commercially known as jewelry or parts thereof," etc. The importers claimed duty at the rate of 50 per cent. ad valorem under Par. 427 of the same act which provides for "snap fasteners or clasps, or parts thereof, by whatever name known."

Judge Sharretts, who writes the decision for the board, says:

A provision for "clasps, by whatever name known," standing alone, would seem to be more specific than that for "jewelry," but where the word "clasps" is coupled with and probably intended to be synonymous with "snap fasteners," and is included in a paragraph devoted wholly to buttons or parts of buttons, we must presume that the snap fasteners or clasps provided for therein are in the nature of, or serve the same purpose or use as buttons commonly used on gloves and shoes.

All of the enumerated articles in Par. 427 are intended for utilitarian purposes, while the clasps in question is a part of a necklace intended to adorn the person, serving no useful purpose and is not *ejusdem generis* with the articles specified in Par. 427.

We find that the merchandise in question is a part of a necklace, commonly or commercially known as jewelry, composed of platinum and set with precious stones, and hold that it is more specifically provided for in Par. 448 than in Par. 427 of said act. The protest is accordingly overruled, the collector's decision being affirmed.

The Studabaker Jewelry Co., Richfield, Utah, has been succeeded by J. P. C. Norman.

Recent Decisions by General Appraisers On Gems, Jewelry, Novelties and Kindred Lines.

Decisions by the Board of United States General Appraisers at New York during the past week included several of importance to the jewelry trade, among which were the following

B. Altman & Co., New York, imported pieces of onyx cut in bead form, suitable for use in the manufacture of jewelry. Duty was assessed on the merchandise at 50 per cent. ad valorem as manufacturers of onyx under Par 115 of the tariff act of 1897. The importers claimed that the merchandise is dutiable as precious stones cut but not set at 10 per cent. ad valorem under Par. 435 of the same act. The board sustains the protest and the collector's decision is reversed.

Pocket cigar lighters made of brass, nickel plated, were imported by Massee & Co, New York, and were assessed for duty at rates equivalent to 85 per cent., under Par. 448 of the Tariff Act of 1909. The decision says that cigar lighters are unquestionably smokers' articles and hence the only question presented is whether they are dutiable under Par. 448 as assessed or at 60 per cent. under Par. 475 as claimed by the importers. In a previous decision the board held with regard to articles of a kindred nature that in the absence of testimony tending to prove that the merchandise was chiefly used for other purposes than by smokers of cigars and cigarettes, they were dutiable at 60 per cent. On the authority of that decision and in the absence of sufficient proof that the merchandise is not smokers' articles, the board sustains the importer's claim of a duty at 60 per cent.

Max Deutz, Providence, R. I., imported brooches and ornaments set with imitation jet on which duty was assessed as manufacturers composed in chief value of cut-glass at 60 per cent. ad valorem under Par. 98 of the Act of 1909. The board holds that the merchandise is in chief value of paste and not cut-glass, and is not included within the provisions of Par. 98. The board sustains the claim in the protest that the merchandise is dutiable at 45 per cent. ad valorem under Par. 109 of the same act.

G. W. Sheldon & Co., Chicago, imported clasps or belt buckles composed in chief value of brass or set with imitation precious stones composed of paste. The articles are designed to be worn on apparel for purposes of adornment. The same concern imported vanity cases, comb and coin holders, note-book and small mirror, all attached to a chair for purposes of convenience and designed for utilitarian purposes. All of the merchandise was assessed for duty at 85 per cent. ad valorem under Par. 448 of the Act of 1909, and is claimed dutiable by the importers at 45 per cent. under Par. 119 of the same act. The protest relative to the clasps or belt buckles is denied and the collector's decision affirmed. The protest as to the second group of merchandise is sustained.

The business of Mary A. Borne at Titusville, Pa., has been taken over by H. F. Eyler.

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Colonial Ecclesiastical Silver to Be Exhibited at the National Museum, Washington, D. C.

WASHINGTON, D. C., Sept. 30.—There will shortly be put on exhibition in the National Museum here a collection of old colonial ecclesiastical silver gathered together from Washington, the south and west. The exhibit is sure to arouse interest, not alone for the beauty of the old pieces themselves, but on account of the purpose for which it is being assembled as well.

The collection is being made under the auspices of the Colonial Dames, and is one of three collections, the other two being at New York and Boston. The object of thus accumulating as far as possible the old silver used in our churches is to secure exact data relative to its antiquity, and also for the purpose of getting up a history of the old church silver of this country. A general committee of the Colonial Dames was appointed for the purpose of securing the loan of all the ecclesiastical services in the various churches throughout the country in order to bring it together in three general collections. The Washington collection is to comprise the services from the southern, western and the District of Columbia churches. At the Metropolitan Museum of Art will be represented the New York State services, while those from the New England churches will be shown in the Boston collection. When gathered together it is to be catalogued and examined by an old plate expert, E. O. Jones, who has come from England especially for this purpose.

Only a few of the pieces to be shown at the National Museum have arrived in Washington and the collection now has only a nucleus of what will be an imposing exhibit. One service comprises three pieces—two silver chalices, each eight inches high, and a silver paten, five and one-half inches in diameter—all bearing the old sterling mark and engraved "St Ann's Parish, Essex County." They are from the Virginia church of that name.

The service, which was presented to St. Ann's Parish, dates back to 1724, 80 years after the church was founded. In the parish there was a tradition that the service was presented by Queen Ann. Investigation, however, proved the tradition unfounded, as Queen Ann died in 1714. It is believed, however, that the service may have come from the fund she established, and which was known as "Queen Ann's Bounty." For many years one of the cups and the paten were lost, and it was not until 1909 that they were discovered, when the Rev. Thomas D. Lewis, rector of the parish at that time, learned that they were in possession of Charles A. Munn, of New York, who had purchased them from a New York firm three years prior. Realizing the claim of the parish, Mr. Munn let them go. The loss of the two pieces is accounted for by the present rector of the parish because of the fact that at one time two churches existed in the parish, between which the silver was undoubtedly divided.

Four pieces have been sent from an old church at Fort Defiance, Va. These are a paten, chalice, flagon for holding communion wine and the tray upon which they rest.

The idea for the coming exhibition originated when so much interest was shown over the collection of old ecclesiastical plate at the Jamestown Exposition in 1907. The Colonial Dames decided that a further effort should be made to obtain an authentic history of the old church plate, and a committee was appointed and the present task begun.

The Boston collection has already been assembled and catalogued, while the New York collection will soon be completed. Mr. Jones is now in New York, where he has begun his work.

Although the National Museum will be temporarily enriched by the collection, it has nevertheless lost one old piece of plate thereby. It is a silver baptismal basin, coming originally from Holland in 1694. This was loaned to the museum by the Colonial Dames, but subsequently recalled by them, and now forms part of the New York collection. The silver which will form the Washington collection is loaned by various churches and collections for the proposed study and examination by Mr. Jones. As soon as he has completed his work it will be shipped back to the churches and collectors.

At the present time there is in the museum here a considerable quantity of old domestic silver, loaned by the Colonial Dames, which it is more than probable that Mr. Jones will examine at the time he is studying the ecclesiastical specimens. Among these pieces are several, the definite use of which is a matter of conjecture. There is a ladel-like spoon, down the center of the bowl of which is a latticed bridge. It is thought to be a toddy spoon, the lattice work being for the purpose of keeping the seeds from entering the glass as the beverage is being poured in, but the use for which it was really intended is not definitely known.

Receiver Appointed for Edward U. Kahn (Inc.), New York, in Bankruptcy Proceedings Brought by Creditors.

A petition in bankruptcy was filed last week in the United States District Court at New York against Edward U. Kahn, a corporation which imports and manufactures jewelry novelties, belts and ladies' neck wear, at 604 Broadway, New York, by these creditors: Alfred Sternberg, $101; Louis H. Kohn, $416, and Louis Haupt, $57, all on assigned claims. It was alleged in the petition that the corporation is insolvent that it made preferential payments of $2,000 and transferred merchandise and accounts of $2,000.

Judge Hough appointed Jesse Watson receiver, under a bond of $3,000, on consent of the attorney representing the corporation. It was said that the liabilities were between $40,000 and $50,000 and the assets from $10,000 to $25,000 in stock, machinery and accounts. Edward U. Kahn, who managed the business, was at one time a member of the firm of Kahn & Wortheimer and was also subsequently with Mr. Davis, under the firm style of Kahn & Davis. In December, 1908, the business of that firm was incorporated under the laws of the State of New York, with an authorized paid in capital of $40,000. In September, 1909, the company obtained permission from the court to assume its present style.

Paste Imitation Precious Stones Intended for Hat Pins Dutiable at 20 Per Cent.

The Board of United States General Appraisers at New York decided last week that imitation precious stones composed of paste or glass intended for use in the manufacture of hat pins are dutiable at 20 per cent. ad valorem, under Par. 449 of the Tariff Act of 1909. The merchandise was imported by the American Shipping Co. Chicago, and duty was assessed by the collector at 45 per cent. ad valorem under Par. 109 of the act of 1909 as manufactures of glass. The importers claimed they are assessed a duty of only 20 per cent. under Par. 449, which provides for imitation precious stones.

In the advisory report to the collector relative to the classification for duty of the merchandise in question, the appraiser reported that in view of the principles enunciated in T. D. 30.934, when hat pins with heads of imitation precious stones faceted were held to be dutiable as manufactures of glass or paste, return for duty was made under Par. 189 at 45 per cent. ad valorem. These hatpin heads are not parts of jewelry and are not used in the manufacture of jewelry, consequently are not dutiable under Par. 449 as claimed.

In his decision, Judge Sharretts, who writes the opinion for the board, says:

In G. A. 6139 (T. D 26679), affirmed by the Circuit Court for the Southern District of New York, this Board, in passing upon the dutiability of hat-pins, separted them into two classes. The first, which was held to be jewelry, embraced such as were set with paste (imitation precious stones), the heads being ornamented with metal bands, scroll work or other ornamental designs. The second class included hat-pins with plain round and faceted paste heads imitating precious stones not set in metal, ornamented or decorated. Following the decision of the court in the case of United States *vs.* Schiff, the second class were held not to be jewelry. Abstract 23957, cited by the appraiser, had reference to hat-pins similar to those embraced in Class 2 of G. A. 6139.

The imitation precious stones in question can be and have for years been used indiscriminately in the manufacture of both class of goods. It is impossible to determine with any degree of certainty whether any imitation precious stones are to be made into jewelry or cheaper articles not so known. We find, however, that they belong to a well recognized class of goods known as imitation precious stones, and that they are suitable for use in the manufacture of jewelry, such use being general and material and not merely incidental. We accordingly sustain the claim in the protest that the merchandise is dutiable at 20 per cent. ad valorem under Par. 449 of the act of 1909, the collector's decision being reversed.

It is reported that last week Edward V. Glass, who conducted a jewelry and notion business at 2128 Main St., Parsons, Kan., had left town, and his whereabouts were unknown to his friends there. Mr. Glass was a watchmaker, and was in the jewelry trade for a long time. He was formerly in business in Enid, Okla., and moved to Parsons last February, when he succeeded a man named Sullivan. His jewelry stock was not valuable, and it is not believed his facilities in this trade are very large.



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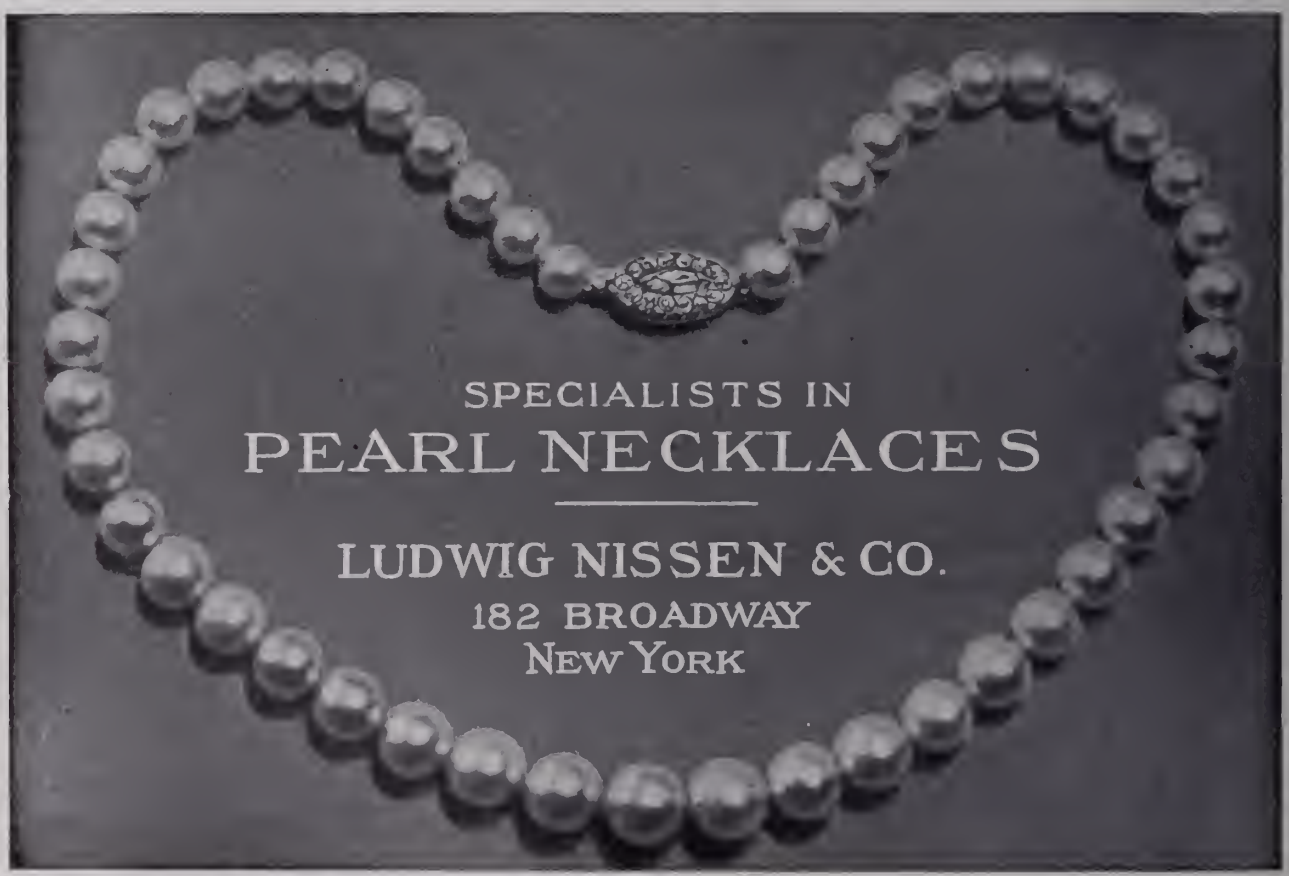
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Buffalo Jeweler's Son Shot Down in His Store.

Stranger Enters Store of Panimo & Co., Opens Fire on Young Abraham Panimo, Apparently Without Cause, and Then Escapes—Police Believe That the Assistant Had an Accomplice and Had Planned to Rob the Establishment.

BUFFALO, N. Y., Oct. 2.—Jewelers of Buffalo, with the police force, agree that the man who shot young Abraham Panimo in the jewelry and pawnbroking store of Panimo & Co., at 169 E. Genesee St., Wednesday, Sept. 27, had planned a big robbery and that it was only the presence of mind and self-possession of young Panimo that saved his father's store from being robbed. Young Panimo had spoken with the man but a few moments before on the subject of buying a suit case and was brutally shot down by the stranger without warning and without cause. The victim, who has been at death's door at the Emergency Hospital, has been unconscious at intervals, but has made a complete statement of the circumstances which led up to the shooting. The man, who fired three bullets into Panimo, is still at large and 50 police and detectives have been unable to find any trace of him after he disappeared. Young Mr. Panimo makes the following statement:

"The man, who was young and fairly well dressed, came into the store while I was at work near the safe. He asked to be shown some suitcases among other things and I put several of them on the counter for his inspection. He looked at one and asked the price, which was $2. He left the store saying he would return in a few minutes. When he came back in the store he said, 'So you want $2 for that suit case, do you?' I had no time to answer, for he pulled a revolver from his pocket firing three shots, all taking effect. I staggered to the shelves and reaching out pulled the hook of the police alarm and then I ran across the street to the doctor's office. The man ran from the store as he saw me reach for the hook of the police alarm."

Immediately after the jeweler reached the doctor's office the store was surrounded by the police and Mr. Panimo was hurried to the Emergency Hospital and placed on the operating table. One of the bullets entered his left breast and, deflecting downward, pierced the lung. The second ball struck him in the right breast, inflicting a dangerous wound, while a third crashed into his temple. Only one bullet has been recovered, as Mr. Panimo has been too weak for further probing. The doctors at last reports give him a fighting chance for life.

Abraham Panimo is 22 years old. He has been employed constantly in his father's store, which is a jewelry store and a pawnshop combined and is an industrious young fellow well liked by the business men of Genesee St. He lived with his father at 33 Plymouth Ave. and was engaged to Miss Rose Stack, of New York, the wedding to take place shortly.

Solomon Panimo is one of the prosperous merchants and pawnbrokers of the city. Only a few months ago he brought about the arrest of a thief who was about to pawn a number of articles which had been stolen. It was thought at first that the fellow had escaped from jail and had done the shooting in a spirit of revenge. The police, however, learned that the thief in question was still in Elmira Reformatory.

The description of the man who shot Mr. Panimo sent out by the police is the one agreed upon by all those who saw him. The printed description reads: "Man 28 years old, five feet nine inches in height, weight about 150 pounds. Was of dark complexion and good looking. Wore blue serge suit with fine white stripes through it; high turn down collar, with red and black necktie.'



ABRAHAM PANIMO, WHO WAS SHOT DOWN IN HIS FATHER'S STORE AT BUFFALO, N. Y.

The curious feature of the affair is the man's behavior before he began his tour of the east side jewelry stores.

The man hired a taxicab at the Edward St. garage of the Buffalo Taxicab Co. at 7.30 o'clock on Wednesday morning, Sept. 28. In the taxicab he had driven to all parts of the city visiting jewelry stores, saloons, smoking cigarettes, walking into a clothing store, tailor's shop and taking several suits and apparently enjoying a sight-seeing trip of Buffalo.

After the bill for the taxicab had reached $20 the chauffeur became suspicious, for the man visited stores, markets, banks, and even St. Vincent's Orphanage Asylum, where he asked if the building was a hotel. The suitcase which he had with him he carried to each place and finally pawned at Wilson's pawnshop, where it was recovered by the police. Inside the case was a fine black suit satin lined bearing the names "Franhauf, New York tailer," and on the inside pocket oft the coat, "Meyers & Co., Springfield, Ill."

After driving to other streets he left the taxicab and returned to it carrying an overcoat on his arm. He went to the office of a big lumber yard and stayed for some time and then went to the National Dry Cleaning & Dye Works on Main St., which is run by M. Markel and managed by A. Amann, telling the driver he must get some clothes there which had been pressed. When he came out he carried a big armful of clothes. Later it was discovered that clothes had been taken from this store, the description of which showed they were the same which the stranger had taken.

The suit provides the only clue which the police have to work on. A week ago a man giving the name of Woodbre, living at 63 E. North St., left a suit there to be pressed, but on delivery it was found that no such man lived at the address given nor in that vicinity. He disposed of the clothes from the dye works, but where the chauffeur did not know, as the man was gone from the cab a half hour and returned with a different suit on.

Before entering the Panimo store he had the taxicab stopped around the corner from Genesee St. and he walked to the store. He handed the chauffeur a cigar saying, "Crank up, son, I'll be back in a few minutes." The chauffeur waited over five minutes and noticed an excited crowd gathering. He learned there had been a shooting, got the description of the man who had run out of the Panimo store and evaded the police, and recognized his passenger. One clue is furnished by a street car conductor, who says that a hatless man jumped aboard his car appearing very excited and rode coatless on the front platform although a chilly wind was blowing. The man got off the car at Carlton St. and ran west. That is the last trace of him.

It was also learned that before reaching the Panimo store the man visited the store of Jacob Zilliox, on Broadway near Madison St. He asked Mr. Zilliox if his name was Schmid and Mr. Zilliox replied it was not, but that Mr. Schmid's jewelry store was at 607 Broadway A few minutes later the man entered the store of Joseph Schmid and asked his son, John, if he was the proprietor of the store. The son replied that his father had gone to dinner, but would return. The man said he could not wait, but he would later return and left the store. William Ehmann's jewelry store on William St. was also visited by the man.

The police found that Panimo's assailant left the store running up Oak St. pursued by a mob, whom he held at bay with his revolver. He turned into several blind alleys and it is pretty certain that the man who boarded the street car is the man who shot Panimo.

Solomon Panimo, the father of the victim, made a statement saying:

"I believe the shooting was the work of a well-planned attempt to rob our store. The fellow figured that Abraham would drop after the first shot and then he intended to rob and get away. The telephone ringing so soon after the shooting frightened him and he lost his nerve and ran away." In this theory the police agree with Mr. Panimo and say the freakish cab drive was only a chance to get the lay of the city for his escape.

The police are also convinced that he had an accomplice.

The city has offered a reward for the arrest of Panimo's assailant.

September 29, 1911.

WE HAVE the honor to inform the trade that the United States Patent Office has granted us Letters Patent on Synthetic Sapphires.

Under the provisions of this patent we have the exclusive right of handling this stone in the United States, or of licensing other persons or firms to handle it.

To import such stones or to offer them for sale, under whatever trade name, such as Scientific, Synthetic, Reconstructed, etc., without our permission, will constitute an infringement on our rights.

Hereafter all Synthetic Sapphires sold in this country, by us or by our agents, will be sold under the Registered Trade Name of "Hope Sapphire."

We ask all our friends in the trade to take notice of the above.

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Utica Police Arrest Man Suspected of Being Connected with Jewelry Robberies.

UTICA, N. Y., Sept. 28.—A man believed to be a crook from Cleveland, O., was arrested by Sergeant Barry to-day and turned over to Albany officers, where he is suspected of a jewelry-store robbery.

In the possession of the prisoner were two dozen gold bracelets and a solid-silver jewel box when arrested, and 10 watches were rounded up in pawnshops where they had been left by him. He said he bought the jewelry to start out peddling. The appearance of these watches indicated that they had been worn and it was evident that they had been left in one or more jewelry stores to be repaired.

As notices had been received to the effect that there had been numerous burglaries in jewelry stores throughout the State recently, the conclusion was reached by the authorities that the prisoner was a professional and had been implicated in one or more of the burglaries reported from other cities. Chief Coakley, therefore, sent notices to police chiefs all over the State, giving a description of the man and also a description of the loot in his possession. A couple of the bracelets were sent to the place where they were manufactured, in Massachusetts, to see if the manufacturers could tell to whom the jewelry had been sold.

A telephone message was received from the chief of police in Albany to the effect that there had been a big jewelry robbery committed there a short time ago and the jewelry in the possession of the Utica police answered the description of the valuables taken from the Albany store.

List of Jewelry Stolen from the Store of Leon Friedman, Paterson, N. J.

PATERSON, N. J., Sept. 29.—No new clues as yet have been developed in the investigation of the robbery at the jewelry store of Leon Friedman, 196 Market St., this city, which was robbed of jewelry valued at several hundred dollars on Sept. 14. At the time that the robbery at the Friedman store occurred, a clothing store and another place of business were also looted. The largest amount of loot was obtained from the jewelry store, where entrance was gained from the rear. The thieves cut the iron bars which guarded the windows and after succeeding in separating the bars they twisted them so that they were able to crawl through. Finding the window locked they inserted a jimmy under the frame and snapped the lock. Having cut the burglar alarm wires they were free to work.

Next morning when a young woman employed as a clerk in the store reached the establishment she found the store in confusion and upon investigation she notified the police. Several lockets and bracelets that the thieves dropped in their hurry to get away were found, but no other clue was left. At the time of the robbery the thieves overlooked a safe containing a much larger quantity of jewelry than was stolen and several hundred dollars in cash.

The list of the jewelry stolen from Mr. Friedman's store is as follows:

36 chased bracelets, 38 fancy lockets, 20 fancy back-combs, most with stones; 3 sterling silver mesh bags, 2 gilt mesh bags, sterling silver belt, sterling silver buckles, sterling silver vanity cases, sterling silver cigar cases, 4 fancy Tiffany rings, 2 silver spoons, 1 engraved "S. R. M., '10," "S B. M., '09;" 1 English lever watch, 1 silver O. F. small watch, 1 gold small size hunting watch, engraved "V.;" pieces of broken jewelry, 30 ribbon watch fobs; 2 baby spoons, engraved "W F. J.;" miscellaneous assortment of gilt and nickel novelties, ash trays and cigar holders, etc.; 24 sterling silver knives, fancy engraved and plain, principally Wostenholm steel blades; 1 3-handle loving cup, Reed & Barton make, with the following inscription: "Presented by the Greenwood Lake Boat and Country Club Diving Contest, Labor Day, 1911. Won by Clara Gordon;" 1 set of 6 vest buttons, 14 K. gold, mother-of-pearl, Larter make; 2 dozen brooches, fancy; 1 dozen emblems, charms, lockets, Masonic, D. of P., Odd Fellows.

Two Men and a Woman Arrested in Philadelphia, Charged with Theft of Metal "Scrap."

PHILADELPHIA, Pa., Sept. 30.—Lees Broadbent, his wife, Alice Broadbent, and William Petitt were arrested Thursday, Sept. 28, while in the act of melting and separating gold from alloy. The trio were arrested in the rooms of the Broadbents in a house near Front and Diamond Sts. at midnight by Detectives Vale and Eastlake, charged with the theft of metals from the manufacturing plant of Allen A. Kerr & Co., jewelers, 2520 Haggert St.

Both men had been employed by this firm, one as engraver and the other as a gold worker. The firm had been missing for some time quantities of waste metals, principally the overflow from the moulds, which amounted to $4,000, and after a careful investigation of one month they decided to watch the two men now under arrest. It was not long before their suspicions were satisfied. The scalding of Mrs. Broadbent's baby by a splash of molten metal from a furnace forced her to carry the child to a hospital, where an examination and some questioning revealed to the doctors that the case required investigation.

The detectives, already upon the scent, were helped considerably by the accident, and gaining access to the house forced their way into the room of the suspects, where, it is said, they found them at work. They were arrested immediately despite the appeals of Mrs. Broadbent, who declared that her husband had been lead into crime against his will by Petitt.

When examined in the police station jewelry to the amount of $100 was found in their possession. A diamond medal, one which the firm had missed for some time, was also found.

A dealer in precious stones and metals, 7th and Sansom Sts., was arrested later charged with receiving the gold after the prisoners had made it saleable. He was arraigned before Magistrate Scott and held in $500 bail for a further hearing.

Market Prices for Silver Bars.

The following are the quotations of silver bars in London and New York as reported last week:

	London.	*New York selling price, .999 Basis.*
Sept. 26	24 1-4d	$0.54⅝
" 27	24 1-4d.	.54¾
" 28	24 1-4d.	.54¾
" 29	24 5-16d.	.54⅞
" 30	24 5-16d.	.54⅞
Oct. 2	24 1-4d.	.54⅝

Alleged Pennyweight Thief Wanted in New York for Jewelry Robbery Arrested at Washington, D. C.

WASHINGTON, D. C., Sept. 30.—George Bramhall, an alleged pennyweight thief, wanted in New York on a charge of grand larceny, first degree, was arrested here last Thursday. The arrest was made on information furnished by a representative of the Pinkerton Detective Agency, acting for the National Jewelers' Protective Association. Detective Sergeant Asip came to Washington to-day and took the prisoner to New York.

The New York police charge that Bramhall is the man who stole two diamond rings worth $500 from the store of Louis Simon, 525 Fulton St., Brooklyn, Feb. 8, 1908. On that day a man entered Simon's place to get an automobile clock he had left to have repaired. Just before he left the store he asked to be shown some diamonds and a tray of stones was gotten out. Snatching two rings, he ran from the store and escaped.

A circular with a description of the thief was sent out by the New York authorities and a short time afterward Bramhall was arrested in Cincinnati.

The Massachusetts authorities succeeded in obtaining custody of the prisoner, however, for a similar theft committed in that State. Tried and convicted, Bramhall was sent to the penitentiary, where he served two and one-half years. A short time ago he was paroled. New York then tried to get Bramhall surrendered to them for trial, but, it is said, the Massachusetts authorities declined to give them any information about the prisoner.

In the meantime the Pinkertons got busy on the case. Bramhall is a member of a good family and has a brother living here who is a well-known attorney. On Thursday Central Office Detectives Burlingame and Weedon, accompanied by a Pinkerton man, arrested Bramhall at his brother's home. He had been there about a week.

Bramhall is only 26 years of age, and during his criminal career he proved himself one of the most daring pennyweight thieves with whom the police and jewelers have had to contend.

According to Bramhall's story to the police, he had an ambition to go big game hunting in the west, and, not having the money, took up a criminal career. He says he "fell in" with one of the most accomplished pennyweighters in the country and was working with him when he was arrested in Cincinnati. He refused to divulge the name of this crook, who, he says, has successfully evaded the police for five years. Bramhall says he worked with this man about three months when he was arrested. His partner scented danger in time to escape when the police closed in on Bramhall in Cincinnati.

Bramhall is said by the police to have had several aliases and is suspected of having worked the pennyweight game in many cities. Troy, N. Y., is said to want the prisoner.

John R. Humphrey, Carrizozo, New Mexico, has transferred his business to Banning, Cal.

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Wealthy Men Plead Guilty to Charge of Smuggling Jewelry and Are Heavily Fined.

Nathan Allen and James R. Collins, two wealthy men, recently indicted by the Federal Grand Jury on the charges of smuggling and conspiracy to defraud the Government, were arraigned Monday at 11 o'clock in the Criminal Branch of the United States Circuit Court of New York. Allen pleaded guilty to three counts in the indictment charging him with smuggling and conspiracy. Collins pleaded guilty to the third count charging conspiracy to smuggle and smuggling of jewelry and clothing. Later in the day Allen was fined $12,000 and Collins $4,000 by Judge Hough.

Indictments were found against these men Aug. 23, and were unsealed early in September by United States District Attorney Wise. The accusations made against the men depended upon the revelations made to the custom authorities by Mrs. Helen Dwelle Jenkins, who was returning from Europe when the smuggling occurred.

Allen is a big leather manufacturer of Kenosha, Wis., who it is claimed lavished large amounts of money upon Mrs. Jenkins, for whose adornment the jewelry and clothing brought from Europe were chiefly intended. Collins, who lives in Memphis, Tenn., is president of the Southern Coal Co., and is a friend of both Allen and Mrs. Jenkins, and he returned with them from Europe at the time the smuggling occurred.

Each of the indictments contained three counts. In the indictments against Allen it was alleged that he landed at the port of New York from the *Lusitania* on June 25, 1909, and that he informed Acting Deputy Surveyor Joseph Sulzbach that he had nothing dutiable, although it is alleged that at that time he had concealed on his person a pearl necklace valued at $10,000. The second count against him charges the smuggling as well of a bracelet valued at $1,800, and the third count alleges that he also smuggled other articles of jewelry and wearing apparel, the value of which was not made public in the indictments.

One of the counts against Collins charged that he smuggled a necklace containing five strands of pearls with a diamond and ruby clasp and one pearl and diamond bracelet. The value of these articles was not given in the indictments.

Mrs. Jenkins attracted widespread attention in September, 1909, when jewelry valued at $300,000 was stolen from her apartment in a hotel in New York. She declared that the diamonds which were taken by the thieves were part of jewels valued at many thousands of dollars which had been smuggled into this country within the last few years. The evidence collected was presented to the Grand Jury.

A. C. Guth, Dubois, Pa., Offers Creditors a Settlement at 50 Per Cent.

DUBOIS, Pa., Sept. 28.—A. C. Guth, a retail jeweler well known in the trade, is in financial difficulties and is offering to settle with creditors on a basis of 50 per cent.

For a year or more Guth has had an up-hill fight, and for some time has been pressed by creditors for a settlement of some of the claims against him, having come to the subject of suits. He is a practical watchmaker and jeweler, was for a while employed in Brookville, Pa., and began business on his own account about 11 years ago.

Wholesale Jeweler and His Son Plead Guilty of Violating New York Gold Law and Are Released Under a Suspended Sentence.

Morris Malawista, a wholesale dealer in watches and jewelry at 120 Canal St., New York, and his son, Lawrence, were arraigned before the Court of Special Sessions last Thursday afternoon on the charge of violating Section 431 of the Penal laws of New York State, which makes it a misdemeanor to make or sell jewelry which is within less than one karat, of the karat fineness marked upon it. Through their attorney they pleaded guilty to the charge and sentence was suspended at the request of a member of the Good and Welfare Committee of the Jewelers Board of Trade, which was active in bringing prosecution.

When the case was called at about 3 o'clock Thursday afternoon, Assistant District Attorney Stryker addressed the court and outlined the nature of the charge against the defendants. He said that on Feb. 17, 1911, a bracelet marked 14k. was sold by Lawrence Malawista in the presence of his father Morris to I. W. Rourke, an agent employed by the Jewelers Board of Trade to gather evidence upon which prosecution of this nature are brought. On submitting the bracelet to an assay test, Mr. Stryker said that it assayed only 7 45-100 karats, or a little over one-half of what the mark indicated. He told the court that at the time of the sale that the younger Mr. Malawista consummated the transaction, but that his father was present at the time.

Assistant District Attorney Stryker stated that not upon his own initiative, but upon the request of the Good and Welfare Committee of the Jewelers Board of Trade, which is responsible for prosecution in this case, that he would ask the court, in view of the fact that the defendants had pleaded guilty to the charge, that clemency be shown. The court inquired as to whether there had been any previous convictions of any nature of either of the defendants and was assured by their attorney that they had never before been convicted of any crime.

T. Edgar Willson, of the Good and Welfare Committee of the Jewelers Board of Trade, who is the editor of THE JEWELERS' CIRCULAR-WEEKLY, was called into consultation by the court and explained the situation. He stated that the defendants had admitted that they were technically guilty of an infraction of the law, but claimed that while they had had such goods in stock, they never sold them as 14 karat and when their attention was called to the law by their arrest they ceased to carry such lines. As both defendants had promised to aid in the enforcement of the law and had shown a spirit of fairness and decency in meeting the charge, he said that in his opinion and in consideration of all the facts surrounding the case, clemency by the court would not be out of place.

After a short deliberation the court decided to suspend sentence upon the defendants and they were released.

Hanford, Cal., Jeweler, Unarmed, Captures Two Burglars in His Store and Thieves Get Long Terms in Jail.

HANFORD, Cal., Sept. 27.—A. E. Gribi, a jeweler of this town, had a most unusual experience with burglars recently, which neither he nor the marauders are liable to forget. However, Mr. Gribi showed such unusual nerve that, though unarmed, he was able to capture the men red-handed and turn them over to the police, with the result that the thieves confessed, pleaded guilty, and are now under sentence of a long term in prison.

Mr. Gribi's capture of the men was in part an accident, inasmuch as the burglars picked out a night when the jeweler had to return to his store. After collecting some money from the Hanford Opera House in the evening, Mr. Gribi decided to put the same in his safe, and toward midnight visited his store for this purpose. Upon opening the door of his establishment, he walked quickly to the back room, where he was surprised to find himself confronted by two men working at his safe.

As the men saw the jeweler, the latter was in the act of reaching for his keys in his hip pocket, and the burglars evidently thought that he was about to draw a revolver. When the jeweler asked the intruders what they were doing, they said that they had noticed a man enter the place, and followed to see what he was doing, but the jeweler, holding his coin sack in one hand, and his keys in the other, ordered the men to throw up their hands, and march before him in single file. Without noticing what the jeweler held in his hands, the men did as ordered, and Mr. Gribi marched them to the City Hall, where he turned them over to the custody of the Deputy Marshal.

When searched one of the men was found to have an automatic pistol and "billy," while the other was armed with a 38-caliber Smith & Wesson revolver. One of the men who gave his name as Hansen, a Swede, is 23 years old, and the other game his name as Adams, and is about a year younger.

An investigation disclosed the fact that the jewelry store was the second place the men had entered during the night. In the other store they had knocked off the combination of the safe, but were unable to get into it. They then left after stealing the contents of the cash register which amounted to about one dollar. However, in their clothes was found pencils, leather goods, and other articles, which was supposed to be stolen from a drug store on the previous Sunday evening.

It was evident to the police that the men were not hardened criminals, or experienced in their work. When confronted with the evidence they made a confession and were then brought to court where they pleaded guilty. Both were sentenced to States Prison for a term of 12 years. The men admitted that they had been committing thefts of this kind for the last six years.

Watson & Davis, Bronson, Mich., have been succeeded by Wm. H. Davis.

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Former Connecticut Jeweler Pleads Guilty to Stealing Mountings from New York Firm and Is Sent to the Penitentiary.

Henry Zeidman, who several weeks ago was employed by Berland, Teitelbaum & Whitebook, manufacturers of platinum jewelry, 94 Suffolk St., New York, to work on mountings, within a short time was suspected of stealing from his employers. An investigation revealed the fact that 22 mountings of 10-karat gold weighing 105 pennyweight had disappeared. Zeidman was later arrested, and when arraigned last week before Judge Foster in the Court of General Sessions was sentenced to six months in the penitentiary after pleading to grand larceny. Zeidman pleaded guilty to stealing the rings from his employers on April 21 and selling them for $30.

When the prisoner was arraigned before Judge Foster his counsel pleaded for clemency, saying that he knew his client was driven to desperation, and stated that up to last June the man had a small jewelry store in New Haven, Conn. He had settled in a small home and bought some furniture on the instalment plan. He did not make a success of his business and tried to get work. Finally he was dispossessed and cast into the street. He came to New York to get employment, which he secured with the firm of Berland, Teitelbaum & Whitebook. According to his attorney, he sent his meager earnings to his wife and small child and eked out a bare existence for himself.

After a short time, according to the attorney, he received word that his child was sick with scarlet fever, and, being in desperate need of funds, he stole the jewelry and sent the money to his wife.

The attorney had no sooner finished than a woman, with lines of suffering written across her face, took the witness stand, clasping a little baby in her arms. She made a plea for clemency for her husband. Regardless of the pleas made in his behalf, Judge Foster said that in accordance with his duty, he must impose sentence.

Advertising Campaign Inaugurated by Buffalo Jewelers' 24-Karat Club.

Buffalo, N. Y., Sept. 30.—An original and important feature of the new 24 Karat Club which was recently organized by the members of the Buffalo Retail Jewelers' Association is an advertising campaign. This feature is in the hands of the advertising committee, of which Gustav Frisch is chairman. The first meeting of the committee was held on Sunday, Oct. 1, at the Business Men's Club on William St., and the plans for the Winter were discussed.

A strong advertising campaign will be carried on during the Fall and Winter with the morning and evening papers. The object of this campaign is to educate the buying public to the quality of the goods offered by retail jewelers. Its result will be to minimize competition where quantity of goods rather than the quality is the keynote.

The advertising emblem will be the gold seal, and all goods handled by the members of the 24-Karat Club will be marked with this seal. The committee will adjust the expense of the advertising campaign so that all the members will receive a full benefit.

The first Fall meeting will be held at the Statler Hotel on the evening of Oct. 26. A dinner will be served between the hours of 6 and 7, and the business meeting will follow with a fine program. Three prominent men of Rochester will speak before the club.

Decatur, Ill., Police Arrest Suspect Charged With Robbing Jewelers of Harrison, Ark.

Decatur, Ill., Sept. 30.—The police of this city have taken into custody a young man who has been offering to sell diamonds here on the suspicion that the goods which he was offering were stolen from the firm of Chandler L. Glines & Co., jewelers of Harrison, Ark. The prisoner admitted that he worked for the firm, and was the man wanted in Harrison, but did not admit the thefts charged. He was held awaiting the arrival of the officers from Harrison.

The arrest came about through information received by the local officers from the police of Harrison, who stated that an employe of the jewelry concern had skipped out and would probably try to dispose of some jewelry which he had stolen in Decatur. The police notified the jewelers here, and when a young man entered the store of J. E. Yohe, 146 Prairie Ave., and offered to sell jewelry, the jeweler was suspicious, and arranged to co-operate with the police in his arrest. After looking at the rings which the man had, Mr. Yohe told him to return in the evening, and he would settle about a purchase. He then notified Officer Imboden. The latter was in the store pretending to be a customer when the young man came back.

After the suspect had talked with the jeweler for a minute or two about the articles he had to sell, the officer placed him under arrest. In his possession were found five diamond rings, one unset diamond and two band rings.

Mortgagee Has Taken Possession of the Stock of A. L. Bloomquist, Webster, S. Dak.

Webster, S. D., Sept. 30.—A. L. Bloomquist, who has conducted a jewelry store here for more than a year, has left town and his store is closed. The stock is reported to be in the possession of a man who held a mortgage on it.

Mr. Bloomquist, who is a practical watchmaker, began business originally at Bristol, S. Dak., and came to Webster from that town in February, 1910. Here he succeeded to the business of H. F. Hart, and conducted quite an attractive store, carrying stock worth about $5,000. He made a specialty of repairing, and did an excellent business in that line. After he started in business he put a chattel mortgage on his stock and fixtures for $3,500, and it is believed that this is the mortgage that has been foreclosed.

In a fire which occurred in Komiah, Idaho, recently, the jewelry store of Wm. B. Sweet was damaged.

Market Price of Platinum Reaches a Record Figure, Hard Platinum Going to $47.50 per Ounce.

The price of platinum, which has been advancing rapidly in the last six months, has reached its highest mark, and is now selling at $45 an ounce for soft platinum and $47.50 for the hard metal. It is predicted by large dealers that the price may reach $50 an ounce for the soft metal, and that hard platinum will show a corresponding increase within a few months. Prices on soft platinum were quoted at $40 the first of this year, and hard metal was selling at $42 at that time.

Many of the manufacturers in Maiden Lane can remember when they bought platinum from $5 to $10 an ounce, but that was back almost to the days of the Civil War. About 25 years ago Maiden Lane had a big demand for watch chains made of links of silver and platinum. This fad died out, and since that time jewelers have found that platinum is more desirable as a setting for diamonds than is gold, and in the last few years it has taken the place of gold in many of the finer productions.

Some time ago an upward movement in platinum occurred, and the price rose from $18.50 an ounce to $38 an ounce for the soft platinum, and $40 an ounce for hard platinum. Since that time there has been a steady increase in prices.

Russian, French, German and English syndicates have from time to time controlled the chief sources of supply of platinum in Russia. Besides the supply coming from Russia, quantities are found in several States in this country, and in the United States of Colombia, South America.

Jewelry manufacturers are using platinum in much greater quantities than ever before. Hard platinum contains generally from 10 per cent. to 20 per cent. of iridium, which imparts hardness to the allow. The discovery and improvement of various kinds of alloy, giving advantages over the soft metal, has lead to its increase in the jewelry and other trades.

Jewelers' Gold Bars Withdrawn and Exchanged at New York.

Week ended Sept. 30, 1911

The U. S. Assay Office reports:

Gold bars exchanged for gold coin	$2,143,049.49
Gold bars paid depositors	86,610.62
Total	$2,229,660.11

Of this the gold bars exchanged for gold coin are reported as follows:

Sept.	25	$91,814 20
"	26	137,560.28
"	27	179,250.31
"	28	160,808.87
"	29	1,573,615 83
"	30	.....
Total		$2,143,049.49

Navy Department Calls for Watches.

Washington, D. C., Sept. 29.—The Bureau of Supplies and Accounts, Navy Department, is inviting proposals until Oct. 17 for supplying the Washington Observatory with 25 comparing watches and 30 stop watches, to pass trial on the contractor's first delivery, and delivery to be made within 80 days after the date of the contract.

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At Oregon City, Ore., L. Runyon is a new jeweler.

Mrs. E. C. Devoe has opened a store at Waterloo, Ia.

Rice & Larsons will open a store about Oct. 10 in Joliet, Ill.

A new store has been opened at Calhoun, Ga., by Hugh B. Jones.

The William V. Barnstone Co. has been incorporated in Portland, Me.

A new store has been opened at Villa Grove, Ill., by J. B. Johnson.

The Continental Silver Co. is the name of a new concern in Chicago, Ill.

John Amodt, Detroit, is preparing to open a store at Mahmomen, Minn.

F. B. Overstreet has engaged in the jewelry business at Hoopeston, Ill.

William Thurman intends to begin business at Sidney, Ia., in the near future.

Charles Frank has started in the retail jewelry business at Royers Ford, Pa.

The Harvell-Randall Jewelry Co. is a new jewelry concern in Springfield, Ill.

Miss N. H. Burkholder has engaged in the jewelry business at Winnebago, Minn.

Ginsburg & Lewiston, Chicago, Ill., have just been incorporated to deal in jewelry, etc.

Mr. Swanson, of Swanson Bros., Denver, Col., has opened a store in Littleton, Col.

A retail jewelry store was opened recently at Medford, Ore., by W. F. Lawrence.

Barney Werbe will shortly open a jewelry store at 99 Woodward Ave., Detroit, Mich.

A new store has been opened at 102 Second Ave., E. Cedar Rapids, Ia., by Geo. N. Stark.

The Curlew Novelty Co. has been incorporated in St. Louis, Mo., to deal in jewelry, etc.

Fenwick & Co. are now conducting business at Lakeview Road and Superior Ave., Cleveland, O.

Moses Einstein has just commenced business as a retail jeweler at 72 Glenham St., Providence, R. I.

A new jewelry concern has been opened in Boston, Mass., under the name of the Brown Jewelry Co.

The Fleischer Co., of New York, is the name of a new firm recently incorporated to deal in jewelry, etc.

Ericksen, Krouse & Co., is the name of a new manufacturing concern in Chicago, with quarters in the Powers building.

The Co-operative Silver Co. has been formed to carry on a general merchandise and mail order business in Chicago, Ill.

Mrs. I. L. Resnick has rented quarters at 1106 Atlantic Ave., Atlantic City, N. J., where she will conduct a jewelry business.

Charles L. Horace has opened a watch repairing and jewelry establishment in room 310, Equitable building, St. Louis, Mo.

The Charles E. Austin Co. has started in business in Providence, R. I., to manufacture bags, boxes, etc. The capital stock is $10,000.

A Review of the Condition of the Paris Pearl Market During the Past Three Months

PARIS, Sept. 20.—Generally speaking, the Paris pearl market has been affected, as have all other lines of business, by the upset of political conditions, the extreme heat of the Summer, and the bad conditions in Europe as a result of the cholera epidemic. However, despite the conditions, prices have been very high and firm and stocks are badly assorted.

During the months of June and July trade here showed considerable activity and business changed very little until the latter part of July. August was as usual very quiet, nearly all of the dealers being away for rest or recreation and many offices were entirely closed. During August there were several buyers here making purchases, but this year the number was less than usual, owing to the great heat from which the city suffered. The hot spell had a decided effect upon the business of the city, making many people postpone their visits until a later day.

One of the great disturbing factors at what should be the beginning of the gem season was the alarming political conditions, many merchants refusing to arrange for any purchases until the situation over Morocco had been cleared. As long as this cloud remained on the horizon, all speculation, as far as sales were concerned, ceased, and now that it is clear everyone looks for a decided improvement. The news of cholera in Italy, Austria and Turkey and other countries also had a serious effect, as it not only disturbed the business conditions in these countries, but prevented a great many people who would ordinarily have visited them and stopped at Paris on their way, from doing so.

Since the first part of July the metric carat has been officially recognized in the trade here, but as the other markets did not follow France in the adoption of the decimal measure, many Parisian dealers, despite the new law, do not use the metric weight. In fact, it is said that if the change were universally made at once in the city it would cause considerable disturbance in the business done by Paris with foreign houses. The divergence between the carat weight used in America and England and that of the metric carat is great enough to be a factor in many large transactions so that it requires a double calculation in many transactions. The reform will be a very good one when other countries agree to the metric carat, but the almost solitary position of France in this matter has given rise to some criticism from certain dealers who are wedded to old ways and notions, and who emphasize and exaggerate the difficulties which naturally first attend the adoption of a common sense standard. G. K.

Dawsey Bros., Conway, S. C., have succeeded J. W. Dawsey at that place.

Reward of $5,000 Offered for the Arrest and Conviction of Murderers of Adolph Stern.

The directors of the Jewelers Board of Trade, at a special meeting held Thursday, Sept. 28, at New York, authorized the issuance of an appeal to its members and the jewelry trade in general for subscriptions to a fund of $5,000, to be offered through the Jewelers Security Alliance, as a reward for the arrest and conviction of the murderer or murderers of Adolph Stern. In announcing the reward and asking contributions to the fund a letter sent out by the board says:

"There have been numerous assaults upon jewelers within the last year, the most flagrant of these being the murder of Adolph Stern, a clerk in the employ of Jacob Jacoby, a retail jeweler in New York. Stern was shot and killed by two unknown burglars on the evening of July 22, 1911. All efforts in discovering who these murderers are have been fruitless.

"Realizing the helplessness of all those engaged in the jewelry trade, several conferences have been held by the executive officers of the various jewelry organizations, and at a meeting held on Sept. 27 the Board of Trade was requested by the heads of these organizations to circulate the attached petition."

The mystery of a taxicab with a yellow body that was abandoned in a hotel shed at Fulton St. and Farmers Ave., Hollis, L. I., is being investigated with little hope for a successful solution by detectives of the Borough of Queens. The cab has false State and hack licenses. The police hope they may come across a connection between the machine and a band of three men who were sought in New York after the murder of Adolph Stern.

Members of the Jewelers Board of Trade Meet to Amend Constitution and Extend the Scope of the Organization.

An important special meeting of the Jewelers' Board of Trade will be held this afternon at the offices of the Board, at which time action will be taken regarding the changing of the name of the Board to the National Jewelers' Board of Trade. It has also been proposed to open a San Francisco office and to increase the number of directors. These matters will also be considered.

The Jewelers' Board of Trade has been extending its scope greatly of late, and the change in the name to the National Jewelers' Board of Trade will indicate more exactly the extent of the Board's operations. Offices are already maintained in New York, Providence and Chicago, and the opening of another office on the Pacific Coast will greatly increase the efficiency of the Board.

In order to accomplish the objects in view, it will be necessary to change the constitution and bylaws of the Board.

The changes as proposed increase the number of directors from 33 to 40, seven of whom will represent the trade on the Pacific Coast. The nominating committee is also to have representatives from the vicinity of San Francisco.

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Moses Einstein has started at 72 Gleuham St., where he carries a stock of fine chains of all kinds.

A. L. Castritius began the conducting of his 16th anniversary sale at his store in Westerly, the past week.

Adam Aiello has announced himself as a candidate for the General Assembly in that city again this year.

Mr and Mrs. Ira G. Whittier and family came back last Monday from a three months' stay at Charlestown.

Frank V. Dunnell, formerly a manufacturing jeweler in Plainville, Mass., is seriously ill at his home in this city.

E. Douglass, jewelry buyer for the McCarthy Dry Goods Co., Woonsocket, was a recent visitor in New York.

Albert E. Stevens and wife have closed their seaside cottage at Shawomet, and are located in this city for the Winter.

Rinalgo G. Castiglioni, of Castiglioni Co., has just registered a 26 horse-power touring car with the State Board of Public Roads.

Mr and Mrs. William P. Otis closed their Summer residence at River View last Tuesday and are in town for the Winter

Arthur E. Austin, of John Austin & Son, is being prominently spoken of for Republican candidate for Mayor of the new city of Cranston.

Royal H. Gladding, receiver of Andrews & Co,. refiners, is offering the plant at 23 Mathewson St. for sale in order to close up the estate.

Mr. and Mrs. Rush Sturges have closed their Summer home at Bristol, R. I., and opened their town house on Williams St. for the Winter.

J Allan Buffinton and William P. Otis are charter members of the new University Glee Club that has just been organized in this city.

Adelbert E. Place, of Oscar E. Place & Sons Co., has announced his candidacy as a member of the Warwick Town Council, for the sixth successive time.

Mr. and Mrs William Loeb have closed their cottage at River View, where they have spent the Summer, and are at the Crown Hotel for an indefinite stay.

A party in which were included Mr. and Mrs. Walter A. Griffith and Rufus L. Griffith, returned last Friday from a three weeks' automobile trip through New Hampshire.

Henri E. Boehne, for the past 21 years toolmaker and machinist with Fessenden & Co., died last Friday at his home, 259 Blackstone St., this city, after a short illness from a complication of stomach troubles. He leaves a widow and three children.

Albert Lange, 220 Eddy St., reports to the police that he hired a boy of 15 years of age a few days ago to deliver some tie clasps, valued at $3.50, to a firm on Beverly St., but that the lad has not been heard from since, neither were the goods delivered.

The O. R. Mitchell Co. is to remove its manufacturing jewelry plant from 95 Pine St. to 62 Page St., where the firm will have more room necessary for its increasing business in the manufacture of bracelets and certain findings.

The manufacturing jewelry business of Alfred Marshall on Friendship St., known as Marshall & Co., has been consolidated with that of John Wilkinson, proprietor of the Wilkinson Jewelry Co., at 109 Friendship St. The new concern will be called Marshall & Wilkinson and the business will be conducted at 190 Friendship St.

The case of Russell D. Bullock against Mark Streicher et al, was heard on demurrer to amend the bill of complaint before Judge Brown in the Superior Court last Thursday, and held for advisement. The court, however, gave a decision in the case of Henry Shaw against the same defendants, the latter motion for a new trial being denied.

The Charles E. Austin Co. has been incorporated under the laws of Rhode Island to be located in this city for the manufacture of boxes, bags, etc., having a capital stock of $10,000, divided into 100 shares of $100 each. The incorporators are: Charles E. Austin, Jr., Irving W. Packham, Frederick H. Dimond and John A. Tillinghast, all of this city.

Fire broke out in the new two-story building at the corner of Blackstone and Gay Sts. last Monday evening, the flames spreading rapidly from the basement to the second and first floors, and for a while it looked as though the entire building would be destroyed. The greatest damage was to the manufacturing jewelry plant of Morgan & Zusman, who lost about $5,000.

According to the enrollment just completed by the Board of Tax Assessors of Pawtucket, the following firms and individuals are among those assessed for $25,000 and over: Callender, McAuslan & Troup Co., $46,520; James M. Carpenter Tap and Die Co., $64,640; George B. Champlin, $54,640; Bela F. Clapp, $25,360; Charles H. Fuller, $109.100; George H. Fuller & Son Co., $25,000; David Harley Co., $25,000; George W. Kent, $111,560; Arnold C. Messler, $29,520; Rhode Island Cardboard Co., $160,880.

The Metal Products Corporation and its president, Arthur C. Stone, are joint defendants in a suit to recover $3,000 damages brought by Kate Radigan, who lives in the house adjoining the plant of the corporation. Mr. Stone is alleged to have gone to the building of his company one night after dark and while he was putting some gasoline into his automobile tank a watchman came out with a lantern, and there was an explosion. The fire communicated to Mrs. Radigan's tenement and draperies and furniture were damaged.

Among the foreign importations received through the Providence Custom House during the past week were the following articles of interest to the manufacturing jewelry industry: From Bremen —one package of imitation precious stones; from Genoa—three packages of earthenware; from Hamburg—one package of jewelry, one of manufactures of metal and four of glassware; from Havre—seven packages of brushes; from Liverpool—one package of manufactures of metal; from Rotterdam—one package of glassware; from Southampton—one package of gold leaf and one of manufactures of metal.

Pacific Coast Notes.

H. Koberg, Healdsburg, Cal., is visiting in San Francisco.

C. T. Walker, of the Coalinga Jewelry Store, Coalinga, Cal., who has been ill for some time, is recovering, but is not yet able to attend to business.

A. F. Dobrowsky is moving from the old location on Market St., Redding Cal., to the Nash building, corner of Yuba and Market Sts., in that town.

M. Saier, Fresno, was badly injured last week by being thrown from an automobile while on his way to Coalinga. His physician stated that the injury would disable him for several weeks.

W. H. Stanton, who owns "Uncle Ike's Jewelry Store," Bakersfield, Cal., has just bought a similar store in Los Angeles, where he expects to make his home. The Bakersfield store will be left in charge of a manager when Mr. Stanton goes to Los Angeles.

A. Lyons, formerly of Philadelphia, Pa., where he was for a number of years in the manufacturing jewelry business, has accepted the position of watch maker and engraver with F. L. Rochefort, of the Eastside Stationery & Jewelry Co., Holtville, Cal.

H. L. Frederick, proprietor of a store in Santa Barbara, Cal., captured one of the two robbers who attempted a daylight robbery of his store recently. A handful of watches, seized by the robber as he fled, were recovered. The other man escaped, but is well known to the police of that town.

Minneapolis and St. Paul.

George J. Heinz, of the St. Paul Jewelry Mfg. Co., was married last week to Miss Anna T. Matsche.

George Wooley, manufacturing jeweler of St. Paul, has returned from a successful hunting trip in North Dakota.

Roy D. Walker, with Sischo & Beard, St. Paul wholesalers, was married Oct. 3 at Fond du Lac, Wis., to Miss Sarah Lang. After a brief wedding trip they will return to St. Paul and take up housekeeping.

Among the retailers who have been in the Twin Cities during the past week were: M. D. Lonergan, Grantsburg, Wis.; Peter M. Mark, Fosston, Minn.; C. A. Kahout, Cass Lake, Minn.; J. F. Liepold, Heron Lake, Minn.; Ludwig Eng, Belaton, Minn.

The Twin City Jewelry Jobbers' Association held its regular monthly meeting in St. Paul last week and called the annual meeting. The association has been urging the formation of a new monthly paper, to be devoted to the jewelry interests of the northwest.

Albert L. Haman, wholesaler, of St. Paul, has just mailed to the trade a most elaborate illustrated watch catalogue of 123 pages, 9 x 12 inches in size. Highly calendered book paper was used and the sheets are printed on but one side, giving the illustrations a chance to show up to the best advantage.

Roy E. Sander has succeeded to the business of Julius Anderson, Mora, Minn.

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Fine Shell Cameos Coral Roses
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Miners, Importers and Cutters
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FROM OUR MINES
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ALL ORDERS PROMPTLY EXECUTED
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ONE PIECE PLATINUM CLUSTER
RAISED CRAMPS ABSOLUTELY SOLDERLESS
PERFECT IN EVERY RESPECT
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CLUSTER, PRINCESS RING and HORSESHOE
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CUOMO & SACCHI
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&
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401 Broadway, New York

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CAMEO PORTRAITS

Importer of Precious Stones
41 Union Square, NEW YORK.

Newark.

Horace R. Benedict, a New York jeweler residing at Roselle, N. J., is in Europe on a six weeks' vacation tour.

Louis V. Aronson, president of the Art Metal Works, was nominated on the Republican ticket at the primary election last week for City Home Trustee.

The bowlers from the factory of Tiffany & Co., of Forest Hill, have selected Monday, Oct. 23, for their annual appearance in the Star head-pin tourney.

John F. Weber has severed his connection with Edward Reitz, jeweler. He has given up the metal novelty line and continues in the wholesale jewelry business only.

A. Bescero returned last Friday from a trip through the New England States in the interests of the Newark Jewelry Novelty Co. B. Roberti is on a trip through New York State for the same concern.

E. F. C. Theurer, of Crane & Theurer, 13 Franklin St., is visiting the trade in Philadelphia this week. Vincent W. Henderson is on a trip through the middle west in the interests of the same concern.

August L. Lacombe, a regular, defeated Freeholder Frank L. Driver, progressive, by 19 votes in the Republican primary for a place on the new County Commission ticket. Mr. Lacombe is a jeweler in this city.

Richard Veale, Jr., is on a trip in the interests of Thurstans & Waters, room 600 Richardson building, Columbia St., which will include visits to the trade in Pennsylvania, the States of the middle west and the adjoining States of the south.

L. E. Olney has started in the business of gold and silver plating in room 613, Richardson building, Columbia St. A year ago Mr. Olney came to Newark from Providence, working for J. W. Rosenbaum until he branched out for himself.

Thomas Barcheller, who represented Moore & Son, 22 Green St., on the road during 1908 and 1909, and who retired from the jewelry business on leaving the employ of this concern, has been secured again to represent the company. He will visit the trade through the middle west, his old territory. He leaves on his first trip this week.

The funeral of Raphael Prineveau, who died at his home, 15 Elm Str., West Orange, last Wednesday afternoon, was held at Holy Trinity Church on Saturday afternoon at 2:30 o'clock. Mr. Prineveau was 56 years old and had been a resident of West Orange all his life. Up to the time of his last illness he had been a manufacturing jeweler of this city. He is survived by his widow and one son.

Hugo Binder and Philip Stump have started in the business of making fine gold and platinum chains, swivels and spring rings in room 413, Richardson building, Columbia St., under the firm name of Stump & Binder. Mr. Binder has been employed for the past 16 years in the jewelry manufacturing concern of Carter, Howe & Co., Mulberry street. Mr. Stump worked several years ago for Carter, Howe & Co. and then for Keller & Co., Mulberry St. Immediately before going in business for himself he was employed by Henry I. Schneider in the Richardson building.

The 27th year of the Newark Technical School, 367 High St., began its sessions for the new school year last week. A large number have already been enrolled. The evening classes began their sessions on Monday of this week. Two new instructors have been added to the teaching force and a new course in tool making has been added to the curriculum of the day school. A new annex has been built at Summit St. and Summit Pl. This will accommodate 500 additional pupils, making the total capacity of the school 1,000.

North Attleboro.

George K. Webster has been confined to his home on Washington St. the past week by illness.

Frank Dunnell, formerly a well-known jeweler of Plainville, is seriously ill in Providence.

The H. F. Barrows Co. ball nine enjoyed a banquet at the Emerson House last Wednesday evening.

Albert Totten, a retired manufacturer, has returned from an extended vacation enjoyed in Nova Scotia.

A. B. Chace returned on Friday evening from a southern trip made in the interests of the Boss & Baldwin Co.

Charles Wolfson, of New York, was a local visitor last Monday and left a number of large orders with the manufacturers.

Clarence Elliott, of Maintien Bros. & Elliott, has resumed his duties at the New York office, having recovered from his recent illness.

Robert Fletcher has resigned his position as designer for the O. M. Draper Co. He has taken a similar position with the Boss & Baldwin Co.

Mr. and Mrs. Ira Barrows were passengers on the steamship *Olympic,* which was run down by the British man-of-war, *Hawke,* last week.

F. S. Gilbert, John Thompson, Carl Hempel, William H. Bell and Walter B. Ballou, were elected members of the republican town committee last Tuesday evening.

The H. F. Barrows Co., the Paye & Baker Mfg. Co., the Geo. L. Paine & Co., the E. I. Franklin & Co., the Boss & Baldwin Co., and the Webster Co. have entered teams in the Jewelers' bowling league.

John Thompson has been selected to fill the vacancy on the committee in charge of the unveiling of the new soldiers' monument caused by the resignation of Mauran Furbish, who is spending most of his time out of town.

The following manufacturers are among the large taxpayers of the town: Walter B. Ballou, $274; Walter Ballou, $196; Harry F. Barrows, Jr., $1,451; the H. F. Barrows Co., $2,008; William H. Bell $199; William H. Bell & Co., $260; Fred R. Bishop, $149; Bishop Co., $159.60; A. S. Bishop, $353; Roswell Blackinton, $208; R. Blackinton & Co., $1,800; W. and S. Blackinton Co., $1,120; V. H. Blackinton & Co., $200; Anthony B. Bliss, $765; A. H. Bliss & Co., $460; Frank H. Bliss, $103; John B. Bonnett & Son, $120; Boss & Baldwin Co., $120; Bugbee & Niles Co., $100; Cheever, Tweedy & Co., $960; George Cheever, $113; Walter G. Clark, $518; Codding & Heilborn Co., $549; H. H. Curtis, $102; H. H. Curtis & Co., $360; F. H. Cutler & Co., $121; O. M. Draper Estate, $1,440; W. N. Fisher Co., $480; E. I. Franklin & Co., $960; B. S. Freeman Co., $190; G. Herbert French, $1,997; T. G. Frothingham & Co., $200; F. S. Gilbert, $172; F. A. Howard, $102; G. C. Hudson & Co., $370; Jewelers' Building Association, $898; A. L. Lindroth & Co., $240; Maintien Bros. & Elliott, $450; Mandalien & Hawkins, $952; H. D. Merritt Co., $700; Geo. L. Paine Co., $700; J. H. Peckham & Co., $230; Paye & Baker Mfg. Co., $845; C. Ray Randall & Co., $340; E. I. Richards & Co., $430; F. L. Sheparson Co., $220; T. I. Smith, $2,217; T. I. Smith Co., $2,185.60; J. J. Sommer & Co., $520; Fred E. Sturdy, $1,369; J. F. Sturdy & Sons Co., $2,793; Sturtevant & Whiting, $470; Swift & Fisher, $200; John L. Thompson, $368; John E. Tweedy, $245; G. K. Webster, $1,315; G. K. Webster Co., $3,411; F. M. Whiting & Co., $1,414; George A. Whiting, $253; Lewis W. Wise, $1,428.

Attleboro.

Col. S. O. Bigney was in New York last week in the interests of his concern.

Granville S. Smith, formerly a jewelry manufacturer of this town, died last Sunday at his home on Pleasant St.

Andrew H. Sweet delivered an address of welcome at the Norton, Mass., 200th anniversary celebration last Thursday.

Postmaster Thayer says that while there is no rush at the postal savings branch that it is doing as well as could be expected.

Many of the local manufacturers attended the exposition in Boston this week, which is being held under the auspices of the Boston Chamber of Commerce. Several of the local concerns had large exhibits.

Work has commenced on another addition to the Watson & Newell Co.'s plant on Mechanics St. The old wooden structure, which accommodated the boilers, has been removed and will be replaced by a modern brick section.

Edward A. Sweeney, president of W. H. Wilmarth & Co., was nominated on last Tuesday evening by the Republicans of Attleboro, North Attleboro, Norton and Seekonk to be one of their candidates for representative to the legislature.

Messrs. Chas. O. Sweet, Edward A. Sweney, William L. King, Samuel Holman, Fred Torrey and Thomas McCaffrey were members of the board of trade committee recommending the Sawyer Down Draft Mfg. Co. to locate in Attleboro.

Thomas S. Bennett, treasurer of the Bennett & Sawyer Co., has filed the following corporation report: Machinery and tools, $3,500; cash and debts receivable, $7,715; merchandise, $1,000; patent rights, $25,000; profit and loss, $22,169; total, $59,384. Capital, $25,200; accounts payable, $34,184; total, $59,381.

The firm of W. H. Mitchell, Holland, Tex., has become incorporated as the Holland Drug Co.



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Unless you see our
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you would hardly think it possible that the natural pearl can be so perfectly reproduced in size, shape, sheen, luster, in everything — and at a moderate price.

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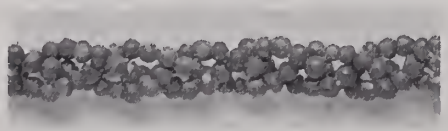
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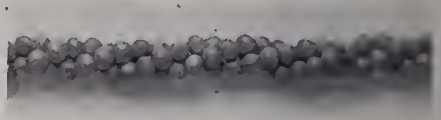
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LONDON 7 Old Bond Street

Philadelphia

Isadore Glou, a well known jeweler of Plymouth, Pa., died last week.

M. Rosenbaum, 222 N. 8th St., is called to serve on a jury panel beginning Oct. 23.

C. E. Hunter, diamond setter, 727 Sansom St., has removed to larger quarters at 719 Sansom St.

C. S. Kepner, retail jeweler, Chester, Pa., has started on an automobile trip to Harrisburg, Pa.

John McKenna, with L. P. White, has returned from a successful business trip through the south.

A new jewelry store has been opened by Mrs. I. L. Resnick at 1106 Atlantic Ave., Atlantic City, N. J.

Andrew Smith left Monday for Washington, where he will visit the trade in the interest of L. P. White.

John Breyer, with P. J. Friedel, watchmaker, 108 S. 8th St., has accepted a position with M. Sickles & Sons.

William R. Cobb, of the firm of W. R. Cobb & Co., Pawtucket, R. I., was a recent visitor to this city on business.

The first pedestrian walk of the season was taken Sunday, Oct. 1, from Philadelphia to Trenton by A. Bandschopp, Jr.

Miller & Herndon, formerly of 125 S. 7th St., have taken space in the rear of the new Atlas building, 721 Sansom St.

Messrs. John H. Satterwaite and B. A. Marsden represented D. V. Brown at the recent medical convention at Harrisburg.

William E. McCray, a representative of the Bullock Mfg. Associates, Springfield, Mass., called on the trade during the past week.

Jerry F. Neill, optician, 727 Sansom St., has been confined to his home for several days with a severe case of ivy poisoning.

Charles Frank, formerly with C. Fernsterman, Berwick, Pa., has started in the jewelry business on his own account at Royersford, Pa.

Ida Pyrah, until recently with the Philadelphia Bargain House, Trenton, is now managing the jewelry section of Goldberg-Seigel Co., of that place.

C. Wiltshire, with F. H. Noble & Co., Chicago, was a visitor to this city last week. Mr. Wiltshire is the New York representative for this firm.

The silver cups to be presented at the tennis champion tournament at the Belmont Cricket Club will be designed and made by Maxwell & Berlet.

The creditors of Morris Schulnik, bankrupt, 819 S. 2d St., were glad to read in the last issue of this journal that he was caught in Canada, where he is being held.

Clarence Sheer, city salesman for H. O. Hurlburt & Sons, is seriously ill at his home with typhoid fever. Mrs. Sheer has also been stricken with the fever.

A. B. Gaylord, one of the most popular representatives for H. O. Hurlburt & Sons, was quietly married Saturday, Sept. 16, to Miss Jennie Phillips, of this city.

Joseph B. Bechtel, of the firm of Joseph B. Bechtel & Co., Inc., has started on his regular trip through eastern Pennsylvania after being indoors for the past month.

J. E. Caldwell & Co. display in their windows the cups to be awarded as prizes at the White Marsh races, which are to be held at Erdenheim, near Chestnut Hill.

Robert McConaghey, an assistant in the watch repair section of M. Sickles & Sons, has resigned his position to take charge of the clock department of the Bell Telephone Co.

The marriage of Philip Kind, of S. Kind & Sons, to Miss Bessie D. Kutzenberg, of 2106 N. 4th St., has been announced. Mr. and Mrs. Kind have started on a bridal tour.

Among the opticians visiting this city during the week were: Dr. C. J. Kestler, Lehighton, Pa.; Dr. H. N. Nillis, Wilmington, Del., and M. K. Laudenslager, Souderton, Pa.

Harry Lewis, well known throughout the trade in this city as the local salesman for D. V. Brown, is threatened with blood poisoning as a result of a slight bruise on his hand, which has become infected.

Louis Selig, a prominent jeweler in Elizabeth City, N. C., accompanied by his son Julian, was one of the visitors to this city last week. Mr. Selig is on his way to New York, where his son is to enter Columbia University.

L. W. Betts, an Atlantic City retail jeweler and optician, will remove shortly to his new store, 1708 Atlantic Ave., which he recently purchased. The new store will undergo complete changes and improvements. A grinding plant exclusively for optical work will be installed.

Charles St. Orr, former western representative for the American Oil & Supply Co., Newark, N. J., who has been transferred to the eastern territory, was a visitor during the week. William Van Nortwick, connected with the same firm, will take care of the New York trade in the future.

The following jewelers were visitors to this city during the week: Walter Powell, Cumberland, Md.; Frank M. Harder, Bangor, Pa.; D. H. Krause, North Wales, Pa.; E. K. Bean, Lansdale, Pa.; H. B. MacFarlan, E. Downington, Pa.; Henry Bode, Atlantic City, N. J.; Horace Thoman, Woodbury, N. J.; J. S. Sallade, Norristown, Pa.; E. L. Thomas, Phoenixville, Pa., and A. M. Kendall, Millville, N. J.

Harrisburg, Pa.

Samuel Perkins, Allentown, Pa., recently returned from New York, where he selected an extensive line of holiday goods.

A thief broke into the pawnshop of Morris Harbaugh in Waynesboro, Pa., recently, and stole a gold watch, a gold ring and a small amount of cash.

John A. Brune, the negro, who, on the night of July 21, stole 34 gold watches and two gold fobs valued at $480, from Rathert & Co.'s store on Market St., was found guilty in court last week, but wasn't sentenced at once. He has a Philadelphia police record. Brune made a hard fight for his liberty on the witness stand. After the Commonwealth spent three hours building up the case, with easy nonchalance he took the stand and started to explain how it all happened. He talked ceaselessly for 15 minutes. Addressing himself first to the jury and then to the Court. He is assistant manager of the Keystone Aid Insurance Co., Baltimore, Md. Brune lived for over two months at 414 South St. before he was arrested.

Harrisburg's youngest criminal, Stephen Maggio, aged 8 years, has admitted that he is the party who broke a window at Cohen & Son's jewelry and pawnbroker shop last week and carried away jewelry to the value of $75. He was arrested a few days thereafter while trying to sell some of the jewelry at Chestnut St. market. After his arrest and confession, the boy revealed where the balance of the stolen jewelry had been hidden, and the police recovered all but $10 worth. Maggio's parents say the boy is incorrigible. He will probably be sent to some institution.

Baltimore.

Wm. B. Vogts, 201 S. Broadway, has returned from Atlantic City.

Mr. and Mrs. C. C. Schaefer, 205 S. Broadway, have returned from Atlantic City.

George Schaefer, 406 N. Kenwood, has returned from a vacation spent in Richmond, Va.

Mrs. Henry Dearing, 309 S. Broadway, has returned from a long visit at Rock Creek, Md.

Milner Sergeant, Middleboro, Ky., has been the guest of Mr. and Mrs. Charles H. Vogts, 201 S. Broadway.

Mrs. J. P. Vogt and family, 219 S. Broadway, have returned from Hanover, Md. Mr. Vogt spent his vacation at Richmond, Va.

Detectives Varley, Lancaster, and Bradley are visiting the pawn shops in search of various small pieces of small jewelry recently gathered by a number of thieves apparently from Philadelphia.

Mrs. A. D. Collie, Roland Park, lost a $3,500 pearl necklace while shopping Sept. 29. Several hours later a pedestrian passing the jewelry store of Arthur C. Maey, 205 N. Charles St., saw the pearls on the sidewalk and took them into the Maey store where Mrs. Collie had reported the loss.

Henry Feinberg, alias "Little" Schaefer, was turned over to the sheriff by Detective Porter, Sept. 29, on two capiases charging him with larceny from Isaac E. Livingston and Harry Gammerman. Porter brought in his prisoner from Jacksonville, Fla. Heinberg's fall is said to be due to his love for "the horses," and failing to pick the right ones had pawned his jewels in an endeavor to recuperate. He will await trial in the criminal court.

Rushing furiously at each other a well-known court-house habitue and a jewelry salesman created a great excitement when they engaged in a free-for-all fight in the clerk's office of the criminal court, Sept. 30. Struggling and pushing about through the bondsmen and election officials, who had been presented to the grand jury, the combatants pummeled each other in the crowded court room. Neither was arrested the bailiffs satisfying themselves with separating the two men.

Vernon L. Wood, Meadville, Pa., has been succeeded by Wood & Stone.

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THE LARGEST DEALER IN UNMOUNTED ELK TEETH in the U. S. as they come from the Indians and hunters.

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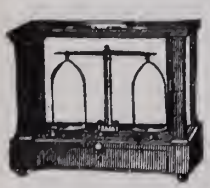
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MAX KLEINMAN
1367 Broadway NEW YORK
MANUFACTURER OF DIAMOND JEWELRY OF EVERY DESCRIPTION



TRADE MARK
ESTABLISHED 1856

CORAL

TO THE TRADE

WE beg to inform you that owing to many requests received daily from all parts of the United States, to our main house in Torre del Greco (Italy), we decided, in order to serve more promptly our patrons, to establish a branch office in New York, the same as we have in the principal European cities. By so doing dealers will have the advantage in avoiding the expenses of a traveling buyer in order to have the most up-to-date goods always on hand in any quantity.

We have sent to New York two principal members of our firm, Enrico and Giuseppe D'Elia. Our house doesn't need any references. It is first, above all. Established in 1856, it has been always in the lead and the only firm that has developed and made in Italy and foreign countries the Coral and Cameo industry.

Our factory employs more people than any other of its kind. Our branches in the principal cities of the world, as in France, Germany, England, etc., have made a success, which we expect to still increase through our New York office.

We have, as in our other branches, the greatest variety of Coral, Cameos, Shell Cameos, Strings, Oval Flat, Button Drops, Mosaics, Pearls, etc.

We can supply any dealer at a lower price than any importer.

In our office, 71 Nassau street, we exhibit our goods and quote our prices. We do not fear competitors. We do not sell to private parties, but to dealers only. Come and see us, and after examining our goods, you will be convinced that no other firm can offer the advantages we do, in quantity, quality and price.

We trust you will favor us with a personal call, or an order, which we will fill promptly, feeling confident that you will appreciate our manner of doing business.

P. S.—Our representative, C. Ponzoni, within a week will leave for a trip throughout the east, central west and south. Look for him!

GIUSEPPE D'ELIA

GREATEST MANUFACTURER AND IMPORTER OF ALL KINDS OF

Coral, Cameos, Shell Cameos, Strings, Oval Flats, Button Drops, Mosaics, Pearls, Parisian Jewelry, Etc.

OLDEST ESTABLISHED HOUSE IN THE WORLD

Factory: TORRE DEL GRECO, ITALY Branches: FFORZHEIM, GERMANY LONDON, ENGLAND PARIS, FRANCE

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Price $12.50 Each

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Did you know that there was an unusual demand for fine oil lamps?

Handel Lamps

Are made in all styles for oil, gas, and electricity. Assortments can be made suitable for your business. Order your assortment right now.

Our booklet, "Suggestions for Good Lighting," sent upon request

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New York Showrooms, 64 Murray St. 398 East Main St., Meriden, Ct.



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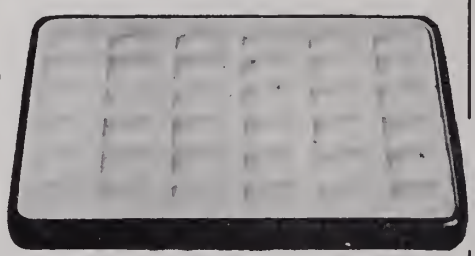
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Workshop Notes

for Jewelers and Watchmakers

Cloth :: Postpaid, $2.50

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The Jewelers' Circular Pub. Co.
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FOR THEATER
Travel, Sport and Marine Purposes

are optically and mechanically unsurpassable, hence quick and *profitable* sellers

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ERNST LEITZ, 30 East 18th St., **New York**

GEMS AND PRECIOUS STONES

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The Jewelers' Circular Pub. Co., 11 John St., N Y.



"Revell Special No. 11 Case"

Jewelers who purchased these cases say they are the

"BEST YET"

FOR A MEDIUM PRICED CASE

Let us quote you prices on this popular style case, which is only one of the many attractive designs illustrated in our new loose leaflet catalogue, which will be mailed you on request.

Alexander H. Revell & Co., DAYTON AND EASTMAN STREETS, **Chicago, Ill.**



Our holiday line contains a choice selection of these dainty

BAR PINS

they have the appearance of the costly platinum diamond pins and can be retailed from $1.00 to $10.00 each.

Discriminating purchasers are demanding now, more than ever before, distinctive designs bearing the impress of individual thought and delicate workmanship.

Write for samples.

14 Kt. GOLD STERLING ON SILVER

Fishel Nessler Company

Manufacturing Jewelers

79-81-83-85 Crosby Street NEW YORK

Established over a quarter of a century

Gems and Precious Stones

THEIR

Characteristics, Localities of Production, Tests and Some Current Literature.

A new book on a new plan. Tabulated, concise, authoritative.

A handy manual for every Jeweler.

Flexible Covers, Postpaid, $0.50

PUBLISHED BY

The Jewelers' Circular Publishing Co.

11 John Street New York

POTMEND

THE UNIVERSAL MENDER MENDS WITHOUT HEAT



The Most Powerful Cement in the World

POTMEND will stick solidly and permanently different substances, such as: SILVER and GLASS; IVORY and METAL, MARBLE and WOOD; ONYX and MARBLE; LEATHER and METAL; STONE and METAL; ALUMINUM and GLASS and so through any combination you want to make with any material.

If your Jobber or Supply House cannot supply you with POTMEND, we will upon receipt of price. Send for it to-day.

Factory Size Can, $1.00 Postpaid

POTMEND CO., Inc. 303 W. 24th St., N. Y.

Telephone, Chelsea 6006

DO YOU USE **ANTI-TARNISH FLANNEL** FOR BAGS AND ROLLS?

If you do, then see ours. We are the largest manufacturers of Anti-Tarnish Flannel, also carry Silks, Flannels, Moreens and other materials for trays and jewelry cases.

DENZER & NATHAN

COTTON FABRICS

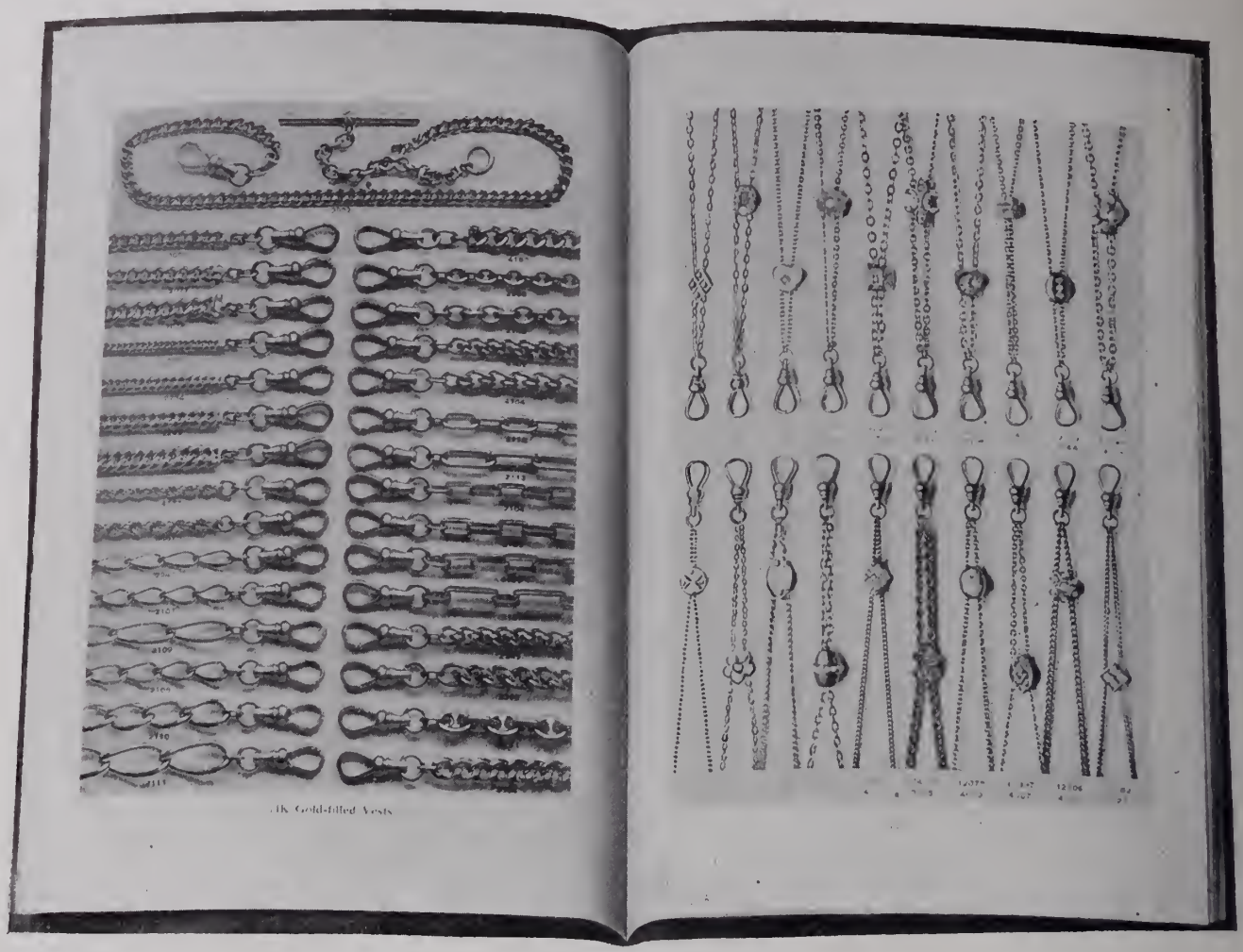
MONTAUK MILLS 104-106 Bleecker Street, NEW YORK

Workshop Notes

For Jewelers and Watchmakers

Cloth Postpaid, $2.50

Published by The Jewelers' Circular Pub. Co. 11 John St., New York



This catalog is the one complete and authoritative guide for buyers of chains, fobs, bracelets, chatelaine pins, lockets and seals.

No retail jeweler can afford to be without this catalog a single day.

If you haven't your copy, if you haven't received the latest style supplement, let us have your name for our mailing list without delay.

Our designers are constantly in touch with the foreign and domestic style sources — get the very latest style ideas.

Nearly 40 years' experience in supplying the trade enables us to select staple designs that we can depend on to sell readily.

Whether you cater to a conservative trade calling for staple designs or to more exacting patrons who want the latest, up-to-the-minute pieces, the Simmons catalog will help you to get the goods that will find the readiest sale.

And the Simmons process — saving the gold at the center — makes it possible for you to carry a greater variety of designs — please a greater number of people — and at the same time actually invest less money in stock.

Send your name now.

R. F. Simmons Co., Attleboro, Mass.

SIMMONS TRADE MARK CHAINS AND FOBS

NOTICE.—We have a limited number of Simmons Style Books on hand which we will send out at our expense, except for postage, to list of names furnished by retailers. These style books, with letter referring recipient to our store, are an effective advertisement for you and enable you to connect with the benefit of our general advertising campaign.

Pittsburgh.

C. J. Adamson, Shippenville, Pa., has retired from business.

D. G. Krouse, manager of the B. K. Elliott Co., is home from an eastern trip.

George W. Biggs has been suffering the past week or two with an attack of lumbago.

Samuel Weinhaus, of the S. Weinhaus Co., recently returned after 10 days in New York buying stock.

J. Alexander Hardy, of the Hardy & Hayes Co., says that he bought some handsome goods while he was in New York.

Rodney Pierce returned to Pittsburgh last week, having made a very successful road trip in the interest of his house.

L. L. Swan, New Castle, Pa., who was in Pittsburgh last week buying stock, reports that trade is improving in his locality.

I Harrison was in New York last week buying new lines for his establishment for the Winter and holiday trade.

W J. Johnston, of the W. J. Johnston Co., reports very good business. He has been kept pretty busy of late filling orders from all sections of the country.

Thomas J. McCausland, Phillipsburg, Pa., and wife are sojourning for a short time at Ligonier. Mr. McCausland was married last April. He is doing a very nice business.

The M. J. Smit Co. is building new windows to the front of its Fifth Ave. establishment, and it is expected to make quite an improvement in the appearance of the place.

J. P. Steinmann is conducting an auction at his place in the Fulton building in 6th St., and converting his stock into cash as rapidly as possible. He is one of the oldest jewelers in Pittsburgh.

W. J. Sarver, who recently moved to 805 Federal St., has erected a handsome new clock in front of his place of business, there now being two clocks in that block, one of Mr. Sarver and that of August Loch.

Some of the jewelers sold a number of cups for the one day dog show held Saturday of last week at the Allegheny Country Club for the benefit of the Sewickley Valley Hospital and under the auspices of the Duquesne Kennel Club of western Pennsylvania.

The Pittsburgh Association of Credit Men last Thursday entertained at luncheon the nine Councilmen appointed by Gov Tener, to administer the councilmanic affairs of Pittsburgh. Enoch Rauh is the president of the credit men's association and also a member of the new council.

Among the out-of-town merchants in Pittsburgh last week buying goods were the following: H. S. Elliott, Evans City; W. H. Hoover, Atwood; L. J. Swan, New Castle; George M. Baily, Uniontown; Asa Joseph, Donora; R. J. Metzgar, Midland; George Hicks, Hastings; Henry Zillikea, Wellsburg, and C. H. Bauer, Blairsville.

A meeting of those identified with the Bowlers' League of the Jewelers' 24-Karat Club will be held this week for the purpose of reorganizing for the coming season. As a number of new rollers have applied for admission to the league, the indications are that renewed interest will be taken. The question to be decided first, however, is whether the league will begin its season before or after the holidays. Some do not want to begin the sport until the holiday rush is over, and it already has begun in the wholesale section.

Two Pittsburgh jewelers have been honored by being placed on the general committee of Pittsburgh Industrial Commission—Steele F. Roberts, president of the American National Retail Jewelers' Association and head of the firm of E. P. Roberts & Sons, and Sam F. Sipe. It is proposed to spend $200,000 in advertising the city and in bringing new industries here. In short, it is proposed to boom Pittsburgh from Maine to California and tell the world just what Pittsburgh is, what the opportunities are and how to share in the making of honest dollars by locating in the community. The entire proposition is backed by the business interests of the city and the Pittsburgh Chamber of Commerce and all civic organizations and the campaign is expected to be soon under way.

It begins to look as if the creditors of Ira E. Reidenbach will not receive one cent on their claims. The Jewelers' Board of Trade last week sent out a letter to the creditors, returning them their claims against Reidenbach and not holding out very much encouragement as to a probable dividend. It has developed that Riedenbach owes the landlord $900 and that the stock in his store is worth probably $400 at the outside figure. The proceeding begun by the landlord have been stayed because of action brough in involuntary proceedings in the bankruptcy court. It is also reported that Reidenbach's liabilities will total between $18,000 and $20,000. It was thought at one time—several years ago—that Reidenbach was doing well, for at that time he was reported as having bought a farm near Coraopolis. It is hoped to settle up his estate as soon as possible, for the rent is expected to eat up everything in the way of assets. Even some of the man's creditors have refused to pay one cent of any expense which might be incurred in settling up his affairs. It is quite likely that the stock will be sold within a very short time.

Steele F. Roberts has been informed by several members of Pittsburgh council, that the city solicitor has written an opinion in which he states that $200 is not an exorbitant amount to charge transient merchants and vendors. The jewelers of Pittsburgh, as well as all other retail and wholesale merchants, wish to put an end to persons coming to Pittsburgh, renting a room in a hotel for a week or two, carrying away thousands of dollars worth of business, from plying in a trade of this kind. Pittsburgh merchants pay taxes for the privilege of doing business and want those persons who have been in the habit of coming to Pittsburgh and conducting sales of this character, along with wreck sales, bogus auction sales and other bogus schemes, stopped. Mr. Roberts has been given assurance that the council will pass the ordinance this week making the license fee $200. It is believed that this will be a sufficient tax to stop those persons who have been conducting private business enterprises in hotels and elsewhere for a week or two at a time. This will not interfere with the rights of legitimate traveling men—those who sell to the trade—the measure simply aiming at those persons who do a retail business and sell to all comers.

Connecticut.

At the last meeting of the stockholders of the Goodwin & Kintz Co., makers of art metal goods, Winsted, Conn., held here last week, it was unanimously voted to increase the capital stock from $50,000 to $100,000.

William S. Ingraham, New Britain, Conn., recently returned from a long trip in Europe. Mr. Ingraham, while abroad with his family, traveled about 7,500 miles by automobile, 3,300 miles of this distance was covered in France.

Joseph C. Mitchelson, a prominent citizen of Tariffville and well known as a collector of antiques, curios and coins, died suddenly in that city on Sept. 25. It is believed that death was due to heart disease. Mr. Michaelson's collection of coins, valued at $70,000, will become the property of the State of Connecticut and will be placed for permanent exhibition in the Memorial Hall at the State Library building.

Joseph Shemnitz, 10 years old, while crossing Grand Ave., New Haven, last week was struck by an automobile owned and driven by Walter Camp, president of the New Haven Clock Co. He was knocked down and painfully bruised. At the time of the accident Mr. Camp and his son were in the machine. The accident seemed to be unavoidable, as the boy ran directly in the path of the car.

Plans were recently completed in Meriden, Conn., for the erection of a Sunday-school building with quarters for all departments of religious work, which will be donated by Cephas B. Rogers and wife. The new building will be part of the First Methodist Church in that place. Work will be started on the new structure as soon as provision is made for the raising of about $15,000 for the complete renovation of the church proper, a conditional feature of Mr. and Mrs. Rogers' gift. Mr. Rogers was one of the organizers of the silver manufacturing concerns of C. Rogers & Bros., and associated with his two brothers, they carried on a silverware business for a period of 40 years at the plant in Butler St., which is now occupied by factory H of the International Silver Co. Mr. Rogers retired when the International Co. acquired the business.

Near the jeweler's front window sat a young woman painting with an exceedingly delicate brush. "She is painting the hands on those black open-faced watches," the jeweler said. "A lot of people who buy black watches complain that they cannot see the gold hands against the black background. It has never occurred to the managers to make the watches in the first place with white hands, so when the customer requests it the young lady paints the hands white."

TRADE MARK
STERLING

Plymouth

The Colonial Pattern of Today

THE *Plymouth design of Hollow Ware, first offered by us a few years ago, met with pronounced success. In response to urgent requests from the trade we have prepared and are now offering a full line of Flatware to meet this popular demand.*

The simplicity of the outline and the refinement of the decoration produce a design in harmony with the Plymouth Service, and equally appropriate for use with other Colonial or Old English bright finish ware. It is made bright finish only.

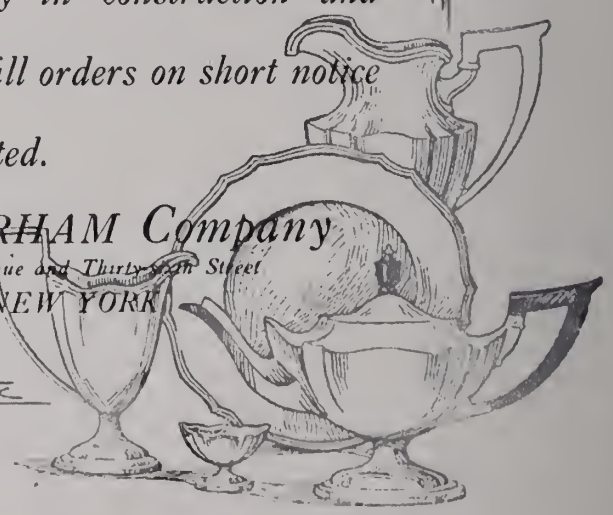
In addition to the Spoons and Forks, a complete assortment of fancy serving pieces is included. A radical departure has been made in the bowls of fancy pieces, which, while in perfect accord with the general spirit of the design, afford a most attractive novelty in construction and appearance.

We are prepared to fill orders on short notice for Fall Trade.

Correspondence solicited.

TRADE MARK
STERLING

The Gorham Company
Fifth Avenue and Thirty-fourth Street
NEW YORK



THE JEWELERS' CIRCULAR
WITH WHICH ARE CONSOLIDATED THE HOROLOGICAL REVIEW, THE JEWELERS' WEEKLY, THE JEWELERS' REVIEW

PUBLISHED EVERY WEDNESDAY BY
THE JEWELERS' CIRCULAR PUB'G CO.
L. J. Mulford, Pres. & Treas. V. S. Mulford, V.P. & Sec.
11 JOHN ST., COR. BROADWAY, NEW YORK.

TELEPHONE: 1148 CORTLAND. CABLE ADDRESS: JEWLAR, NEW YORK

VOL. LXIII. OCT. 4, 1911. No. 10.

Subscription in United States and Mexico,	$2.00
Dominion of Canada,	3.00
Other Countries in Postal Union,	6.00
Single Copies,	.10

Remit by check or money order. Remittances in money are at sender's risk.

Notices of changes in standing advertisements must be received one week in advance, new matter can be received up to Monday.

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The amount of advertising published in THE JEWELERS' CIRCULAR-WEEKLY last month beat all records for September of any year. THE JEWELERS' CIRCULAR-WEEKLY published 455 pages of advertising. The 7 other jewelry periodicals *combined* published only 420 pages. The reason why THE JEWELERS' CIRCULAR-WEEKLY publishes more advertising than all the other jewelry papers put together is because it has the close attention of the buyers of over 90 per cent. of all the goods sold to the jewelers of the country.

Decrease in Smuggling by Tourists.

IT is gratifying to note that smuggling, particularly smuggling by tourists, has decreased greatly within the past year, until to-day the clandestine importation of dutiable articles amounts to practically very little in proportion to the value of articles declared by residents and others returning from abroad. The new condition was particularly noticeable in the past month, which is the regular "home-coming" season for Americans who have been visiting Europe. In fact, so remarkable is the decrease in smuggled goods that it was commented upon on Thursday by Acting Secretary of the Treasury Curtis, who stated that the figures, which will soon be available by the department, will prove most gratifying. Compared with other years, there have been very few attempts to bring in goods concealed on the person or in baggage of passengers, and the Secretary attributes the condition to the greater vigilance on the part of the Treasury operatives, as well as to the attitude of the judges of the United States Court in announcing their decision to impose jail sentences upon smugglers. According to the Acting Secretary, this stand has the hearty approval of the Treasury Department.

When Collector Loeb of New York, acting with the approval of the department, started his crusade against smugglers of all kinds and insisted that rich and poor, traveler and merchant, woman and man, be treated alike when caught bringing dutiable articles into this country, and that the tourist who smuggled be treated the same and be subjected to the same penalties as the merchant or dealer who evaded the Customs law, he was the subject of considerable criticism from the press and public, owing to the idea that the rigid enforcement of the Customs law upon tourists was both oppressive and an unnecessary hardship. It was a long time before the rich and otherwise respectable citizens (and particularly the women) realized that the customs officers, at the port of New York at least, meant to enforce the law, and for a while seizures of jewels and gems and other articles came thick and fast.

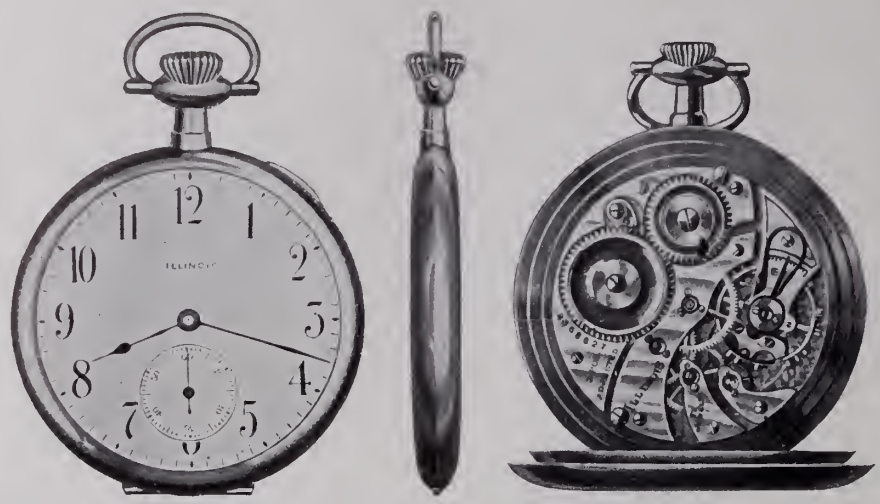
It is true that, despite the strong efforts of the customs officers, there was but one jail sentence imposed upon any of those smugglers, but the offenders were fined to the limit and the penalties which they had to pay in addition were so large as to have a distinct effect for good, the high fines and the notoriety connected with the prosecution being sufficient to make the boldest people shrink from taking a chance of getting into such a position. Not only has Collector Loeb enforced the law against those who have smuggled during his administration, but he has also unearthed facts concerning the smuggling of jewels during previous years and collected duty upon articles which tourists had smuggled years ago and upon which they felt they were immune from prosecution and penalty.

The good effect of this crusade for simple honesty is now being felt both in the increase in the duties being paid by tourists and returning residents and also by the increase in the proportion of fine gems, particularly pearls, purchased on this side of the water. The condition is good, but it could be even better, and no doubt will be; but there must be no let-up in the activity of the Treasury Department or the attitude of the courts, if the mercantile world is to retain the benefit which it now has from the thorough enforcement of the law. The slightest let-up in the prosecution of the smuggling will immediately cause it to be resumed. It is only because no exceptions are being made that the law is beginning to be respected by many rich and influential men and women who were formerly among the most daring criminals when it came to a question of cheating the Government.

A Warning to Wholesale and Retail Jewelers.

A NEW YORK jobber who last week pleaded guilty to violating the Gold Stamping law of New York, asked for consideration from the committee of the Jewelers Board of Trade prosecuting the case and for leniency from the court, on the claim that though he had handled and sold the article improperly stamped as 14-karat, he had not represented the same to be 14-karat fine, nor did he consider it as such, and had no idea he was committing a crime in having possession of such articles until he was arrested at the instance of the Jewelers Board of Trade.

On the chance that there may be other retailers and wholesalers who still think that they can handle spuriously marked goods provided they do not misrepresent them in their sales, we wish to call the



THE GENTLEMAN'S WATCH FOR THE HOLIDAYS

H. R. CONKLIN } East
C. W. KOEHLER }
W. H. WARRINGTON } West
FRANK SHADBOLD }
LEWIS J. ZAHN—South

ARE NOW out showing our

EXTRA THIN

Open Face, 12 Size, 17 Ruby and Sapphire Jeweled, 3 Position Adjusted Illinois Watch, cased in Crescent 25-year and 14-Karat Solid Gold Cases

COMPLETE

in Morocco Box with *Rating Card* for Each Movement

CROSS & BEGUELIN

Wholesale Distributors of Gems, Jewelry, Watches, and Jewelers' Supplies

23 Maiden Lane
NEW YORK

attention of the trade to the fact that the Gold Stamping laws of New York and other States and the National Stamping law do not take into consideration the question of representation of an article marked or stamped or branded with a quality mark or enclosed in any wrapper containing a quality mark. If the article bears a quality mark and will not assay up to that mark within the limit that the law provides, not only is the maker of the same violating the law, but also anyone who sells it, offers to sell it or has it in his possession for sale.

It is no excuse or defense for a dealer to claim that he did not know the quality of the article or that he did not represent it as being up to the quality stamped upon it. If the stamp of quality appears upon the article it must be up to that quality or the law is violated. A dealer selling 10-karat gold marked 14-karat, and simply claiming it to be "solid gold," is violating the law just as clearly as if he stated distinctly that it was 14-karat.

Wholesale or retail jewelers who have in their possession any gold or silverware which they know to be improperly marked or have any doubt as to the quality, are cautioned to have the quality mark removed from such goods at the earliest possible moment, as the mere possession of such articles with intent to sell or dispose of them is a crime in New York, New Jersey Rhode Island, Colorado, North Carolina Illinois, Wisconsin, Iowa and other States What is more, their ignorance of this fact is no excuse, nor is their ignorance of the quality of the goods which they handle.

Importations at the Port of New York.

Weeks ended Sept. 24, 1910, *and Sept.* 23, 1911.

	1910	1911
China, glass and earthen ware:		
China	$127,036	$127,25
Earthen ware	17,006	21,58
Glass ware	42,282	55,1[illegible]
Optical glass	2,699	4,12
Instruments:		
Musical	28,442	15,9[illegible]
Optical	13,506	5,6[illegible]
Philosophical	4,669	5,7[illegible]
Jewelry, etc,:		
Jewelry	30,154	20,4[illegible]
Jewelry boxes	.....	1,5[illegible]
Precious stones	450,631	929,3
Watches	31,908	135,0
Metals, etc.:		
Bronzes	7,897	4,9
Cutlery	35,847	84,5
Dutch metal	2,640	.....
Platina	26,833	68,6
Plated ware	.....	3,0
Silverware	3,760	9,8
Miscellaneous:		
Alabaster ornaments	552	4
Amber	2,596	3,5
Beads	3,336	9,1
Clocks	13,166	9,6
Fans	2,843	8,5
Fancy goods	14,896	25,4
Ivory	1,640	13,0
Ivory, manufactures of	1,150	1
Marble, manufactures of	27,598	11,7
Statuary	5,314	9,4

Frederick R. Seymour, South Royalto Vt., has been succeeded by Clarence Croft.

Roy Wheeland, New Madison, O., h purchased the jewelry stock of J Grubbs. Mr. Grubbs will return to A canum, O., where he was formerly in bus ness. Mr. Wheeland was formerly a watc maker for J. W. Ruff.

New York Notes.

Maurice Brower, 14 John St., is at present in the European pearl markets.

F. M. Hickok made a trip last week to DuBois, Pa., in the interest of the Jewlers Board of Trade.

I. Ehrlich and Louis Sickles were two f the Philadelphia wholesale jewelers who isited Maiden Lane last week.

McCarthy & Fellows has leased to Smith Watson, dealers in antiques, the store nd basement at 176 Madison Ave., for a erm of years.

H. C. Bliss, of the Bliss Bros. Co., Attleoro, Mass., and Jesse Carpenter, of the Horton, Angell Co. Attleboro, Mass., were mong recent visitors in the Maiden Lane istrict

L. H. Levi, of the firm of L. H. & B evi Bros., Winnipeg, Can., was among the ecent out-of-town visitors at the offices f THE JEWELERS' CIRCULAR-WEEKLY. He eturned home last week.

The Jewelers' 14-Karat Club began a eries of bowling contests between mem-ers of the club last night at the Irish American Athletic Club, 110 E. 59th St. It s planned to give a dance Dec. 2.

Tiffany & Co. is named as a creditor for 1,391 in a petition in bankruptcy filed last eek in the United States District Court in is city by Ethel S. Elliott, a former omic opera singer. The debt is for jewlry.

The Imperial Art Co., successor to the mperial Art Jewelry Co., formerly located t 57 W. 25th St., has moved its offices and actory to 59 Park Pl., where better facilies are provided for carrying on the business.

The dwellings at 10 and 12 W. 57th St. ave been sold to Michael Dreicer, of Dreicer & Co., 560 Fifth Ave. The latter uilding was at one time the home of the ate William F. Strong, one time Mayor of New York.

Earle Harwood, New York representave of the Fontneau & Cook Co., 15 Maiden ane, started on Monday for a 10 days' busiess trip in the interests of his concern. He vill visit Pittsburgh and points in New York State.

Walter Strauss, of Jacob Strauss & Sons, 4 Maiden Lane, accompanied by his wife, ailed on the *Nieuw Amsterdam* yesterday or Europe. They will make a trip through Belgium, Holland, France and England, and vill be away until the first of next year.

Mr. Van Zandt, who was for 27 years mployed in the jewelry department of the tore of Charles Broadway Rouss and who as been a buyer for the past 12 years, has evered his connection with that establishnent to go into business with an uptown nporting house

Jacob Macher, formerly a wholesale jewlry and watch dealer, who died Sept. 17. s reported in a recent issue of THE EWELERS' CIRCULAR-WEEKLY, left no real, ut more than $10,000 personal, property to is wife, Emilie. Mr. Macher was in usiness at 54 Maiden Lane.

Manny Cohan and Louis Epner have tarted in the electroplating and coloring usiness at 51 Maiden Lane under the firm tyle of Cohan & Epner. Mr. Cohan was ormerly employed by Jos. Landsman, 51 Maiden Lane, for eight years, and Mr. Epner at the same place for six years.

The Jewelers Board of Trade reports that the offer of 100 cents on the dollar made to creditors by Jacob Pfeffer, doing business as the Jewish Weekly Trading Co., has not been consummated and the case will be adjudicated early in October. It is reported that an offer will probably be submitted to creditors within a short time. A petition in bankruptcy was filed against Mr. Pfeffer in April and a settlement at 100 cents on the dollar was made at 10 per cent. cash and the balance in 5 per cent. notes.

Miss Fanny Hyman, of 488 New Jersey Ave., Brooklyn, arrived Monday on the *Campania* from her home in Leeds, England. She did not declare all of her belongings and concealed some silverware, dress goods and linens in a feather pillow. The Customs officials held her up and requested her to visit Special Deputy Surveyor Smyth at the Custom House. At the hearing she said the articles were presents given her by her mother. The goods were seized, but Miss Hyman was not detained.

The Jewelers Security Alliance, 15 Maiden Lane, reports that thieves entered the establishment of Livingston Bros., Yankton, S. Dak., Tuesday of last week and stole plated silverware to the value of $100. Entrance was gained through a transom over a back door. The Alliance also reports that a shop window in the Crown-Remoh Co. store, St. Louis, was smashed early Sunday morning of last week and three rings valued at about $55 stolen. A police officer saw a man running and fired at him and he was eventually captured. The prisoner gave his name as Charles Smith and was held for trial.

Several residents on the Prospect Park Slope are worried over the sudden disappearance of Abraham Eisenberg, a young jeweler, who a few weeks ago opened a shop at 238 Prospect Park West, Brooklyn. They had left watches and other jewelry for repairs at the shop and the place was closed and it is rumored that the owner has left for England. A letter to that effect was received by Samuel Rosenthal, a wholesale jeweler at 37 Maiden Lane, Manhatton, who had sold a bill of goods to Eisenberg on credit amounting to about $114. The letter was from Eisenberg, and advised him to go to 238 Prospect Park West and call for his goods, as the proprietor was about to leave for England. When Rosenthal went to Brooklyn the shop was closed.

Dealers in chinaware in this city are interested in an announcement from Washington, D. C., to the effect that Assistant Secretary Curtis, of the Treasury Department, will probably take up the question of revising the Limoges china schedule in the near future and will then call before him the members of the commission which went to Limoges during the past Summer and which reported to him informally at the Treasury last week. The Limoges schedule has been troublesome for a good many years and it was supposed that a tentative settlement had been arrived at during the Roosevelt administration, when a commission including Assistant Secretary of the Treasury Reynolds went to Limoges and came back with a revised set of rates which had been agreed upon with the Chamber of Commerce of that place.

At the second annual convention of the American Manufacturers' Export Association, held last week at the Hotel Astor, delegates numbering over 300 were registered from all parts of the country. The motto of the association, "To Foster Foreign Trade," was exemplified by the addresses made at the afternoon session. A. H. Baldwin, chief of the Bureau of Manufactures, Department of Commerce and Labor, was among the speakers. William Harris Douglas, president of the American Importers & Exporters' Association, which is composed of the leading commission houses of New York City, gave an address on the status of the commission house in the export trade. Irwing T. Bush, of the Bush Terminals, in a short address on terminal facilities, invited the delegates to become his guests for inspecting the Bush plant in South Brooklyn. Archibald J. Wolfe, manager of the *Russian American Messenger*, and an expert on foreign credits, tariffs, etc., spoke on American trade with Russia. The annual banquet was held at the Hotel Astor.

The School of Industrial Arts, connected with Columbia University, is organizing special evening courses in metal working. Shop courses are given under the best advantages, with rooms equipped with machinery and tools. The course are so arranged as to give students instruction in the basic operations necessary to develop a general knowledge of the principles and technical skill in metal working. Edward D. Knowles, designer for Lebolt & Co., of this city, is in charge of the silversmithing course. Instruction is given at the school to students in goldsmithing, silversmithing, making of alloys of gold and silver, rolling plate, annealing, wire drawing, design and construction of work in the flat, soldering, filing, finishing and coloring and in the modeling and execution of work and in casting and chasing.

It was decided recently by the Board of United States General Appraisers that as the United States Express Co. has failed to comply with the regulations of the Secretary of the Treasury, regarding the importations of Sheffield plate, and other articles claimed to be free of duty as "antiques" under the Tariff act of 1909, the protests must be overruled and the decision of Collector Loeb affirmed. Judge Waite, who writes the decision of the board, says that in order to acquire exemption from duty, it is necessary to comply with the rules laid down by the head of the Treasury Department. This the board holds has not been done in the case at issue. The regulations require that importers making entry of articles under Par. 717 must produce upon entry, in addition to the consular invoice required by law, certain prescribed affidavits of the owner and the foreign shipper establishing the antiquity of the articles imported. Judge Waite says that the testimony of one of the foreign sellers was taken under a commission appointed by the board and forms a part of the record. This, however, according to the decision does not fulfill the requirements of the law. It is

(*New York Notes continued on page* 101.)

THE

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NATIONAL BANK

OF NEW YORK

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CAPITAL, SURPLUS AND UNDIVIDED PROFITS

$3,700,000.00

FIDELITY TRUST COMPANY

EXECUTOR TRUSTEE ADMINISTRATOR GUARDIAN

Notable Events of the Year

Elected to membership in the NEW YORK CLEARING HOUSE ASSOCIATION, making checks on this company, in payment for drafts, etc., acceptable by all banks and trust companies, members of the Clearing House, and checks certified by us acceptable by the U. S. Collector of Customs in payment of duties on imports.

Designated a Depository for the General Funds of the State of New York, in addition to those of the City of New York.

Paid 2% extra as a Christmas Dividend, in addition to the regular dividends for the year, which amounted to 6%.

Increase in Capital & Surplus from $1,500,000.00 to $2,000,000.00, enabling the company to broaden its business.

Increase in Resources to over $10,000,000.00.

President - Samuel S. Conover
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Vice-President - John W. Nix
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Asst. Sec'y - Stephen L. Viele
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Chambers St. and West Broadway, New York

1850 *The Jewelers' Bank for half a century in the same location* 1911

THE CHATHAM AND PHENIX NATIONAL BANK

Broadway and John St., N.Y. Accounts Invited

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The Market and Fulton National Bank of New York

ORGANIZED 1852 — 81-83 FULTON STREET

CAPITAL, $1,000,000 — SURPLUS, $1,700,000

PROGRESSIVE—CONSERVATIVE—SUCCESSFUL

ALEXANDER GILBERT, - President
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Invites the Accounts of Jewelers

Will extend every facility that good banking will justif

SAFE DEPOSIT VAULTS

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THE JEWELRY TRADE IS INVITED TO INSPECT THE REMODELED AND IMPROVED PREMISES OF THE

New Maiden Lane Safe Deposit Co.

170 Broadway, Cor. Maiden Lane, New York

WHICH HAVE BEEN ESPECIALLY EQUIPPED FOR THEIR REQUIREMENTS

Trunks and Packages received at all hours, day, night, Sundays and Holidays, at our special 24 hour rate

Main Vault accessible every business day from 8.30 A.M. to 6 P.M. Use of sample rooms to renters of safes

Safes built to hold 1, 2 and 4 to 6 telescopes

New York Notes.

(*Continued from page 99.*)

ccordingly held that the protests must be verruled for non-compliance with the aw.

M. Stefler is about to open a jewelry nd novelty store at 4 Dey St., near Broadway.

N. Shiman, of Shiman Bros. & Co., 87 Maiden Lane, is on a western trip for his oncern.

Henry Castleberg, Baltimore, Md., was in his city last week, the guest of Morris Weil, 37 Maiden Lane.

Wm. J. McQuillan, representing Mount & Woodhull, is at present traveling in the vest for the interests of his concern.

Peter Turner, Providence, R. I., has started on his first southern trip for C. Sydney Smith & Co., 13 Maiden Lane.

J. B. McDonough, representing the Wolcott Mfg. Co., 3 Maiden Lane, is traveling in the west, and was in Denver, Col., last week.

A. A. Greene and Fred. Kennon were among the Providence, R. I., manufacturing jewelers who were in the Maiden Lane district last week on business.

Richard Heine, Talladega, Ala., was among the out-of-town visitors during the past week. He spent some time in the china district, in addition to his visits to local jewelers.

The Board of Trade last week sent the checks to the creditors of O. A. Reid, Kansas City, Mo., who assigned Aug. 17. This dividend of 10 per cent. is the first to be sent to creditors.

Louis Selig, Elizabeth City, N. C., is in the metropolis, making his headquarters at the Herald Square. He is accompanied by his son, J. W. Selig, who is about to take a course in optometry at Columbia University.

The engagement is announced of Randolph Kohn, with Alois Kohn & Co., of 50 Maiden Lane, who is betrothed to Miss Helén Schwartz, formerly of Denver, Colo. The reception will be announced later.

Henry C. Barthman, of the house of William Barthman, Broadway and Maiden Lane, has been named as delegate of the National Guard Convention of the United States, which will be held in Buffalo, Oct. 9, 10 and 11.

The Jewelers Board of Trade reports that the composition settlement of 50 cents on the dollar made by Sam. Friedberg, Topeka, Kans., is being sent out to creditors. The settlement is one-half in cash and the remainder in well endorsed notes.

Ephriam Knapp, of J. A. & S. W. Granery, 13 Maiden Lane, who has been in poor health for some time, has given up his position temporarily. He will be away until the first of the year. Walter Granbery will take charge of the office during his absence.

Joseph Graf, salesman for Henry Freund & Bro., 71 Nassau St., was called home from the road recently because of the death of his father, Jacob Graf, who died Sept. 3. A telegram was sent to the son, but before he could return to this city his father had died.

Several traveling men for Mabie, Todd & Co., 15 Maiden Lane, are now covering their respective territories. A. R. Modgan is in the south; R. H. Stevens is covering the middle west; Walter Greaves is in the west; Mr. Wells is looking after the trade in the east, and Mr. Pike and Mr. Thompkins are working in this city.

J. P. Archibald, Blairsville, Pa., ex-president of the A. N. R. J. A., is at present in New York on a buying trip, and is stopping at the Hotel Imperial. Mr. Archibald was among the visitors to the office of The Jewelers' Circular-Weekly on Monday. He will return to Blairsville about the latter part of the week.

The steel structure for the new 12-story building which is being erected for Haviland & Co., china importers, in E. 36th St. near Fifth Ave., is being rapidly put in place. The frame work has arisen to a height of nine stories and the stone setting has been well begun. It is expected the building will be ready for occupancy before the 1912 import season begins.

There has been submitted to the Jewelers Security Alliance, 15 Maiden Lane, a new burglar alarm which should be of interest to retail jewelers in all parts of the country. It consists of a square box with a glass cover, within which is an electric gong and a green electric light. The contrivance is so arranged that by pressing a concealed button behind the jeweler's counter an alarm is given.

Importers of Chinese fans scored a victory last week before the Board of United States General Appraisers when it was decided that fans embroidered are not dutiable at the rate of 60 per cent. ad valorem, but are entitled to enter at 50 per cent. It was alleged by the protestants, Lee Tai Lung and others, that the collector's assessments were excessive. The claim are sustained and the collector is reversed.

L. W. Levy & Co. is the name of a concern which has been incorporated in the laws of New York State, to do a business in optical goods and jewelry. The concern is capitalized for $35,000. The incorporators are: Edward B. Levy, 346 Broadway; Louis W. Levy, 700 West End Ave., and H. Weiss, 1168 Bainbridge St., all of New York. The corporation will take over the importing jewelry and novelty business of the firm of L. W. Levy & Co., 6 W. 22d St.

When John F. Bowie, who has a jewelry shop at 657 Fulton St., Brooklyn, discovered that a burglar had broken into his place Thursday morning and stolen $208 worth of jewelry and $8 in cash, he suggested to detectives that they look up a young man who had robbed his shop a year ago. This youth was found at 7th St. and First Ave., Manhattan, and when searched some of the stolen jewelry was found in his pockets. He was arraigned before Magistrate Fitch in the Gates Avenue Police Court and held in $1,000 bail for the Grand Jury. Following his first robbery he had escaped on a suspended sentence.

According to the regular monthly statement of the Bureau of Statistics at the Customs House, the total value of free and dutiable goods remaining in bonded warehouses at this port for the month ending Aug. 31, 1911, was $43,173,980, as against $43,647,526 for July, a decrease of $2,273,546. The following articles of interest to the trade are reported as remaining in the warehouses during the month of August, 1911: Clocks, $50,940; watches, etc., $151,894; decorated china, $23,567; manufactures of gold and silver, $8,597; jewelry, $9,396; diamonds unset, $65,023; pearls and parts of, unset, $25,593; precious stones, $14,517. As compared to these figures the reports for August, 1910, show the following totals: Clocks, $27,309; watches, etc., $106,572; diamonds unset, $60,107; pearls and parts of, unset, $24,043; precious stones, $7,364; decorated china, $23,864; manufactures of gold and silver, $15,917; jewelry, etc., $8,209.

A bill of complaint was filed Saturday in the United States Circuit Court, New York, by Joseph T. Robin, in business in New York, and temporarily residing in London, England, against Robert H. Ingersoll & Bro., New York, alleging an infringement of a design Letters Patent on show cases. It is asked that a provisional or preliminary injunction be issued restraining the defendants from further alleged infringement pending the settlement of the case. The bill of complaint relates that before March 31, 1899, the complainant was the original inventor of a new and ornamental design for a show case on which design Letters Patent No. 30,889 was issued May 30, 1899. It is charged that the defendants have been infringing the design in question by making, using and vending show cases containing the design claimed in Patent No. 30,889. It is asked that the defendants be decreed to account for and pay over the profits derived from the patent and that the show cases and material of which they were or are made, now in the possession of the defendant, be delivered for destruction. No specific amount of damage is asked for or charged in the complaint.

Two young men entered the establishment of the F. A. Prince Co., dealers in jewelry at 1261 Broadway, last week, and after presenting a business card of M. Feldman, a jeweler at 2304 Seventh Ave., ordered about $45 worth of jewelry, including scarf pins and other goods. They requested that the articles be sent to Mr. Feldman's store, where payment would be made. When the jewelry arrived Mr. Feldman knew nothing about it, and upon investigation it was learned that the two men had placed the order without authority. Both young men are described as being smooth shaven, having dark hair and dark complexions, and are about 22 and 23 years of age. They are of slight build, about five feet eight inches in height, and are fairly well dressed. Mr. Mooney, who waited on the young men at the store of the F. A. Prince Co., stated that they seemed well supplied with Mr. Feldman's business cards. Last Friday two young men, thought to be the same parties who visited the Prince establishment, ordered a bill of goods from A. Husici, 1368 Broadway, and asked that the articles be sent to Mr. Feldman's store. After the men left it was discovered that jewelry to the value of $157 was missing. The police were

(*New York Notes continued on page 103*)

Purchase reliable merchandise at legitimate prices and you will make your business a big success. Every article manufactured by us is guaranteed.

Ask For Bigney's
"Mirror Finish" Chains

Send For One of Our Velvet Gold Embossed Banners



S. O. BIGNEY & CO.

New York Office: 3 Maiden Lane

Attleboro, Massachusetts

The Illinois Watch Case Co.

Have Increased Their Output
One Thousand Watch Cases Per Day

Since MEYER, CAHN & TALBOTT received
The Pacific Coast Agency

Important Trade News

We now have received The Pacific Coast Agency
for the

Rockford Watch Co.

A complete line of whose goods will be carried in stock

Meyer, Cahn & Talbott, *512 South Broadway* Los Angeles, Cal.

New York Notes.

(*Continued from page 101.*)

notified and are now trying to find the men.

Morris Levit, 806 Tenth Ave., has moved to Easton, Pa.

H. Ress, Inc., 3301 Fulton St., Brooklyn, has sold out to Samuel Rifkin.

J. Bernard, formerly at 32 Maiden Lane, has moved to 106-108 Fulton St.

Benjamin T. Ash, Binghamton, N. Y., is among the New York State jewelers visiting the Maiden Lane district this week.

The Jewelers Board of Trade reports the sending out of a first dividend of 12½ per cent. in the matter of Louis Hoffman, Seattle, Wash. The Board has been notified that Herbert N. Northrop, of the Northrop Mfg. Co., Boston, Mass., has filed a voluntary petition in bankruptcy. It is understood that the place is mortgaged for $1,100.

The Equitable Assurance Society of the United States has loaned to the jewelry firm of Black, Starr & Frost $1,000,000 on the property situated in the southwest corner of Fifth Ave. and 48th St., where a six-story, basement and sub-basement store and loft building is to be constructed. The property has a frontage of 45.5 feet in the avenue by 125 in the street.

The Simons Jewelry Co. is the name of a concern that has been incorporated under the laws of the State of New York with a capital of $5,000. The incorporators are George W. Simers, Jr., 115 E. 90th St., Manhattan; Samuel Simons, 468 12th St., Brooklyn, N. Y. Lewis Michaels, 211 E. 81st St., Manhattan, and Adolph Hirsch Rosenfeld, attorney, 76 William St., Manhattan.

Among other out-of-town jewelers visiting the Maiden Lane district last week were B. J. Rogers, of Robers & Krull, Louisville; E. Absterland, Boston; Samuel Weinhaus, of the Samuel Weinhaus Co., Pittsburgh; W. R. Grainger, of the Granger-Hannan-Kay Co., Detroit; W. O. Knight, of the Cowell & Hubbard Co., Cleveland; John J. Menges, of Mermod, Jaccard & King Jewelry Co., St. Louis; J. P. Archibald, Blairsville, Pa.

Among the department store buyers visiting the trade in this city during the past week were: F. Karel, buyer of jewelry and leather goods for the Boston Store, Chicago; C. W. Bieber, buyer for the Elliott-Taylor-Woolfenden Co., Detroit, Mich.; A. C. Putts, buyer for the J. W. Putts Co., Baltimore, Md.; A. Moir, buyer for the J. C. MacInnes Co., Worcester; Miss Huber, buyer for Blum Bros., Philadelphia; H. A. Miller, buyer for the H. S. Barney Co., Schenectady.

Judge O'Sullivan, in the Court of General Sessions, on Monday swore in the regular and additional grand juries for the month of October. He had no comment to make, and gave no special instructions. Among the members of the regular Grand Jury for October are Leo Kohn, of Alois Kohn & Co., 16 Maiden Lane; Gyulo Armeny, 90 Nassau St., who is also of the Armeny & Marion Co., of the same address. Among the members of the additional October Grand Jury is Julius S. Oppenheimer, of Oppenheimer Bros. & Veith.

Last week at a meeting of the committee of the Jewelers Board of Trade to make awards for observation reports sent in by members and their representatives from Sept. 1, 1910, to Aug. 31, 1911, it was decided that the individual sending in the largest number of corrections which were accepted was to receive the highest award. The following awards were then made: Miss Addie Larson, with George Meikle, Springfield, Ill., first prize of $100; G. A. Le Roy, of the Western Clock Mfg. Co., La Salle, Ill., second prize of $50; R. G. Giesler, of Norris, Alister & Co., Chicago, third prize of $25. The committee asked that honorable mention be made of P. A. Lewald, with the Keystone Watch Case Co.; C. E. Vandell, with the Edwards & Sloane Jewelry Co.; A. K. Wilkinson, with the R. Wallace & Son Mfg. Co.; E. H. Swain, with the Waltham Horological School, and A. H. Shaffer, with the South Bend Watch Co., for the number of suggestions submitted. Members and their representatives who sent in information during the year numbered 124, and some 2,226 reports were accepted as information by the board, about 40 per cent. of those received being discarded as of no value or because the information had been previously obtained. The committee recommended that the awards for the current period be the same for first, second and third information as those for the period ending Aug. 31, 1911, but in addition that the board allow all those individuals who send in 50 or more reports which are accepted the sum of $5 each. The committee also recommended that the following concerns be written to, acknowledging their co-operation in the matter of sending the information for the past year: Robert H. Ingersoll & Bro., Keystone Watch Case Co., Waltham Watch Co., J. R. Wood & Sons, Wendell & Co.

A petition in bankruptcy was filed in the United States District Court in this city Monday against the J. H. Spandau Auctioneering Co., dealers in jewelry and art goods, 1157 Broadway, New York, by these creditors: S. Chelimer & Son, $603; Hyman Levy & Co., $86, and Hecht & Hirsch, $72. It is alleged that the J. H. Spandau Co. owes over $1,000 and transferred property with intent to hinder, delay and defraud creditors and make preferential payments. Liabilities are about $20,000, with assets of about $4,000. Judge Hough appointed Walter Cook, Jr., receiver to continue the business 10 days under a bond of $2,000. This business was incorporated Dec. 1, 1909, with an authorized capital stock of $20,000. J. H. Spandau came from Washington, D. C., and worked as a clerk in jewelry stores in this city. He became a partner in the firm of Silverman, King & Co., but withdrew and became an auctioneer, and for a time was employed by Joseph Robinson, on the Bowery. He then started an auction business of his own, operating in Newark, N. J., and Pittsburg, Pa. He returned to New York in 1907 and opened a small store at 170 Broadway. Since that time he has made several changes.

The Fay Jewelry Co., San Antonio, Tex., has moved to Columbus.

San Francisco.

D. H. Otto, with Julius A. Young, San Francisco, has left for a trip to Oregon and Washington.

The Paul Garin Co., Powell St., is preparing to open another store on Market St., opposite Mason.

Julius Wise, 704 Market St., a manufacturers' representative, is planning to cover his southern territory.

L. Cook, of Claypool & Hege, Phenix, Ariz., is here selecting stock and fixtures for his new store in that city.

George Price, of the San Francisco office of George Greenzweig & Co., has returned from a trip to the northwest.

The trade here has just learned with regret of the death of Mrs. Morton, mother of Harry Morton, of Oakland, at the age of 100 years.

L. Krenkel, of Krenkel & Bosch, Winnemucca, Nev., is visiting the San Francisco jobbing trade. His concern has recently moved to a fine new store.

Julius A. Young, a local wholesaler, is back from a trip to the Pacific Northwest. After a few days at the home office he will leave for Los Angeles.

C. Chapman, Pacific Coast representative of the Elgin Watch Case Co., with headquarters in San Francisco, has left for a visit to his trade in the north.

Among the members of the trade who are now in California are: Carl G. Mayer and Walter A. Senger, of New York, and David Harris and A. H. Richmond, of Providence.

George Smith, San Francisco representative of the Keystone Watch Case Co., who has been spending some time in Los Angeles, has returned to San Francisco, accompanied by Mrs. Smith.

Henry M. Abrams, of the Henry M. Abrams Co., has returned from a trip to the northern end of the coast. He will leave in a few days for a visit to the cities and towns of southern California.

Messrs. McElroy and Landsburger, of the office force of M. Schussler & Co., local wholesalers, are completing preparations for a banquet which they are to give the Schussler force, this being their method of celebrating a lucky stroke by which they came into $500 of unearned money.

Pacific Northwest.

L. Runyon, Oregon City, Ore., has opened a new store.

A new store has been opened at Medford, Ore., by W. F. Lawrence.

John A. Beck, Portland, Ore., is seriously ill at his home, 59 Trinity Pl.

L. C. Moore, Goldendale, Wash., is the inventor of a glass cutter that is said to cut oval panes of glass.

W. L. Ross, Wasco, Ore., is offering his entire stock at bargain prices, as he expects to close his business in that city the first week in October.

The men who robbed the store of J. H. Meisner, 419 Hawthorne Ave., Portland, Ore., about six weeks ago, have just been brought back to that city from Seattle. They have confessed the theft, and Detective Snow has been able to recover a good part of the $1,000 worth of loot.

BUY IN BUFFALO



Largest Ring Manufacturing Center in the East

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86 ELLICOTT STREET BUFFALO, N. Y.

One of the Most Wide Awake Cities of the United States. Anything NEW that the Retail Jeweler should have can be found here, so—

Come to Buffalo or get in Touch with Buffalo Concerns

Boston.

Harris & Lawton opened their new diamond cutting shop last Monday.

D. C. Percival, Sr., is back from Maine, where he has been for the past month.

Alfred J. Lill and A. J. Lill, Jr., went to Bermuda last week with the Ancients.

F. L. Amidon, of Ticonderoga, N. Y., was one of the visitors in trade circles last week.

J. C. Stever, of the E. B. Horn Co., is spending a vacation at his place in Braintree, Mass.

William J. Crowley returned from a long southern trip for the M. Myers-E. A. Cowan Co. last week.

John M. Parker, of Water St., is enjoying an outing at the Ruggles place, Roxbury, N. H., this week.

Henry W. Patterson, of the Smith Patterson Co., has been at the White Mountains on an outing tour the past week.

G. S. Huntress, now of Dover, N. H., who was recently in town, is making plans to locate in Washington in the jewelry business.

Two new members were admitted to the Boston Retail Jewelers' Association at its first Fall meeting of the season, held last Thursday.

W. B. Tilton, road salesman for D. C. Percival & Co., has just occupied the new residence built for him in his home city of Springfield, Mass.

H. Frank Thompson, representing the Pairpoint Corporation, who has been seriously ill with typhoid fever, is now on the road to recovery.

E. C. Fitch, president of the Waltham Watch Co., and E. C. Fitch, Jr., manager of the Boston office of the company, were in Chicago on a business trip last week.

W. S. Foster, formerly of West St., now retired, was in Boston last week for a few days, coming from his home in Keene, N. H., and meeting acquaintances in the trade.

C. W. Sweetland & Son furnished the prize cups for the Reading, Mass., fair and horse show, among them being the Governor Foss cup, presented by the State executive.

David C. Percival, Jr., has closed his cottage at Marblehead Neck and has returned to his country place near Marlboro, where the family will remain through the harvest season.

Ernest J. Bailey, with Harris & Lawton, has bought the keel raceabout *Norma*, of the 21-foot waterline class, and expects to cruise in the yachting season along the New England coast.

Last Saturday was the final half-holiday of the season in the trade, and most of the jobbers will have their establishments open until 5:30 P. M. daily for the coming six months or more.

Herbert Donnelly, former engraver for the Waltham Watch Co., is on a hunting trip in New Hampshire, and is making his headquarters at Pine Grove Lodge, the Summer home of F. W. Ruggles, Roxbury, N. H.

J. C. Barlow, former assistant paymaster of the Waltham Watch Co., had the misfortune to loose his scarf pin, a handsome diamond in platinum setting, the parting gift of his friends in a recent wreck on the Canadian Pacific road while he was en route from Portland to Montreal.

Norman H. Hayes, formerly with D. C. Percival & Co., and now traveler for the C. G. Braxmar Co., New York, stopped in Boston on his way home with his bride from a wedding trip in northern New England and the Dominion, and was heartily congratulated by his former co-workers.

I. Warshauer has sold the Nicolet store in Fall River to E. J. Martell, of Somersworth, N. H., who will conduct the store personally, closing out his business in Somersworth at auction. H. Warshauer, who has been manager for the past six weeks at Fall River for his father, has returned to Boston.

A. T. Benson, who has been on the road for the new firm, H. W. Peters Co., of the Jewelers building, returned last week from western Massachusetts with good reports of business done during the past three weeks. Otis Hodgdon, who has been traveling in Maine for the same house, makes similar report.

A handsome silver loving cup which has been in a window of the store of Frank A. Gendreau on Summer St., since an outing, at Hough's Neck Sept. 24, when he was the host to about 100 friends. It bears an inscription that tells of its presentation to Mr. Gendreau on that occasion by the Red Sox and other friends of the former ball and polo player.

Henry E. Grimm, watchmaker for C. S. Blake, was taken to the city hospital about three weeks ago, ill with pneumonia. He died last Wednesday. Mr. Grimm had been with Mr. Blake for about a year as an apprentice, and had made many friends in the trade. His age was 18 years and 7 months. The funeral took place Friday from his late home in Dorchester.

Daniel O'Brien, claiming to live in Brooklyn, was taken into custody Saturday after a chase through the streets. He is charged with larceny of a ring valued at $250 from D. A. Lindgren, a jeweler at 29 Devonshire St. When O'Brien walked out of the store after inspecting several valuable rings, and saying that none suited him, the jeweler missed one of the best that he had exhibited and gave chase after O'Brien, who ran some distance before he was headed off by a patrolman.

Buyers in town during the week: W. W. Cook, Natick; H. E. Dunbar, Norwood; J. F. Newbegin, Hyde Park; H. S. Hewitt, Brockton; J. F. Montminy, Lowell; G. A. Schmidt, Lawrence; Frank Ricard, Lowell; C. P. Forbes, Greenfield; J. W. McVine, Gardner; C. S. Proodian, Worcester; C. E. Powers, Webster; L. E. Briggs, Vineyard Haven; B. D. Loring, Plymouth, Mass.; Joseph Nemser, Portland; C. S. Bennett, Guilford; Mr. Anderson, J. A. Merrill & Co., Portland, Me.; J. C. Derby, Concord; Fred Hendricks, Nashua, N. H.; Mr. Guertin, for C. A. Beaudette, Arctic, R. I.

Morris L. Fuller, a prominent optician in Schenectady, N. Y., was married in Phoenix, N. Y., recently to Miss Helen Carrie Breed. After a short wedding trip, the couple will return and make their home in Schenectady, where both are well known.

Buffalo, N. Y.

TRADE CONDITIONS.

Retail jewelers report an active Fall trade. Jewelers are making active preparations for Christmas.

C. F. Chouffet is in New York.

The Schopp Mfg. Co. reports a good business and are now well established in the Beecher building.

On the recent trade excursion of the Wholesale Merchant Association of Buffalo, the King & Eisele Co. was represented by Charles Thompson.

A. E. Sipe, the diamond importer, sailed on Oct. 4 on the *Mauretania* for Liverpool. Mr. Sipe is going abroad to purchase diamonds and will return in six weeks. He was booked for Aug. 23, but owing to the Liverpool labor trouble postponed his tour.

Buffalo Industrial Week will be held under the auspices of the Chamber of Commerce and the Manufacturers' Club from Nov. 20 to 26. The feature of the event will be the display of Buffalo-made goods in all the store windows, and the object is to promote the sale of "Buffalo-made" goods. Many wholesale and retail jewelers are interested in this plan. Preparations for the week are in the hands of the industrial bureau, under George V. Horgan.

Washington, D. C.

Cole & Swan have opened a new store at 1918 14th St. N. W.

A large addition to the Palais Royal was opened Monday. This store has a large popular priced jewelry department.

The monthly meeting of the Retail Jewelers' Association of the District of Columbia will be held Monday evening, Oct. 9, in the rooms of the Washington Chamber of Commerce.

Alterations have been entirely completed to the store of the Berry & Whitmore Co., 11th and F Sts., N. W., which is now one of the largest and handsomest retail jewelry establishments in the south.

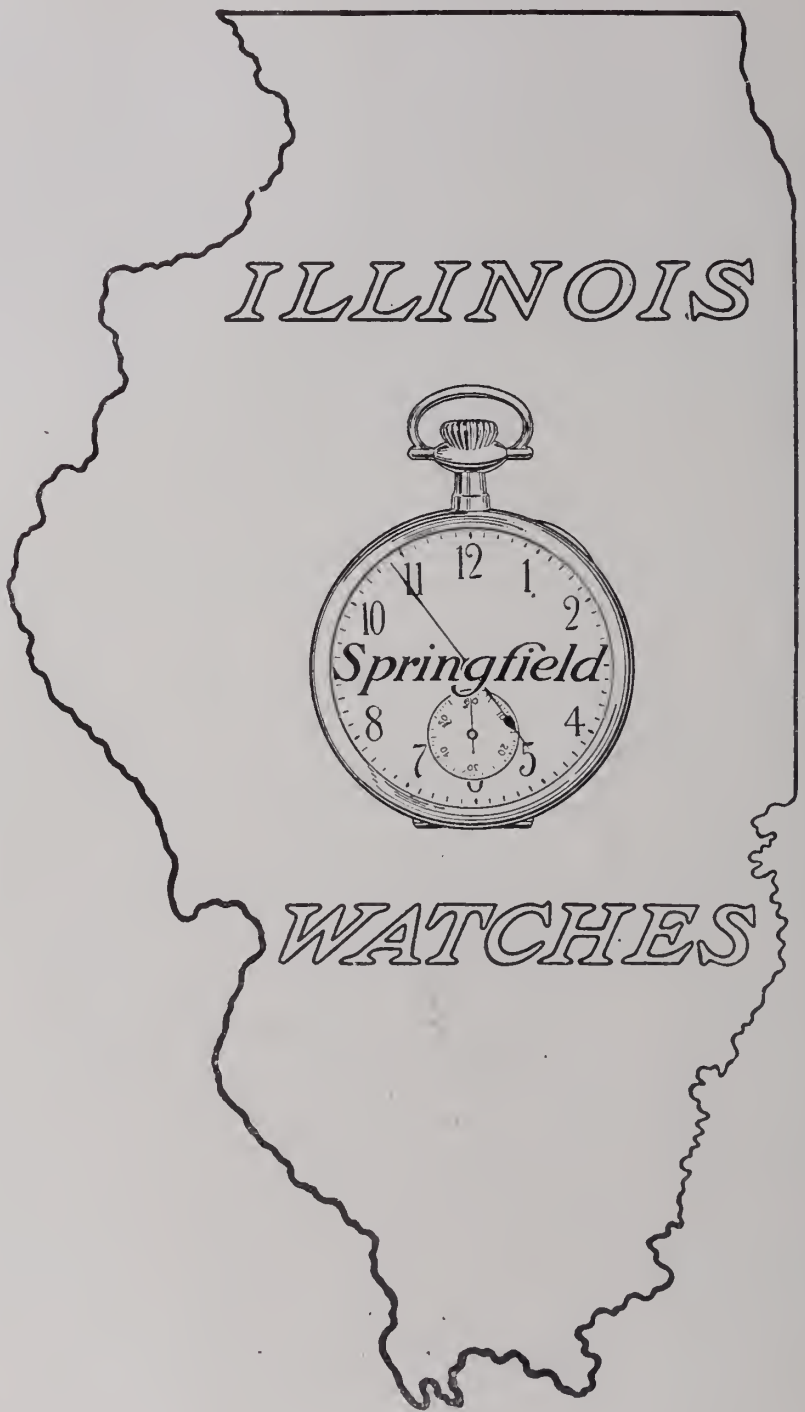
Invitations will be extended to the members of the Maryland Retail Jewelers' Association to attend the annual Fall outing of the Retail Jewelers' Association of the District of Columbia the latter part of this month.

Trade Gossip.

Cross & Beguelin, 23 Maiden Lane, New York, are showing to the trade a new thin model Illinois watch which should meet with the ready patronage of retail jewelers.

The Lyons Mfg. Co., Providence, R. I., has issued an attractive catalogue of its extensive line of rings, link buttons and bracelets. The catalogue contains a number of illustrations of the different departments of the company, and the jewelry is shown in fine half-tone cuts on heavy glazed paper. The booklet is bound in slate-colored covers.

Harry Swartz, who for several years conducted a jewelry store in Glen Rock, Pa., has discontinued business at that place. Mr. Swartz will remove to York, Pa., and associate himself with the Swartz Jewelry Co. of that city.


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Vol. LXIII. CHICAGO, WEDNESDAY, OCTOBER 4, 1911. No. 10.

Chicago Notes.

L. H. Schaffer has returned from his southern trip.

Chas. Garlick has returned from his Pacific Coast trip.

M. Cohn, traveler for Rettig, Hess & Madsen, has returned from his western trip.

Albert Cohn, western representative of the Lyons Mfg. Co., leaves this week on a trip.

Frank Shinn, traveler for the Keller Jewelry Mfg. Co., was a recent visitor in Chicago.

George Nickell has removed from the Schiller building to room 1,200, Powers building.

Max Noel, brother of Rud. Noel, had his automobile stolen recently from in front of his home.

R. H. King, western representative of the Ostby & Barton Co., left recently on a northwest trip.

The second dividend of 8 per cent. in the matter of Howland, Hickok & Davis, has been declared.

Tom Stanek, of Graffe & Stanek, is making his usual trip to their trade in southern Illinois points.

W. S. Gilmore, of the Chicago office of the Towle Mfg. Co., was on the sick list a few days last week.

F. B. Tinker has taken the representation of the Wm. Bechler, Baltimore, Md., line of folding umbrellas.

S. H. Hess, of Rettig, Hess & Madsen, was one of the official timers at the Comiskey field day games last Saturday.

John S. Braude, western representative of the Keller Jewelry Mfg. Co., has returned from a trip to eastern points.

N. B. Barton, of the Ostby & Barton Co., Providence, R. I., was a recent visitor at the Chicago office of the company.

Wm. Mellich, 1307 63d St., has completed a new front on his store and taken an additional five years' lease on the premises.

The offer of a compromise settlement by Lyons Bros. of 40 per cent. cash to their creditors has been accepted and confirmed.

The Chicago office of the Fostoria Glass Co. has added some new mahogany cases to display their line of sterling silver deposit ware.

E. B. Overstreet, son of F. Overstreet, Dixon, Ill., has opened a new store at Hoopston, Ill. He was in Chicago recently buying stock.

Frank E. Wallis, western representative for T. W. Adams & Co., has returned from the northwest and will leave soon on his southern route.

Tom Schollenberger, Kesner building, has recently taken the line of white and gold china specialties of the American Gold Co., New Martinsville, W. Va.

C. W. Nesbit, formerly with the M. S. Fleishman Co., has accepted a position with the Stein & Ellbogen Co., to cover his old territory in the southwest.

Mathias Becker, father of J. M. Becker, of Becker & Heckman, died on Sept. 26, aged 75 years. Mr. Becker had been ill for a long time. The interment took place last Friday at St. Boniface cemetery.

The Mumford, Leighton Co. has received a complete sample line of the J. Rogers Silver Co., which company they will represent, together with the Richter Cut Glass Co.

J. B. Johnson, who recently sold his store at Tuscola, Ill., to Frank McKee, has opened a new store at Villa Grove, Ill., and was in Chicago recently buying his stock.

G. G. Gubbins, traveler for the Illinois Watch Case Co., has returned from a trip to eastern points; Louis Eppenstein, of the same company has returned from a trip to the Coast.

Winsor Cobb, former buyer for Bigelow, Kennard & Co., Boston, has now taken the position of buyer with Treat & Ecrat, San Francisco. He was in Chicago recently with Mr. Treat, of the latter firm.

John P. Owen, an old-time employe of M. A. Mead & Co., died recently at the home of relatives in Cincinnati, where he had gone to visit. Mr. Owen had been in ill-health and had been on a year's leave of absence.

The front window of the jewelry store of N. Oseroff, 1057 W. 59th St., was recently broken by a thief throwing a brick through as a passing train drowned the noised. It is said that jewelry valued at $500 was stolen.

John H. Nickell, maker of diamond jewelry, in the Mentor building, 39 S. State St., moved Oct. 1 into larger and more commodious quarters in the same building, where he has better facilities for conducting business.

H. Humiston, 1749 West Lake St., had an encounter with two highwaymen, who entered his store one night last week. He put up a fight and before the robbers could get away with a tray of diamond rings assistance came and the highwaymen fled.

Rice & Larson is a new jewelry firm at Joliet, Ill. Mr. Rice comes from Milwaukee, where he was employed as engraver for the Alsted, Kasten Co., and Mr. Larson for many years was in the employ of Mr. Feagans, at Joliet. They expect to open up Oct. 10.

A new concern which promises to become one of Chicago's leading manufacturers is that of Erichsen, Krause & Co., located in the Powers building. The concern is composed of H. F. Erichsen, formerly foreman for Wendell & Co., and A. E. Krause, formerly of Winslow, Krause & Co. The concern will manufacture and repair jewelry and do watch work for the trade.

The firm of Robert Beygeh & Bro., 130 State St., has discontinued business. The firm found itself unable to meet its obligations and the creditors, who are few in number, agreed to avoid bankruptcy proceedings and administer the estate themselves. Mr. Oppenheim, of Oppenheim & Strauss, was here last week and took the lose diamonds to New York, where they will be disposed of. The mounted goods were taken in charge by Fred Goldberger, of S. Buchsbaum & Co. The concern owes about $11,000 for merchandise, and the creditors say that the estate will pay 85 or 90 cents on the dollar.

Among the buyers here recently from out of town, were the following: L. Cillaway, Lake City, Mich.; R. Tower, Belvidere, Ill.; Alfred Anderson, Minneapolis, Minn.; J. W. Zaugl, Spring Green, Wis.; Carl Oesterle, Joliet, Ill.; D. H. Keene, Ft. Worth, Tex.; Mr. Leuton, of E. H. Smith Co., Bridgeport, Conn.; Alonzo Eturgell, Tuscola, Ill.; W. C. Carroll, Lebanon, Ky.; E. Bengstom, Freeport, Ill.; C. S. Sands, Kirksville, Mo.; A. Krautheim, Muskegon, Mich.; H. E. McCroskey, Chadron, Neb.; Mr. Hoerr, of Martin & Hoerr, Mankato, Minn.; Aaron Pursel, Noblesville, Ind.; Younglove & Singer, Peoria, Ill.; F. E. Holstem, Alliance, Neb.; Richard R. Micks, J. E. Micks Co., Elkhart, Ind.; F. W. Holmes, Sayre, Okla, and A. O. Kettelkamp, Nokomis, Ill.

On invitation of R. A. Kettle, of the Chicago agency of the Waltham Watch Co., E. C. Fitch, president of the company,

That Book Brings the Best of the Entire Jewelry Market to Your Door—





THE best judged by side-by-side comparison of each article—the expert opinion of 46 years of experience—a safe and sure guide to follow—used by *most* of the jewelers in United States—because it brings SUCCESS.

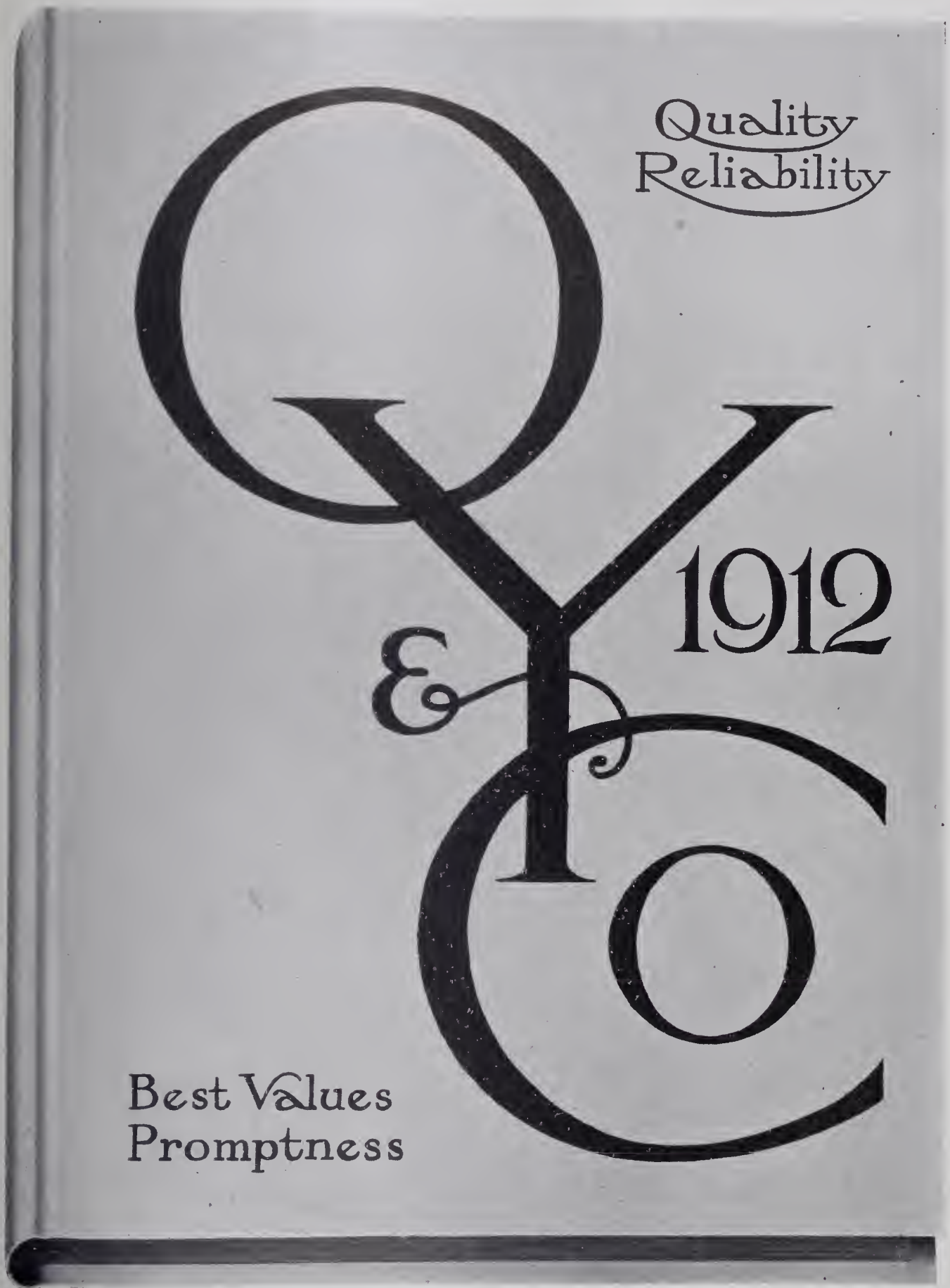
CONTINUED SYSTEMATIC ORDERING from our catalogue enables you to carry *less* stock, turn your stock over oftener, and constantly show new and different articles—*buy as you sell.* Thousands of our successful customers order from our catalogue *entirely*—long experience has taught them it is good merchandising—and the best way to make money.

YOU ARE SURE of reliable merchandise at the lowest prices that reliable merchandise can be sold for. It is a powerful tonic—a bracing influence in any jewelry business, *if you make use of it.*

Our 1912 issue is now being mailed. If not received by you by October 15th please notify us

OTTO YOUNG & COMPANY

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came here Monday and met the Chicago jobbers. Mr. Fitch was accompanied by his son, E. C. Fitch, Jr., and was on his way to visit the Montreal office of the company. At the meeting here among other matters discussed were the new Waltham products—the Premier Maxim, the eight-day lever chronometer, and the Equity line of watches, made by the Equity Watch Co., Boston, Mass., of which the Waltham Watch Co. is selling agent. It is understood that prices, profits, etc., were gone into and discussed very freely, as well as methods of selling and general conditions affecting the trade here. Mr. Fitch recalled his pioneer days in selling American watches and called attention to the fact that many present had been solicited to buy his watches 40 years ago. It is reported to have been a very pleasant and amicable meeting.

Harry L. Benedict, president of the Benedict Mfg. Co., manufacturers of silver-plated ware and metal gods, at East Syracuse, N. Y., is spending a few days with the branch office of the company at 5901 Von Verson Ave., St. Louis, and with the sales manager, Mr. C. C. Graham, in Chicago. Mr. Benedict is taking this trip in the company's interests, and states that the prospects are bright for a good Fall and holiday business.

Cleveland.

Nelt Barr, Ashland, O., recently installed new wall cases in his store.

E. Williams, of the Scribner & Loehr Co., is in Sparta, Wis., with his regiment.

Jas. Corwin is now doing business in his new location at Bell and Detroit Aves., Lakewood, O.

Walter F. Miller and Jack Spindler, of the Bowler & Burdick Co., were in Cleveland last week replenishing their trunk stock.

A new store will be opened next week at the corner of Lakeview Road and Superior Ave. The new concern styles itself the Fenwick Co.

Edward S. Lereh, watchmaker, engraver and optician, who recently started as a watchmaker for the trade, is comfortably settled at 4161 Lorain Ave.

The "Rose Colts," a bowling team organized by Gus F. Rose, lost their first game of the season Friday night.

E. W. Chamberlin, formerly of Bloomington, Ill., recently purchased the stock and fixtures of Mrs. W. J. Kappeler at Akron, and will immediately resume operations. Mrs. Kappeler has operated the store since the death of her husband some months ago.

H. W. Burdick, of the Bowler & Burdick Co., delivered his last speech as retiring president of the Wholesale and Manufacturers Board of the Chamber of Commerce last week. The report shows that considerable has been accomplished during his administration.

H. C. Cheer, Cambridge Springs, Pa.; Haley Pitkin and wife, Andover, O.; Grace B. Redmond, Mercer, Pa.; C. H. Dexheimer, Bedford, O.; John McClintock, Chagrin Falls, O.; Oscar Haserodt, of the Haserodt Bros. Co., Elyria, O.; J. E. Wolf, Spencer, O.; Mrs. G. F. Elgin, Kent, O.; R. I. Hill, Elyria, O, were among the out-of-town jewelers who visited Cleveland last week.

The police last week succeeded in capturing Frank Carson after a running chase of several blocks, and he is lodged in jail facing a charge of larceny. The officers' suspicion was aroused when they saw a wagon standing in front of the clothing and jewelry store of Sam Rieger, 6900 Detroit Ave., and noticed the side door was broken open. Upon entering the side door two men left by the front exit with the officers in pursuit. It was found that they had merchandise valued at $900 in the wagon.

Just about 10 years ago, the Arnstine Bros. Co., the well-known wholesale jewelery house of this city, suffered from a severe fire, when their store at 48-50 Euclid Ave. was destroyed, Nov. 12, 1901, and after the fire a quantity of jewelry was stolen from the ruins. The thieves were never discovered and the thefts were practically forgotten until last Wednesday (Sept. 27), when a priest brought to the office of the Arnstine Bros. Co., now at Prospect Ave. and E. 9th St., $5 to be added to the "conscience fund." The priest said that he had been called to administer the last rites to the man, who had given him the money, with the request that it be given to the jewelry firm. The man said that he had stolen some jewelry during the fire, but that he thought $5 would cover it. He wanted to make restitution before his end. The members of the Arnstine Bros. Co., when asked about the incident, stated that it was true and also said that an amount of jewelry had been stolen at the time by a great many people, who took advantage of the unusual opportunity to pick it up from the ruins. They expressed the hope that others might become conscience-stricken and follow the example of this man without waiting to die before doing so.

Cincinnati.

TRADE CONDITIONS.

Looking back over the month just closed one cannot help seeing the marked improvement which has been shown in the jewelry business. Of course that is as it should be, but it is at this time when one begins to make prophecies as to the Fall trade. Speaking of the business conditions of this year there are some who say that the increase has come so late that the Fall trade will not be much above the average, but the majority seem to feel that the steady gain in confidence in financial conditions, which is being manifested, is going to make this a satisfying season

Mr. and Mrs. J. F. Carr, Portsmouth, O., were visitors in the city last week.

Eugene A. Frommeyer, of the Klein Bros. Co., has returned from a trip to Kentucky.

All of the salesmen of Wallenstein, Mayer & Co. are in the south and are finding business very satisfactory.

C. A. Culbertson, president of the Standard Optical Co., has been elected vice-president of the Cincinnati Advertisers' Club.

Walter Brown, of E. & J. Swigart & Co., has gone to Crystal Springs to recuperate from an attack of typhoid fever.

J. H. Grubb, Thurmond, W. Va., came to Cincinnati last week with a party of friends, in an automobile, after a 200-mile trip.

Charles Kindall, of Richter & Phillips, has returned from a 14 weeks' trip in the northwest. Ferd Phillips has returned from a trip in Illinois.

Mr. and Mrs. George Fox have announced the engagement of their daughter, Miss Norma Helen Fox, to Rarry Scheeline, of San Francisco.

Hugh B. Jones, formerly with the Gilbert Jewelery Co., La Grange, Ga., has been in the city buying goods. Mr. Jones will open a store at Calhoun, Ga.

H. J. Jacobsen, of A. & J. Plaut, has returned from a southern trip, and will leave again next week. G. M. Braham will also take the road next week.

Joe Smith, of the Geneva Optical Co. has returned from optical conventions at Indianapolis and Nashville, and reports good business at both places.

J. Hirschfield and H. Greenwald are in the south for the D. Jacobs' Sons Co Julius D. Jacobs has returned from an Ohio trip, and Aaron Straus from Illinois

On Wednesday, Oct. 4, the Clemens, Oskamp Co. began its 68th year, and that day was chosen as the date for the Fall opening. The store was beautifully decorated with palms and flowers and flowers were given to the visitors as souvenirs. A very large display of silver and diamonds was made on this occasion.

Among the out-of-town jewelers who were in the city last week were the following: L. E. Lane, Richmond, Ky.; G. C Adams, Goshen, Ind.; F. G. Bixler, Key West, Fla.; B. M. Cahon, Science Hill, Ky., F. J. Yeager, Richmond, Ky.; U. L. Jennings, Watertown, Tenn.; Miss Margery Gordon, Hamilton, O., and H. J. Heimberger, Columbus, O.

The exclusive agency for Libby cut glass has been given to the Oskamp Co. W. A Robertson is in charge of this department, and purposes to make it quite a factor in the business. The old building which has stood for so long at the corner of 8th and Race Sts., has been torn down and work has been started on the new modern structure, which will be the home of the Oskamp Auto Supply Co., now located with the Oskamp Jewelry Co.

Schedules are being arranged for the Jewelers' and Opticians' Bowling League This league is formed of clubs from the Oskamp, Nolting Co., Thoma Bros. Co., L. M. Prince, E. & J. Swigart, Standard Optical Co., Tohlmeyer & Roth, the Dorst Co., Joseph Noterman & Co., and Whitehouse Bros. Chas. Hummel, of the Thoma Bros Co., and Robert J. Hess, of the Oskamp, Nolting Co., are the promoters of the league.

Eula Smallman was arrested in Cairo, Ill., recently charged with receiving stolen goods, and Sam Winstead and Herbert Stewart, two young men, were arrested on a charge of robbery. It is alleged that the girl received and hid a portion of the goods stolen from the jewelry store of W. M. Warren, in Paducah, Ky., when it was entered on the night of Sept 3, and about $2,000 worth of diamonds, watches, rings and other articles of jewelry were stolen.

Milwaukee.

H. A. Brunke, Red Granite, Wis., recently called upon the Milwaukee wholesale trade.

E. H. Warnke, of E. H. Warnke & Co., manufacturing jewelers, has returned from a business trip to Chicago.

E. F. Rohn, 274 W. Water St., vice-president of the Wisconsin Retail Jewelers' Association, has returned from an extensive western trip.

The Edward H. Motl Co., the new firm style of the business carried on by the Miller & Motl Co., will hold a "grand opening" of the establishment the latter part of this month.

Art. B. Meyers, 357 National Ave., has been elected a member of the Milwaukee Chamber of Commerce. Mr. Meyers is the first jeweler in Milwaukee to be accorded this honor.

George Fink, president of the Fink-Boszhardt Co., watchmakers' and jewelers' supplies, has recovered from an operation recently performed at one of the city hospitals and is again able to call upon his trade

Theodore Schelle, secretary of the Milwaukee Jewelers' Club, has removed his jewelry stock from 316 W. Water St., a location which he had occupied for many years, to a new fireproof building at 236 3d St. Mr. Schelle has enlarged his stock and added new fixtures.

Milwaukee wholesalers have been notified that Eldon Crandall, Milton Junction, Wis., a graduate of the Wisconsin Institute of Horology of Milwaukee, has opened a new and larger jewelry store on Main St., a few doors north of his former location. Mr. Crandall has doubled his stock.

A. F. Bingenheimer has associated himself with his brother, O. H. Bingenheimer, wholesaler in jewelers' and watchmakers' supplies, and will travel with a line of wholesale goods in Montana for the present. Mr. Bingenheimer is considering the plan of establishing a branch house in some portion of the west.

Henry Bayer, Whitewater, Wis., was in Milwaukee last week purchasing a new automobile. On the return trip to Whitewater with the new machine Mr. Bayer ran out of gasoline and the jeweler and another business man of Whitewater, who accompanied him, were forced to spend the night along the roadside.

The Manufacturing Jewelers' and Jobbers' Association, of Milwaukee, has issued its October calendar for the retail trade, the second in a series which will be sent out each month. The calendar bears a picture entitled "A Heart for a Diamond" and carries a list of the names of the members of the association.

News has been received in Milwaukee that the R. L. Winchester store, Phillips, Wis., has been purchased by M. C. Cress. Mr. Cress has had considerable experience in the jewelry field and recently graduated from an engraving school at Peoria, Ill. He is also a graduate of a school of optometry at Minneapolis and will conduct optical parlors.

John P. Schlaefer, Campbellsport, Wis., who is in financial difficulties with liabilities estimated at $1,250, has offered to settle with his creditors at 30 cents on the dollar. The Milwaukee creditors have agreed to this arrangement and it is expected that a settlement will be effected at this figure. Mr. Schlaefer's assets consist of a small stock of goods and a homestead heavily mortgaged. He will continue to conduct the store.

The W. R. Cundall Co., whose offer of settlement was noted in last issue, is a stationery concern of this city, having business dealings with the jewelry trade. The liabilities reported are about $10,000 and the assets $7,000. The offer is made for the protection of creditors and stockholders, but it is stated that those interested will eventually make good dollar for dollar. The embarrassment of the concern is said to be due to the fact that the volume of business is too great for the capital which it has.

The Bunde & Upmeyer Co., corner of Wisconsin and E. Water St., regarded as the leading buyer of pearls in the northwest, has purchased more pearls this season than at any time in its history, due largely to the fact that the water is low in most of the Wisconsin rivers this year, making pearl fishing much easier. Louis W. Bunde, president of the company, a well known pearl expert, says that the quality of this season's pearls is especially good. The largest pearl purchased by Mr. Bunde this year was found in the Mississippi River. It weighs 44 grains and is valued at $6,000.

Denver.

Louis Bruns, Portland, Ore., is in Denver for a few days on his way east.

H. C. Baisch and family, of the Baisch Drug & Jewelry Co., Telluride, are in town for a few days.

C. A. Beghtol, of the Edward Lehman Jewelry Co., left for a trip through the southern part of the State last week.

The Syman Bros.' Jewelry Co. furnished 10 silver cups for the polo meet, which Denver society enjoyed recently.

Mr. Swanson, of Swanson Bros., formerly with the Newton Collateral & Loan Co., has opened a store in Littleton, and is spending a few days in this city.

The stock of the E. Michel & Bro. Jewelry Co. is being disposed of by the referee in bankruptcy. The assets are approximately $7,461.82, while the liabilities are estimated at $16,417.90.

T. E. Syman, of the Syman Bros.' Jewelry Co., has just returned from a vacation at Idle Hour, near Aberdeen. E. H. Codrey, formerly with Mr. Parker, Leadville, Colo., is now connected with this firm.

The H. H. Frumess Jewelry Co., 16th St., narrowly escaped loss by robbery early Friday morning. A policeman passing the establishment observed a burglar drilling a hole in the plate-glass window. The man dropped his tools, ran down an adjoining alley and escaped.

Thirty silver cups are on exhibition in the windows of a large downtown store. They have been donated by a number of Denver jewelers and other merchants, to be used as prizes at the annual exhibition of the Colorado Kennel Club, now being held here. Joseph I. Schwartz has made three handsome gold medals, which are to be given to the owners of prize-winning dogs.

Friday morning at 1.30 a man by the name of Ryan wrapped a towel around his hand and smashed one of the heavy plate glass windows in front of the M. O. Keefe Jewelry Co.'s store at 817 15th St. A Pinkerton sergeant heard the crash and apprehended Ryan, and he is now awaiting trial.

S. Bowley, 16th and Tremont Sts., has exhibited in his window the remains of a high grade Waltham watch, in a nickel case, with a sign reading, "I was in a warm place. Don't you think so?" The timepiece was the property of a locomotive engineer who lost it and finally found it reposing in the firebox of his engine, where it had been subjected to severe heat.

Columbus, O.

W. T. Wells, president of the Columbus Pharmacal Co., which has had an optical department for many years, was killed by a street car Friday night. He was one of the leading philanthropic workers of Columbus.

A restaurant man has arranged for the purchase of the large street clock which for many years has stood in front of the F. F. Bonnet Co.'s store, in case he can obtain permission from the mayor to erect it on the sidewalk. It is his intention to place two large electric lamps near it, but has not yet been able to obtain the necessary permission. The city now has an ordinance forbidding any blockading of the sidewalk, which was not in effect when the Bonnet clock was erected.

Creditors of Meyer J. Daniels have been notified by the law firm of Morton, Irwin & Lane, representing some of the creditors, that the latter held a meeting recently and that all the assets of the bankrupt have been consumed in investigating Daniels. Another meeting will be held in three or four months. If, at the end of that time, there is any money in sight to pay a dividend, one will be declared. The referee, F. N. Sinks, is said to be looking for some property, not yet account for. Daniels was sentenced to prison, but has appealed.

Goodman Bros. have taken a lease on the room at N. High St., formerly occupied by the Frank F. Bonnet Co., whose stock they recently purchased. Goodman Bros. have been located at the corner of High and State Sts. for the past 14 years. Their lease of that corner, which they made 10 years ago for a five years' term with the privilege of renewal for five, expires Jan. 1 next. At that time the Goodman Bros.' store and the stock remaining in the Bonnet store will be joined in the new stand. Mr. Bonnet last Friday accepted a proposition made by the Messrs. Goodman and will hereafter be associated with them. Goodman Bros. last week purchased the fixtures formerly belonging to the Bonnet concern.

H. W. Christensen, Monmouth, Ill., has been succeeded by the Shepherd Weeks Jewelry Co.

St. Louis.

E. C. Zerweck has returned from a visit to his old home at Lebanon, Ill.

J. J. Menges, of the Mermod, Jaccard & King Jewelry Co., has returned from a buying trip to New York.

George Oberting has gone to Hot Springs, Ark., for the benefit of his health.

Arno Hagenauer has resigned from the Elliott Jewelry Co. to take another position.

Joseph T. Parker and his bride were in the city during the week on their honeymoon trip.

L. H. Johnson, Kennett, Mo., attended the recent meeting of the Masonic Grand Lodge here.

Charles L. Horace has opened a watchmaking and jewelry shop in Room 310, Equitable building.

Joseph Finn, formerly with Loftis Bros. & Co., but now traveling for an eastern diamond house, is in the city.

B. Stiffelman and his bride have returned from their bridal trip to Texas and are preparing to go to housekeeping.

Charles E. Tiemann, California, Mo., has been in St. Louis attending the annual meeting of the Masonic Grand Lodge.

Walter Dobschutz, of 4958 Delmar Ave., has been adding to the attractiveness of his store by making extensive alterations.

Herman Mauch has had the front of his Franklin Ave. store reconstructed, affording him larger and more effective display space.

Will F. Jordan, Belleville, Ill., newspaper man, has taken charge of the advertising department of the Knapp Bros. Jewelry Co., in that city.

William H. Deuber, of the J. Bolland Jewelry Co., entertained his associates of the firm with a sauerkraut dinner at his home on Red Bud Ave.

F. L. Steiner, vice-president of the St. Louis Clock & Silverware Co., is serving on a jury in the criminal division of the Circuit Court this week.

Mayor A. M. Carter, of Staunton, Ill., who is a jeweler, passed through St. Louis on his way to Cincinnati, where he was called by the death of his father-in-law.

In the matter of the J. P. Morgan Jewelry Co., pending in Judge Shields' division of the Circuit Court, the assignee has filed his final account and has asked to be discharged.

A cup and trophies to be contended for in the St. Louis Cycling Club's road race Sunday have been on exhibition the past week in the William Loeffel Jewelry store, on N. Broadway.

The statement in this correspondence last week that Otto C. Stegmaier, of Jefferson City, was recently married was an error. He was not recently married, but he is to be married next Wednesday to Miss Franz.

Charles Welzmiller, one of the travelers for the Bauman-Massa Jewelry Co., will return the latter part of the week from Bath, N. Y., where he was called by the death of his father.

Walter W. McFadden, of Palmyra, Mo., passed through St. Louis on his way home from Peoria, Ill., where he had been in a hospital for three weeks following an operation. While he was here he made purchases for his store.

Joseph Ebeling and E. C. Zerweck have been appointed to represent the St. Louis jewelers as delegates to the deep waterway convention, to be held in October at Chicago. Mr. Ebeling will go, but Mr. Zerweck will not be able to get away.

Samuel E. Heffern, of the J. Bolland Jewelry Co., who was confined to his home for 10 days with ptomaine poisoning, has recovered sufficiently to resume his duties at the store. He is moving from his summer residence at Ferguson to his Montclair Ave. home.

In bankruptcy proceedings against Mannie Levy, which have been pending before Referee in Bankruptcy Coles, the trustees had their final meeting last week, the trustee's final report was examined and approved, the trustee was discharged and the estate closed.

W. O. Harvell, formerly in business on an extensive scale in Litchfield, Ill., and other places, is planning to re-embark in business at Springfield, Ill., under the style of the Harvell-Randall Jewelry Co. Mr. Randall was associated with him in his former undertakings.

W. D. Klinefelter, formerly with the St. Louis Clock & Silverware Co., has taken a traveling position with William Weidlich & Bro., and is on a trip through Illinois, Indiana and Kentucky. H. E. Springate now represents the Weidlich firm in Missouri and Iowa.

A certificate of incorporation has been issued by the Secretary of State to the E. B. Coleman Wholesale Jewelry Co. E. B. Coleman holds 22 shares, Alena A. Haas and W. M. Coleman, Jr.'s trustee 10 shares each, and R. E. Thornburg, 8 shares. The capital stock is $5,000.

W. J. Beard, traveler for the Aller-Wilmes Jewelry Co., returned Wednesday night, from a successful trip through Missouri, Illinois, Iowa and Nebraska, and will leave Tuesday on a 30 days' trip through Illinois to round up all the business that he missed on the first trip.

H. Miller has remodelled the front and interior of his handsome store at 9 S. 6th St. and has installed handsome all-glass show cases with marble bases, as well as a new tile floor and new electroliers. Altogether, the renovation of the interior and exterior of this store has added greatly to its attractiveness. Marvin Wexler, manager for Mr. Miller, has just returned from a business trip to the east.

Many out-of-town jewelers are expected to combine business with pleasure by coming to St. Louis during the Fall festivities next week. Retailers are making special window displays and getting ready to reap their share of the harvest of trade that the presence of many thousands of visitors is expected to produce. The Hess & Culbertson Jewelry Co. has a particularly attractive Veiled Prophet series of show windows.

Among the out-of-town dealers in St. Louis during the past week were C. H. Gieseke, Trenton, Ill.; J. H. Robben, Germantown, Ill.; John H. Greer, Ft. Worth, Tex.; Jacob Easton, Antlers, Okla.; H. E. Mitchell, Osceola, Ill.; G. Anderson, Taylorville, Ill.; N. S. Weiler, Cape Girardeau, Mo.; George N. Moore, Marion, Ill.; Mr. Gordon of the Gordon Jewelry Co., Shreveport, La.; W. W. McFadden, Paymyra, Mo.; Mr. White of the White Jewelry & Art Co., Litchfield, Ill.; Joel T. Parker, Murray, Ky.; A. M. Carter, Staunton, Ill.

Work has been begun on the new building of the St. Louis Clock & Silverware Co., 7th St., between Locust and St. Charles Sts. The building is to be five stories in height and the firm is to occupy the four upper floors. The first floor will be occupied by the S. Van Raalte Co., which now has stores on 6th St. and 7th Sts. These two stores will be consolidated in the new location. The building will be ready for occupancy about March 1. The St. Louis Clock & Silverware Co. is so overcrowded in its present location at 616 Locust St. that an additional floor has been taken for reserve stock.

The plate glass window of the Crown Remoh Jewelry Co., 507 N. Broadway, was smashed at 2.20 o'clock Thursday morning with a brick wrapped in cloth to muffle the sound. Policemen who heard the crash and ran toward the store saw the youth running away and pursued him to 3d and Locust Sts., where they captured him. When he was taken to the Central District station and searched, three rings of the value of $55 and some fragments of glass were found in his pockets. At first he said he was Charles Smith, of Warsaw, Wis., but later said his name was Charles Keller, and finally that it was Karl Bielefeldt. He admitted that he had been locked up at Davenport, Ia., and Iowa City, on the charge of vagrancy. He also said that two years ago he held up a saloon-keeper in Chicago and robbed him of $20, for which he served 7 months in the John Worthy School at Chicago, and that previous to that he and an Italian held up a man in Chicago and robbed him of $30. He is being held while the police are trying to find out more about his record. The window that he broke was worth $125.

Oklahoma City.

The jewelry service for the new $500,000 Skirvin Hotel, to be opened here for service this week, was furnished by the Dean Jewelry Co., this city.

The Governor of Oklahoma has granted requisition papers for the return of Buck Greenup, wanted in Muskogee, Okla., on a charge of stealing a $100 diamond ring at that place. He has been located in Grayson County, Tex.

A special meeting of the Oklahoma State Optometry Association was called for Oct. 2, during the State fair, for the purpose of passing on the changes in the constitution of the National association, which must be ratified by the State association. Changes in the State constitution were also considered. The annual convention will be held in January.

Bromberg & Gregory recently opened their handsome new store in Battle Creek, Mich. The new quarters of the establishment are handsomely fitted up and the firm has received many congratulations on its new home.

Los Angeles.

A. P. Wood, of Wood & Jones, E. Jefferson St., is still in Chicago, but is expected home in about a week.

H. L. Gruber, formerly salesman with the Adams & Abel Co., has opened a retail store at 250 S. Broadway.

A. S. Varian, of Brock & Feagan's silver department, is back from a two weeks' vacation spent at Catalina Island.

D. Van Wart, formerly of Evansville, Wis., has taken a position as watchmaker with George V. Lippold, 410 W. 7th St.

E. H. Adams, Coast representative of Reed & Barton, is spending some time here on a pleasure trip. His home is in San Francisco.

Joseph Lawton, of the diamond department of the Whitley Jewelry Co., has returned to the store after a vacation spent in the San Gabriel Canon.

D. Perl, traveling representative of J. Levinson, 808 Broadway Central building, has gone on a business trip to Bakersfield and other towns in the San Joaquin Valley.

J. Rosencranz, who formerly occupied the same office with D. Walkowisky, is now doing a diamond business on his own account in Room 306, Broadway Central Building.

C. C. Abel, of the Adams & Abel Co., who is now on a trip up the northern part of the coast, is sending in reports which indicate one of the most successful trips he has ever made.

The E. W. Reynolds Co. has just installed two new and very fine plate-glass cases, each containing 60 trays. New fixtures will soon be installed throughout the entire salesroom.

Montgomery Bros.' display during the Fashion Show was an especially brilliant one, being composed largely of diamonds, a single tray of which, arranged by Mr. Van Why, contained stones worth $60,000.

Ellis Zemansky was the victim of an automobile accident a few days ago, when another machine ran into his car. Mr. Zemansky was seriously injured and was taken to a hospital, but was later removed to his home. He is reported to be recovering.

J. Parker, Pasadena, who recently made an assignment to the Board of Trade, has made financial arrangements such as to enable him to start in business again. S. D. Henkin, also of Pasadena, is likewise reported to be making arrangements to continue in business.

Isidor Behrstock, Dave Zabriski, of the jewelry department of Meyer, Cahn & Talbott; Herbert Brown, of the material department, and Dr. Ennis, of the optical department of the same company, are all out on the road and report good business and indications of a good Fall trade.

Among the out-of-town jewelers who have been in this city recently are: C. P. Kryhl, Santa Ana; T. Roberts, Anaheim; G. Weber, Long Beach; R. H. Wilson, Ocean Park; F. M. Lee, Compton; A. J. Dutton, Downey; Wm. Manson, San Bernardino; Ira M. Stabler, Pomona; Benj. Burstein, Imperial.

One of the happy events socially among jewelers was the marriage on Thursday, Sept. 28, of H. B. Lewis, head of the jewelry department of the E. W. Reynolds Co., and Miss I. Z. Rendleman. The wedding was thought to be an especially happy one, and the couple are receiving the sincere congratulations of many friends. They have left the city for a short honeymoon journey.

During the recent Fashion Show, in which stores carrying many different lines of goods vied with one another in the lavish display of beautiful new goods, J. T. Harris, 761 S. Broadway, had in his windows a unique display of antique jewelry which attracted much attention. One piece of especial interest was an old imported bracelet of novel design and worth $300. As a result of his display, Mr. Harris sold a considerable amount of stock.

George V. Lippold, who was arrested on a warrant sworn out by E. M. Nutting, Houston, Tex., whom Lippold locked in his store while he went for an officer on account of Nutting's refusal to pay for work done on a watch by Lippold, was found guilty of a technical violation of the law in restraining the man. He was fined $15, but the fine was immediately suspended. With his consent the case against Nutting was then dropped by the prosecuting attorney.

Alterations are now in progress in the front of J. Wiesenberger's store, 453 S. Broadway. The doors have been set back into the store between 11 and 12 feet and large plate-glass windows are set diagonally on each side. With the addition of the four or five feet front at the side there will be space of about 16 feet on each side, and this will be doubled by means of upper and lower shelves. This arrangement is in line with the style of front adopted by S. B. Bailey in his new store on S. Broadway and by John Luckenbach in his new store on S. Spring St.

A dispatch from Santa Barbara to a Los Angeles paper says there was considerable excitement on State St. in that city a few days ago when H. D. Fredrick, a local jeweler, started in pursuit of S. E. Daley, shouting "Stop thief!" Soon a score of citizens joined the chase. Daley was finally run down by Fredrick in the rear of the Mascarel Hotel. Daley put up a fight, but several men went to the jeweler's assistance and he was overpowered and taken to jail. According to Fredrick, Daley entered his store with another young man, and while the jeweler was waiting on the second party, Daley seized a quantity of jewelry and ran out. His partner, Harold Bland, who was released from the County Jail the day previous, after serving a sentence for petty larceny, was arrested later.

John H. Voelker, who was sentenced in Lynn, Mass., to a year in the workhouse, is believed to be the same man who was arrested in October, 1910, for stealing two stick pins from the jewelry store of J. Demmer, Camden, N. H. Information received from the chief of police at that place states that Voelker pleaded guilty to the charge in October, 1910. Voelker also pleaded guilty in Salem of the recent theft of a diamond ring valued at $70 from the jewelry store of Edgar A. Doyle, and it was for this offense he was sentenced.

Kansas City.

Mr. Carpenter, of the Horton-Angell Co., was in Kansas City last week, on his way to California.

Leo Ludwig, of the Edwards & Sloane Jewelry Co., is down at Excelsior Springs, taking treatment for rheumatism.

A. C. Hann, jeweler, who has been at the hospital some time, is convalescing, after having undergone an operation.

The Meyer Jewelry Co. has just redecorated its place of business, 408 E. 12th St., and is fixed for the Fall rush of business.

J. R. Mercer has moved into his new store at 1014 Grand Ave. Mr. Mercer leaves for New York this week to buy stock for the new store.

Frank E. Woodington, a diamond and jewelry broker of Kansas City, with office in the Commerce building, has gone down to the Ozark country for a rest.

Chas. E. Manor has gone down to Chillicothe, Mo., to conduct an auction sale for R. R. Smithers & Co., who recently bought the T. L. Baskett stock and fixtures.

The Hassig Jewelry Co. is busy this week moving to its new location on the sixth floor of the building at 1013-15 Grand Ave., the same building in which the C. B. Norton Jewelry Co. is located.

George H. Edwards, president of the Edwards & Sloane Jewelry Co., and wife, have just returned from a week in Chicago, and while away they took an automobile trip from Peru, Ind., to Bloomington, Ill.

The following retailers have been calling on the trade during the past week: J. O. Stott, Paola, Kans.; Mr. Spencer, of the Spencer Drug Co., Lee's Summit, Mo.; A. G. Norris, Florence, Kans.; Emil Bichsel, Sedalia, Mo.; T. S. Terry, Nevada, Mo.; A. Y. Boswell, Tulsa, Okla.; Mr. Carlson, of Carlson Jewelry Co., Richmond, Mo.; F. W. Holmes, Sayre, Okla.; John Friggeri, Pittsburg, Kans.; W. M. Maughmer, Kearney, Mo.; Albert Zurcher, Marceline, Mo.; L. E. De Lanty, Parkville, Mo.; J. H. Whiteside, Liberty, Mo.; James Lear, Jr., Mound Valley, Kans.; G. P. Roberts, McCune, Kans.; Mr. Shepard, Marceline, Mo.; J. B. Hampton, Colby, Kans.; W. F. Kirkpatrick, St. Joseph, Mo.; H. H. Guber, Ottawa, Kans.; J. Q. A. Shelden ,Manhattan, Kans.; H. C. Butterfield, Hamburg, Ia., and D. G. Dennis, Spickard, Mo.

New Orleans, La.

L. Williams, of Theodore W. Foster & Bros. Co., was in the city last week.

Invitations have been issued for the wedding of Gabe Hausmann, of the firm of T. Hausmann & Sons, to Miss Hannah Bloch. The wedding will take place on Tuesday evening, Oct. 17, at the Athenacum.

A. W. Proudman, of the Chas. Parker Co.; Leroy A. Strasburger, of the Ziruth-Kaiser Co.; Ike L. Freed, with the Pioneer Suspender Co., and Mr. French, with J. B. Bowden & Co., were recent visitors in this city.

Indianapolis.

Mrs. Charles B. Dyer has gone to Boston for a visit with relatives.

Adolph Flax, of Adolph Flax & Sons, New York, was a visitor in the city last week.

A. P. Craft, of the A. P. Craft Co., has gone to Wisconsin, where he is spending a few days looking after mining interests.

A business trip to Veedersburg, Williamsport, Attica and Lafayette was made last week by C. W. Lauer, of Charles W. Lauer & Co.

G. A. Fogas and family are home from California, where they spent the Summer with Mrs. W. A. Cardwell, a sister of Mrs. Fogas.

Following a visit of several months in Germany Ferdinand L. Mayer and family are home. The family had a cottage in Germany for the Summer.

After a short visit in California, Lon R. Mauzy has returned home. Mrs. Mauzy, who was in California several months, accompanied her husband home.

The quarters at 503 I. O. O. F. building, formerly occupied by J. D. Culbertson, trade watchmaker, have recently been occupied by Charles P. Murphy, a retail jeweler.

Samuel Drodowitz has moved his store to 217 E. Washington St., where he has much larger quarters for his increasing business. He was formerly located at 259 E. Washington St.

The condition of I. Grohs, president of the I. Grohs Jewelry Co., is again serious. Mr. Grohs was injured July 13 and quite recently was able to be about on crutches. He is now confined to his bed again.

Among out-of-town jewelers in the city last week were: A. G. Craig, Bicknell; John W. Hudson, Fortville; F. Pennington, Knightstown; J. F. Kiser, Muncie; E. O. Collins, Franklin, and J. O. Lutz, Zionsville.

Emil Mantel has been elected a director in the German Guaranty & Trust Co., which has been organized by West Side business men. The company will begin business about Oct. 20 in a building under construction at Senate Ave. and Washington St.

The ninth trade-extension trip of the organization was made last Tuesday and Wednesday by the Indianapolis Trade Association, about 100 manufacturers, jobbers and wholesalers participating. Business men of Fort Wayne gave a banquet for the visitors Tuesday night. Retailers of 22 cities and towns were visited during the trip.

Eugene Coonse, arrested by the police on charges of loitering and vagrancy, has been bound over to the Grand Jury for larceny, following identification by Louis Feller, an E. Washington St. retail jeweler. Mr. Feller recognized Coonse as a man who entered his store recently and, while Mr. Feller's back was turned, "switched" an imitation diamond ring for a good one.

Maxwell C. Lang and Miss Margaret Thornton were married at the home of the bride's mother in Broadway on the evening of Sept. 28. A number of guests were present and the event was one of the most brilliant local social affairs of the early Fall. Directly after the ceremony Mr. and Mrs. Lang went to New York, where they will spend two weeks. Mr. Lang is a manufacturing jeweler, having been engaged in business here several years.

Detroit.

E. J. Berthet, 93 Griswold St., has purchased a new five-passenger automobile.

W. C. Noack, of Noack & Gorenflo, is spending several days in Chicago on business.

Arthur S. Grandy, jeweler and engraver, residing at 300 Willis Ave. E., was married last week to Miss Florence E. Lonsby, Detroit.

Barney Werbe, formerly in business at the corner of Wayne St. and Michigan Ave., has leased one of the stores at 99 Woodward Ave., where Fenwick's lunch was formerly located, and will open a jewelry store in a short time.

The referee in bankruptcy has completed his final statement in the case of Arch E. McIntosh, who left Detroit about two years ago. The statement will not be cheerful reading for McIntosh's creditors, who will receive little more than five cents on the dollar for their claims. There is now on hand $144.27, and a final meeting of the creditors is scheduled for Oct. 3 to dispose of this.

Charles Radeke, a jeweler residing at 353 Fisher Ave., died at his home Thursday after an illness of several months. Death was caused by tuberculosis. Mr. Radeke was a brother-in-law of Chief Clerk Gadd, of the city clerk's office, and was widely known among the jewelry fraternity. He was employed for 15 years by Wright, Kay & Co., and for the past 10 years by Burr, Patterson & Co., manufacturing jewelers. He was 40 years of age.

Creditors of Jaffee Bros. would like very much to locate these two men, who have been missing for two or three weeks. For some time the men were in partnership at 464 Hastings St., but recently one of the brothers withdrew and started another store a few doors away. Now they are both gone, and the stock of both stores is also missing. It has been learned that much of the heavy goods were sold about the city, but the lighter stock was taken by the men.

In addition to being one of the best known jewelers in Delray, Detroit western suburb, Imrie Bokor is also a chicken fancier. Recently the coop was entered several times during the night and several fine birds were stolen, so Bokor brought his knowledge of clocks and electricity into play to catch the thief. With some batteries he rigged up an alarm in his bedroom, running the wires to the coop. Presently the alarm sounded and Bokor rushed out armed with a small shotgun, and found one of his most respected neighbors in the coop. The man begged of Bokor not to shoot, and remained there until a policeman was called. The man is now serving time in the House of Correction.

A large number of out-of-town jewelers were in the city during the past week, most of them taking advantage of the State fair week to see the sights and stock up for Fall. Among those who called on local wholesalers were: George D. Hamilton, South Lyon; George H. Johnston, Northville; A. R. Garner, Fowlerville; R. J. Wright, Jackson; Frank Dyer, Cairo; J. L. P. Gentil, Monroe; Georgia Holland, Mt. Pleasant; Theodore Dahlman, Rochester; M. L. Green, Mt. Clemens; H. E. Meldrum, Inkster; J. L. Chapman, Ann Arbor; W. Snyder, New Lothrop; J. H. Shirk, Corunna; Eugene Wagner, Monroe; W. E. Skinner, Milford; G. B. Taylor, Pickford; William Gribben, Carsonville, and F. G. Marsh, Reading.

Omaha.

Albert Brodegaard is home on the sick list.

Albert Edholm has decided to add a fine stationery department to his stock. He will be ready for business about Nov. 1.

Mando Wolff has severed his connection with J. L. Jacobson, of this city, and gone to New York to work for Wendell & Co.

G. T. Whitney, who recently sold his business in Kansas City, has accepted a position as diamond buyer with the Reese Jewelry Co.

The jewelry store of Livingston Bros., at Yankton, S. Dak., was robbed last week. The burglar was scared away before he made a complete haul.

A. M. Akin, of the Edholm & Akin Co., Evanston, Wyo., is in the city visiting his parents. Edholm & Akin were in business in Omaha 25 years ago.

G. Kittendorf, who was in the jewelry business at Overton, Nev., was in Omaha last week purchasing stock for Mr. Okerstrom, Minden, Neb., where he is now employed.

E. E. Field, western representative; J. P. Byrne, Nebraska and South Dakota salesman, and Ferd Smith, all of the A. F. Smith Co., are home attending the Aksarben festivities.

The monthly meeting of the Omaha Jewelers' Club was held last Thursday at the Y. M. C. A. Cafe, but owing to the small attendance the election of new officers for the ensuing year was postponed until Thursday, Oct. 12, when a large attendance is expected.

Out-of-town jewelers in Omaha last week were: W. A. Watters, Irvin, Ia.; L. A. King, Winside, Ia.; L. J. Wendel, Ariston, Ia.; M. L. Hastings, Central City, Neb.; N. R. Neilson, Allen, Neb.; A. Friesen, Jansen, Neb.; Wm. Alden, Hyannis, Neb.; B. A. McElwain, Plattsmouth, Neb.; F. W. Axlund, Wakonda, S. Dak.; C. W. Sawyer, Silver City, Ia.

The Newark Art Foundry Co., 30 Frank St., Newark, N. J., of which Ernest Vatier is manager, is making 150 bas reliefs in bronze, of the late Charles Albert Coffin, after the portrait by William Henry Hering, the well known artist of New York. The same concern is also making a large bas relief of Cardinal Gibbons, the work of J. M. Miller, the sculptor.

Burglars forced an entrance into the jewelry store of E. Souder, Albany, N. Y., and escaped with a quantity of plated jewelry, leaving behind them a quantity of valuable articles. It is thought that the robbery was the work of amateur thieves.

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All answers to advertisements addressed care The Jewelers' Circular-Weekly, should be sent to the New York Office, unless the Chicago Office is specifically mentioned.

Situations Wanted.

MANAGER of watch department wants position; salary, $35 per week. Address Wm. Sauer, 2036 Flagler Pl., N. W., Washington, D. C.

WATCHMAKER AND JEWELER, German is open for position in or out of town. Address "Box 5853," care Jewelers' Circular-Weekly.

BY JAN. 1, A1 engraver and jeweler desires a change; southern location preferred. Address "A. B., 5792," care Jewelers' Circular-Weekly.

JEWELER wishes position at Masonic jewelry and badges, class pins; will go out of town. Joseph Caracciolo, 505 E. 118th St., New York.

JEWELER and stone setter, desires steady position with reliable firm; best of references. Address "C., 5818," care Jewelers' Circular-Weekly.

CLOCKMAKER and jewelry jobber, wants position, can assist on watches; A1 references. Address "Gap, 5795," care Jewelers' Circular-Weekly.

HUSTLER; salesman desires position with diamond house or general line; first class references. Address "B., 5613," care Jewelers' Circular-Weekly.

WATCHMAKER, jewelry repairer, first class salesman, wants position; northwestern United States preferred. M. W. Maloney, Box 382, Lancaster, Pa.

DESIGNER AND MODELER for sterling hollowware; first class man, original and practical, age 32. Address "N. H., 5727," care Jewelers' Circular-Weekly

FIRST CLASS OPTOMETRIST and salesman by Nov. 1, with a good, reliable firm; best references furnished. Address "C., 5782," care Jewelers' Circular-Weekly.

SALESMAN, 12 years' experience with jewelry and silver, wishes to make change; best references; age 29. Address "Box 5775," care Jewelers' Circular-Weekly.

SALESMAN, thoroughly experienced with retail trade, wishes to communicate with jobber or manufacturer Address "C., 5617," care Jewelers' Circular-Weekly.

POSITION WANTED with some reliable house to travel; either watches, diamonds, jewelry or silverware; best of references. Address Lock Box 675, Columbus, Ohio.

FIRST CLASS WATCHMAKER and engraver would like a permanent position by Nov. 1 with a first class house. Address "B., 5781," care Jewelers' Circular-Weekly.

DIAMOND SETTER, young man, wishes position; three years' experience as improver with reliable firm; salary moderate. Address Setter, 791 Broad St., Newark, N. J.

WANTED, sample line of gold filled jewelry for California, Oregon and Washington, to sell to retail jewelry trade. Address M. Lesser, 58 Moss St., San Francisco, Cal.

YOUNG MAN, experienced in taking care of orders and stock, wishes position with reliable house; best of references. Address "J., 5809," care Jewelers' Circular-Weekly.

A1 ENGRAVER wishes permanent position in store in New York City; prefers southern New York; at liberty Oct. 1. Address "G., 5796," care Jewelers' Circular-Weekly.

WANTED, by first class watchmaker, permanent position about Oct 10, 1911; state salary and particulars in first letter. Address "M. B., 5779," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER and optometrist would like a permanent position with a good firm; references furnished. Address "D., 5783," care Jewelers' Circular-Weekly.

WANTED, a position as assistant watchmaker; can do clock and jewelry repairing; have own tools; good references. Address "W., 5861," care Jewelers' Circular-Weekly.

POLISHER AND LAPPER desires steady position; can do coloring and English finishing; furnish best references. Address "P., 5851," care Jewelers' Circular-Weekly.

YOUNG MAN, son of respectable parents, age about 14 years, wishes to learn diamond setting with first class house. Address "Box 5377," care Jewelers' Circular-Weekly.

YOUNG MAN, 19, unquestionable references, knowledge of jewelry, desires connection with wholesale house; future. Address "Box 5552," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER, familiar with railroad inspection; age 27, temperate, own all up-to-date tools; good reference. Address "V., 5859," care Jewelers' Circular-Weekly.

HUSTLING YOUNG MAN, 20, with several years' experience, wishes position with wholesale jewelry or diamond house. Address "Box 5498," care Jewelers' Circular-Weekly.

WANTED, position with firm that will send on road in about a year, by a young man 20 years old with five years' experience. Address "Box 5529," care Jewelers' Circular Weekly.

FIRST CLASS ENGRAVER and window trimmer would like a permanent position with a first class firm; best of references furnished. Address "A., 5780," care Jewelers' Circular-Weekly.

SALESMAN, thoroughly experienced with the jobbers throughout the United States, desires a manufacturer's or a diamond line. Address "N., 5849," care Jewelers' Circular-Weekly

WANTED, steady position as jeweler and salesman with reliable firm; can give best of references as to character and honesty. Address "Box 5855," care Jewelers' Circular-Weekly.

EXPERT WATCHMAKER, jeweler and engraver wishes position with a first class store by Nov. 1; best tools, best of references. Address Alfred Napoleon, General Delivery, Jersey City, N. J.

FIRST CLASS ENGRAVER, also watchmaker and jeweler with A1 reference as to ability, etc., desires position with reliable house. Address "K. C., 5858," care Jewelers' Circular-Weekly.

COLORER AND PLATER, expert, all finishes; steady, sober; make solutions, can install plating plant and take charge; reference. Address Charles Feuer, 5 Budlow St., New York.

FIRST CLASS WATCHMAKER, fair jeweler and engraver, 25 years' experience; references exchanged; $25 per week. Address Watchmaker, care Hammond Jewelry Co., Hammond, La.

YOUNG LADY STENOGRAPHER, with experience, desires position in office of wholesale house; ambitious and willing; first class references. Marion Diana, 508 Dean St., Brooklyn, N. Y.

POSITION AS TRAVELER, to represent manufacturer or jobber; unlimited acquaintance; could cover any territory; best of reference. Address "O., 5848," care Jewelers' Circular-Weekly.

MAN OF EXPERIENCE now traveling in western states, would like position with manufacturer of high grade jewelry; open after Jan. 1, 1912. Address "C., 5701," care Jewelers' Circular-Weekly.

YOUNG MAN, nine years' experience, out of business two years, would like to connect with loose goods or mounted goods house; salary no object Address "G. M., 5771," care Jewelers' Circular-Weekly.

YOUNG MAN, 22, two years' office and road experience, desires position with diamond house where he can demonstrate his ambition and integrity. Address "H., 5769," care Jewelers' Circular-Weekly

YOUNG MAN, six years' experience as head of stock and order clerk, desires position as same with wholesale jewelry concern; salary $18 per week. Address "C., 5800," care Jewelers' Circular-Weekly.

WATCHMAKER, light manufacturing jeweler, stone setter, all around engraver, in or near New York City or south; prefer no watches, high wages. Address "F., 5560," care Jewelers' Circular-Weekly.

ENGRAVER, steady, wishes permanent position in the south preferred; thoroughly experienced on heraldic, monogram, inscription and cypher work, etc. Address "Q., 5843," care Jewelers' Circular-Weekly.

POSITION WANTED by young man as watchmaker and jeweler, do a little plain engraving; own good tools; can assist as salesman. Address Jeweler, Stag Hotel, 332 1-2 Central ave., Hot Springs, Ark.

WATCH AND CLOCK REPAIRER, some jewelry repairing and plain engraving; own tools; abstainer, educated; start in reasonable if permanent position. Address "L., 5847," care Jewelers' Circular-Weekly.

SITUATION WANTED by watchmaker of 20 years' experience on fine Swiss watches and railroad work, timing to seconds, with regulator in center. Address "B., 5817," care Jewelers' Circular-Weekly.

COMPETENT WATCHMAKER wishes position with a first class establishment in New York City; best tools and references; salary, $25 per week. Address "Competent, 5771," care Jewelers' Circular-Weekly.

HIGH GRADE WATCHMAKER, with 23 years' experience in repairing of fine and complicated watches, desires position; salary, $25 per week Address I. A. Rothstein, 1779 Fulton Ave., Bronx, New York City.

YOUNG MAN, 19 years of age, with three years experience in retail jewelry line, would like to make change to wholesale business; best references can be furnished. Address "G., 4945," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER, age 35, German, married, with good tools and references, many years' experience, speaks French, desires steady position in New York. Address "Box 5845," care Jewelers' Circular-Weekly.

TRAVELING SALESMAN, 10 years' experience, best trade south and middle west, desires position with manufacturer of high class line only, record open and clean. Address "Box 5626," care Jewelers' Circular-Weekly

YOUNG LADY, 12 years' experience, desires position with first class house; capable of taking full charge of diamonds, precious stones and jewelry stock; best of references. Address "H., 5805," care Jewelers' Circular-Weekly.

WATCHMAKER AND JEWELER, desires position about Nov. 1st; understands taking in and all repair work and giving estimates on same, also experienced in waiting on trade; references R. H. McKinzie, Elizabethtown, N. Y.

DIAMOND SALESMAN of 15 years' experience, wants position as traveler; established business from Chicago to San Francisco; large houses only apply; the best of reference. Address "E., 5687," care Jewelers' Circular-Weekly.

YOUNG MAN, 20, wishes position with jewelry house; has had six years' experience; can take charge of special order work and wait on counter. best of references furnished. Address "F. F. 5770," care Jewelers' Circular-Weekly

DESIGNER, A1 man on original designs of Masonic jewels and convention badges, fraternal and convention emblems, class pins, fobs and jewelry; best references furnished. Address "A., 5807," care Jewelers' Circular-Weekly.

YOUNG MAN, 25 years of age, wishes position as optician and jewelry salesman in the State of New Jersey; has had both wholesale and retail experience; will furnish best of references Address "H., 5772," care Jewelers' Circular-Weekly

WATCHMAKER, jeweler and optician, splendid salesman, 16 years' practical experience, will take charge of store, watch department or optical department; best references; west preferred. L. G. Bolt, 212 W. 15th St., New York

HIGH CLASS WATCHMAKER, with many years' experience in watch factories and stores, desires permanent position Oct. 1 or 15; wages, $25 per week; will do watchwork only. Address "Scandinavian, 5573," care Jewelers' Circular Weekly.

SITUATIONS WANTED—Continued.

TRAVELING MAN, wide experience, excellent talker, business getter, wishes to connect with house selling specialties in silver, brass or kindred novelties in and around New York. Address "Hustler, 5803," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER and salesman, good engraver and all-around man, desires to change; only first class store with good work desired; northwest; American, single; references. Address Jeweler, 923 Fullerton Ave., Chicago, Ill.

GRADUATE OPTOMETRIST, of Northern Illinois College of Ophthamology, of Chicago, also first class engraver, desires position about Oct. 15, age 29; southwest preferred; A1 reference. Address "B., 5567," care Jewelers' Circular Weekly

WANTED, by first or middle of November, a situation as watchmaker by young married man of 26, just finishing course in Bradley Institute, Peoria, Ill., Illinois or eastern Iowa or Missouri preferred. Address "Horology, 5207," care Jewelers' Circular Weekly

WATCHMAKER AND SALESMAN, American 29 years of age, capable, clean record, own tools, will accept position until Jan. 1st, when I expect everybody is congenial can come to a further understanding. Address "A. B. C., 5829," care Jewelers' Circular Weekly.

ENGRAVER, designer and salesman, general workman, quick, with manufacturing jewelry shop experience; desires permanent position with chance to learn watchmaking, strictly temperance, best of references. Address "S., 5840," care Jewelers' Circular-Weekly.

ENGRAVER, salesman, fast, experienced workman can do all cutting for first class house; capable salesman, can handle nice trade, can fill in as second watchmaker or jeweler, wants permanent place with good house; steady, reliable; fine references. Address "Engraver, 5736," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER desires position with reliable house by Oct 1; present position with railroad inspector as head watchmaker; good salesman, fair knowledge of optics, plain engraver, habits temperate, married, best of references. Address "A., 5565," care Jewelers' Circular-Weekly.

HIGH CLASS silverware salesman, with up-to-date ideas and a good following with the best trade in the middle west, employed at present by a representative manufacturer, will be open for a position with a manufacturer of sterling or plated hollowware or novelties; best of references. Address "Representative, 5717," care Jewelers' Circular-Weekly.

WATCHMAKER, New York State or Pennsylvania, American, age 37, 17 years' experience, accustomed to railroad and fine watch work, also inspections; accustomed to taking in and delivering work and taking full charge of repair department; now employed; only good houses considered; salary $25. Address "W., 5106," care Jewelers' Circular-Weekly.

FIRST CLASS manufacturing jeweler and diamond setter, who is A1 on the making of platinum pieces and setting of same, capable of running a shop or factory; thoroughly understands the jewelry business; best of references; only firms willing to pay $35 or $40 a week need answer. Address "F. E., 5831," care Jewelers' Circular-Weekly.

YOUNG HUSTLING SALESMAN, well known to entire southern trade including Texas and Arkansas, wants manufacturers 10 or 14 karat line on commission or salary and bonus for Jan. 1st; at present on fall trip but will be in New York about Nov. 1st for a few days, when an interview with those interested will be appreciated. Address "Box 5815," care Jewelers' Circular-Weekly.

DIAMOND SALESMAN, familiar in every detail with the mounted and loose diamond business, who commands a business extending from Buffalo to San Francisco, wants a position at once or Jan. 1st; my references are the best; wish to form permanent connection with high grade house only. Address "M., 5850," care Jewelers' Circular-Weekly.

FIRST CLASS ENGRAVER, 30 years' experience in Europe and this country, am 44 years old; can do high class monograms and inscriptions and heraldic engraving; I am also a first class designer, can cut for enamel chasing and modeling, am well posted on emblem work, can cut small dies for same; would like position with reliable firm who pays the highest wages only. Address "I., 5465," care Jewelers' Circular-Weekly

HIGH GRADE SALESMAN, 35, connected with house at present, desires to make change now or Jan. 1st, with some good reputable concern manufacturing sterling silver or silver plated flat or hollow ware; have an extensive and well established trade in New York City and State, Philadelphia, Baltimore and Washington, middle-west and part of south; either salary or commission will be considered. Address "F., 5801," care Jewelers' Circular-Weekly.

Side Lines.

SALESMEN WANTED to carry as a side line a fine line of Cloisonne hand painted enamel. Address stating territory covered and experience to "Enamel, 5660," care Jewelers' Circular-Weekly

HIGH GRADE SALESMAN, with well established New York office, open Jan. 1st for manufacturer's line of sterling flat or hollow ware, plated hollow ware or toilet ware; command an extensive trade among jobbers and department stores; commission basis only. Address "E., 5802," care Jewelers' Circular-Weekly.

Help Wanted.

FIRST CLASS stone setter wanted for general work. Wright, Kay & Co., Detroit, Mich.

WANTED, experienced watchmaker, engraver and optician. Address G. Holman, Casper, Wyoming.

WANTED, young man to do jewelry repairing and clock work. Address The Wilbur-Lanphear Co., Galesburg, Ill.

A FIRST CLASS engraver and jeweler; send samples and references. Fred E. Hull, Saranac Lake, N. Y.

ASSISTANT WATCHMAKER and jeweler; steady position; good references essential. E. Zantow, Stamford, Conn.

GOOD ALL AROUND JEWELER, plater and clock repairer; permanent position and good salary. N. M. Ruddy, New London, Conn.

STONE SETTERS; close set white and colored stones on fine sterling jewelry; steady positions. Fishel & Co., 126 W. 22d St., New York.

FIRST CLASS JEWELER and engraver wanted at once; send sample of engraving; give two references; good pay. R. Brandt, Athens, Ga.

JEWELER WANTED, who can do repair work, some new work and set stones; steady job. C. Van Schoor, 2041 45th St., W., Cleveland, Ohio.

FIRST CLASS WATCHMAKER and engraver by Oct 15th; steady position; send references with first letter. Otto Supe, Sault Sainte Marie, Mich.

WANTED, experienced engraver; good position for right man; send samples and give experience when applying. James K. Lemon & Son, Louisville, Ky.

EXPERIENCED WATCHMAKER and engraver; permanent position; state salary; send sample of engraving and reference. W. F. Sellers & Co., Altoona, Pa.

WATCHMAKER AND ENGRAVER, steady position; good salary to the right man. Apply at once to Leo Krauss, 45 N. Illinois St., Indianapolis, Ind.

WATCHMAKER and clock repairer to repair all classes of clocks, tubular, French, etc.; give references and all particulars. Jaccard Jewelry Co., Kansas City, Mo.

WANTED, a young lady or young man to take charge of ring department; must be thoroughly experienced. Apply, Fred. Kaufman & Co., 565 Broadway, New York.

WANTED, at once, watchmaker and jeweler willing to wait on trade when necessary; state age, experience and salary; must be honest. W. F. Stricker, Chester, S. C.

WANTED, man to work on jewelry repairing or watches and assist on clocks; give references, age and experience. Address "D., 5587," care Jewelers' Circular-Weekly.

WATCHMAKER to go south; first class workman; good and permanent position; bigb class city and store. Apply immediately, W. Green & Co., 81 Nassau St., New York.

WANTED, traveling salesman to sell semi-precious stones on commission or commission and salary; exclusively or as side line. Pacific Gem Co., 622 S. Broadway, Los Angeles, Cal.

WANTED, a watchmaker of good address and personality to also wait on trade in retail jewelry store; permanent position. Geo. J. Busch, 57 Springfield Ave., Newark, N. J.

WATCHMAKER WANTED who can do all kinds of watch work; one who can engrave preferred, but not necessary if a good watchmaker; good salary. W. N. Levy, Altoona, Pa.

WANTED for the south, a good engraver and assistant watchmaker; salary $20 to $25; steady position; samples of engraving required. Jonas Koch, 37 Maiden Lane, New York.

WANTED, a jeweler on repair work and stone setting; give age, references and state amount of salary expected in your first letter. Porter & Wiser Jewelry Co., Kansas City, Mo.

FIRST CLASS watchmaker and engraver; American, competent to wait on good trade; will pay good wages to right man. Address W. E. Church, 64 Ford St., Ogdensburg, N. Y.

WANTED, traveling salesman for general jewelry line, to sell $50,000 and upward; salary, $3,500 and commission; now or Jan. 1. Address "A., 5471," care Jewelers' Circular-Weekly.

WANTED, first class engraver and assistant watchmaker; send samples of engraving, state salary expected in first letter. Address Greenwald & Adams, 141 E. Congress St., Tucson, Ariz.

WATCHMAKER WANTED, good all around man, with store experience, able to do ordinary engraving; permanent position to right man; references. David Robertson, S. Framingham, Mass.

DIAMOND IMPORTERS and manufacturers want A1 man with established trade in middle and far west; exceptional opportunity. Address "Progressive, 5657," care Jewelers' Circular-Weekly.

WANTED, a competent watchmaker and engraver; short hours, good pay, permanent position; send specimens of engraving and reference. Address "G., 5269," care Jewelers' Circular-Weekly.

WANTED, EXPERT WATCHMAKER; salary based on ability; nationality no objection; watch work only; hours 8 to 6; $30 weekly to start, $40 if competent and in the $40 class. Hahn, Durango, Colo.

AT ONCE, watchmaker, engraver, stone setter; permanently located; salary $30 weekly; must be competent, sober and steady; enclose sample engraving with application. Crescent Jewelry Co., Helena, Ark.

ENAMELER on medals, jewels, emblem and class work; steady position throughout year to a first class, reliable man; stage age, experience and salary expected. Wendell & Co., 337 W. Madison St., Chicago, Ill.

WANTED, at once, first class watchmaker and engraver; permanent position; state salary wanted in first letter. Address "E., 5793," care Jewelers' Circular-Weekly.

WANTED, at once, good engraver and assistant watchmaker; salary, $20 to $25 per week; permanent position; send samples of engraving. S. Wolfram, Darlington, S. C.

WANTED, A1 watchmaker and engraver; first class establishment in Norfolk, Va.; don't answer unless you can turn out first class work and have best references. Address "P. O. Box 253," Norfolk, Va.

WANTED, WATCHMAKER experienced in railroad work; permanent position for competent and reliable man; give references and state wages expected in first letter. Bogle Bros., White River Junction, Vt.

MAN about 24 or 25 years, possessing knowledge of diamond mountings, as assistant foreman; New York uptown manufacturer; reply with full particulars. Address "Box 5842," care Jewelers' Circular-Weekly.

(*Special Notices continued on page 118*)

Special Notices.

(Continued from page 117.)

HELP WANTED—Continued.

AT ONCE, first class watchmaker; one who can also do engraving; must have thorough knowledge of watch repairing and fast; state wages wanted and full particulars in first letter. R. J. Atwell, Middletown, Conn.

YOUNG MAN wanted in office of jewelry manufacturer to select diamonds for mountings and match up colored stones; only experienced man need apply; give full particulars. Address "B., 5808," care Jewelers' Circular-Weekly.

EXPERIENCED OPTICIAN who can do edge grinding; would prefer man who can do engraving or some other work in the jewelry line; state salary expected; must have good reference. W. F. Sellers & Co., Altoona, Pa.

WANTED, two manufacturing jewelers and stone setters, clean rapid workman on special order work and repairing; $20 to $25, according to ability; permanent position; references in first letter. E. G. Gallant & Co., Wichita, Kans.

WANTED, jewelry repairer and stone setter, one who can assist on watch and clock work preferred; permanent position for competent and reliable man; give references and state wages expected in first letter. Bogle Bros., White River Junction, Vt

WANTED, engraver and general workman with selling ability, of good appearance and habits; state salary expected and references in first letter, also full information regarding ability. Address "C. M., 5814," care Jewelers' Circular-Weekly.

WANTED, a young man as jewelry repairer; must have at least three years' experience; good position and advancement assured. Apply in person or by letter Oct. 4th, 5th or 6th, 6 to 8 o'clock P. M., Room 58, Flanders Hotel, 47th St., New York.

PERMANENT POSITION for good jeweler, engraver and man who can do plain watch work; want young single man; send sample of engraving in first letter; salary, $20 per week. Address J. J. Palmer's Sons, 2704 Washington Ave., Newport News, Va.

YOUNG WATCHMAKER is offered rare opportunity to finish in escapement work, train work, jeweling, etc., under THE JEWELERS' CIRCULAR-WEEKLY writer and expert, T. J. Wilkinson; applicant must be steady and reliable. Address 2258 N. Front St., Philadelphia, Pa.

WANTED, at once, first class retail jewelry salesman; one preferred who can do jewelry work and engraving; must be of neat appearance and have the best of references; steady position to the right party; state salary in the first letter. Goldstein Jewelry Co., Peoria, Ill.

$37.50 PER WEEK for an experienced, capable manufacturing jeweler, diamond setter and engraver. Address "A., 5810," care Jewelers' Circular-Weekly.

WANTED, live, first class watchmaker to take charge of repair department in one of the finest retail stores in the south; prosperous city of 100,000; must be experienced in taking in work in first class store and of good appearance; send photograph and references. Arthur A. Everts Co., jewelers, Dallas, Texas.

WANTED, salesman in retail jewelry store; a good opening for an active, intelligent man, familiar with fine goods; give references from former employers. Rowe Bros. 27 E. Washington St., Chicago, Ill.

WANTED, ENGRAVER, one who can do ornamental engraving, chasing, dic and enamel cutting; only men with good recommendation need apply; steady position and good wages guaranteed to the right man; state wages and time you would be willing to start in your first letter. Address Carl Entenmann Jewelry Co., 217½ S. Spring St., Los Angeles, Cal.

SALESMAN; a one-third interest is offered for $10,000 by an established manufacturer making a complete line of 10 karat and 14 karat gold jewelry in New York market; a thorough, competent man can secure an excellent opportunity; will stand investigation; only qualified applicants will be considered. Address "J., 5833," care Jewelers' Circular-Weekly.

WANTED, a young, thoroughly reliable and experienced salesman of strong personality and resident of Chicago, to take charge of Chicago office and represent among jobbers only in the middle and northwest an established house manufacturing a high grade line of gold-filled chains; must be aggressive and a hustler, one who can command his trade and make good from the start; a good position is open to the right man; only those who can meet these requirements and can furnish credentials of the very highest character need apply; state fullest particulars, giving age, years of experience among jobbers, salary expected, references, etc., also when at liberty to fill engagement. Address "Box 5665," care Jewelers' Circular-Weekly.

Business Opportunities.

FOR SALE on account of sickness, jewelry store; invoice $1,800. Address John Hagen, 4707 State St., Chicago, Ill.

CASH PAID for surplus stocks of watches, diamonds and jewelry; money sent by return mail; best of references. Address Emil Noel, 541 E. 46th Pl., Chicago, Ill.

TO LET, part of engraver's office in Brooklyn to watchmaker; trade established; electric light, heat, telephone; will sell small safe, clock bench, stool. Whiteford, 419 Fulton St., Brooklyn, N. Y.

FOR SALE, an established jewelry store in an eastern city of 700 000 population; inventory, $1,500, will sell for $1,200; other interests reason for selling; answer quick. Address "X. Y. Z., 5791," care Jewelers' Circular-Weekly.

WILL BUY INTEREST or entire jewelry and optical or optical business; competent, experienced, all around man, correct habits, satisfactory references and $5,000 cash; southern States only. Address "Southland, 5723," care Jewelers' Circular-Weekly.

A BUSINESS to private trade with Maiden Lane office established over seven years is for sale; is paying over $1,500 per year; good will, interest and list of customers may be bought reasonably. Address "K., 5834," care Jewelers' Circular-Weekly.

ESTABLISHED WATCH, clock and jewelry repairing shop; showcase counter and safe; main street; good stand; reason for selling, going south; some stock; price $300. Address "Box 5816," care Jewelers' Circular-Weekly, or G. H. Edgar, 479½ Court St., Rochester, N. Y

FOR SALE, a complete manufacturing and repair jewelry shop; owing to death the widow must sell at once; good stock of tools, stones and material; population 125,000; fine opportunity for a good workman. Apply to Mrs. Frank Curtis, 709 Cedar St., Nashville, Tenn.

HIGH CASH PRICES paid for diamonds and watches; immediate returns made; bank references. Address M. Iralson, Masonic Temple, Chicago, Ill.

I PAY CASH for your surplus stock of diamonds, watches and jewelry; business confidential; National Bank references. H. Schwartz, 903 Heyworth Bldg., Chicago. Ill.

IS IT CASH you must have quick? $200,000 ready cash always on hand will buy your business at once. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

I PAY 20% MORE for your surplus stock of watches, diamonds and jewelry than any other cash buyer; national bank references. Emil Noel, 541 E. 46th Place, Chicago, Ill.

ARE YOU GOING OUT OF BUSINESS? We pay highest cash value for entire stock, or part of jewelry, diamonds and fixtures; communicate with us, it will be to your advantage; rating and references of the highest order. Van Praag & Co., 11 Lispenard St., New York, established 1889.

OWING TO RETIREMENT of partner an opportunity for a man with $10,000 to $15,000 to actively engage in well established manufacturing jewelry business in Southern California; this is a paying business and will stand fullest investigation; man with office experience preferred. Address "Box 5409," care Jewelers' Circular-Weekly.

DO YOU WISH TO RETIRE? We pay the most cash for entire or surplus stocks of jewelry; communications confidential. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

DIAMONDS at $33 per carat and up; specialists in diamond rings, lockets and cuff links; sent on memorandum to rated dealers; sold for cash only; try me and you will be surprised; cash paid for stocks. C. L. Daniels, Tiffin, Ohio.

A BARGAIN; am selling out at a big sacrifice, a recently acquired stock of a large retailer consisting of diamonds and gold jewelry on which you can save 30 to 40 per cent.; all or part Address Max Kleinman, 1367 Broadway, New York.

DO YOU WISH TO SELL part of your entire stock of diamonds, watches, jewelry, etc.? We purchase quickly and pay spot cash, no matter how large the quantity may be. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y

DIAMONDS at great bargains, $45 per carat and up; mounted rings and other diamond jewelry bought from private people sold at half the regular price; sent on memo. bill to rated dealers; sold for cash only. Dan Murray, 3 Maiden Lane, New York

For Sale.

EXTRA LARGE Seth Thomas street clock for sale cheap; perfect condition; settling up estate Address Mrs G. Brann, Hotel Ashton 93d St. and Madison Ave., New York

FOR SALE CHEAP, two floor cases 4½ x 12 x 4½ feet high, not including bases, sliding doors; write for description and price. The Gorham Co., Silversmiths Bldg., Chicago, Ill.

To Let.

PART OF OFFICE to rent. Room 74, [illegible] Maiden Lane, New York.

TO LET, share in a first class office, Room 16 Silversmiths Building, New York; gold jewelry to the jobbing trade preferred [illegible] & Co.

Wanted to Purchase

WANTED, at once, prices on used New Century engraving machine and type; must be in good order; will pay cash. E. J. Bunting, Blair, Nebr.

Wanted to Rent.

ROOM OR SPACE wanted by an engraver on Maiden Lane, New York. Address "G., 5804," care Jewelers' Circular-Weekly.

Lost.

STOLEN, WALTHAM OPEN FACE, 12 size, 21 jewel, bridge movement, No. 9,503,772, Crescent case; if offered for sale or repair notify "R H., 3149," care Jewelers' Circular-Weekly.

LOST, 12 size, open face, Vacheron & Constantin movement, No. 349,781, in 18K. sun ray case, National Watch Case Co., No. 73,101; liberal reward. "C. V., 3385," care Jewelers' Circular-Weekly

LOST OR STOLEN, open face gold repeater, 3316, made by A. Golay, Lersch & Fils; $50 reward for recovery. Address "X Y. Z., 5746," care Jewelers' Circular-Weekly, Heyworth Bldg., Chicago, Ill.

Miscellaneous.

PORTRAIT MINIATURES copied from any photo on watches, dials, brooches or lockets. Goldstein Engraving Co., 45 Maiden Lane, New York.

WANTED, engraving such as I can do from New England jewelers; can't leave home city; prompt service and my best work; write for terms; jewelers only who pay promptly; cash a vital necessity. Address "F., 5794," care Jewelers' Circular-Weekly.

SPECTACLE TROUBLES ELIMINATED; a new method to keep screws from working loose, yet be able to remove them easily; no riveting; sent postpaid for 50 cents. F. W. Wilkening, Columbia, Nebr.

EUGENE A. MILLER
General Engraver
106 Fulton St., Room 1311 NEW YORK
First-class work at reasonable prices
Telephone, 1404 John Established 9 years

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52 Nassau St., New York

GEMS AND PRECIOUS STONES

Their CHARACTERISTICS, LOCALITIES OF PRODUCTION, TESTS and some CURRENT LITERATURE

A new book on a new plan. Tabulated, concise, authoritative. A handy Manual for every Jeweler

CONTENTS

CHARACTERISTICS and LOCALITIES of PRECIOUS STONES
shows in tabulated form the Chemical Composition, Crystallography, Common Fracture, Lustre, Hardness, Color, etc.

TESTS FOR PRECIOUS STONES;
Describes testing implements, methods of testing, mineralogical characteristics, specific gravity, drochroism, tests, etc.

FAMOUS DIAMONDS OF THE WORLD
SOME FAMOUS DIAMONDS
BIRTH STONES OF VARIOUS NATIONS
GEMS FOR THE DAYS OF THE WEEK
POETRY OF GEMS
BIRTH STONES AND THEIR SIGNIFICANCE
SIGNIFICANCE OF SOME GEMS
BIRTHDAY FLOWERS
ZODIACAL SIGNS OF FLOWERS
WEDDING ANNIVERSARIES
FLOWERS OF THE MONTH
OFFICIAL FLOWERS OF THE UNITED STATES

FLEXIBLE COVER, POSTPAID, 50c.

Published by

THE JEWELERS' CIRCULAR PUBLISHING CO.

11 JOHN STREET, NEW YORK

"America's Leading Jewelry Auctioneer"

JAMES L. HAND,

14 Maiden Lane, New York

Just concluded one of the most successful Summer sales ever conducted in the United States, selling the magnificent stock of the Henricksen Jewelry Co., of Duluth, Minn., in ten weeks.

The Henricksen stock inventoried close to ($150,000) one hundred fifty thousand dollars, and their store was regarded as one of the finest in the northwest.

Read What Duluth Thinks of Hand!

To Whom It May Concern:

We wish to express our appreciation of the services rendered us by James L. Hand, who conducted our auction sale during July and August, 1911. We have been pleasantly surprised over our expectations to find in him the ability to handle the most exclusive and choicest goods to advantage, presenting them to our best customers in a manner most pleasing, leaving them satisfied, without forfeiting the prestige held by our house. Our sale has been most ably conducted and we cannot speak too highly of Mr. Hand's ability and personality, and the firm that secures his services is indeed fortunate.

THE HENRICKSEN JEWELRY CO.,
M. HENRICKSEN, President

Just another great Hand success, and more wonderful because it was conducted during the hottest weeks of Summer when few auctioneers would venture to attempt the sale of any jewelry stock.

At all of my sales I have associated with me one of the best trained jewelry auctioneers in this country, thus offering you a combination of talent which will surely obtain the desired results, and it costs no more for the services of two. If you value your reputation and want to be certain of a successful sale, write or wire "Hand." All correspondence confidential.



JAMES L. HAND.

The Duluth Herald, Sept. 9, '11, says:

NEW YORK MAN MAKES BIG SUCCESS IN DULUTH

James L. Hand, Jr., of New York City, who has been in Duluth for the past month conducting a sale of the jewelry stock for the Henricksen Jewelry Company, has completely changed the attitude of Duluth people toward auction sales.

Under Mr. Hand's able management the sale has been a great success. During the progress of the sale it has, at times, been a hard matter to get into the store, so great have been the crowds.

Before Mr Hand's coming Duluth people were inclined to look with suspicion on a jewelry sale conducted by auction. By his courteous, frank and obliging manner, combined with his honesty and fair dealing, this feeling has been changed entirely.



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From $3,000 to $20,000 per Week at Auction

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PATENT DEPARTMENT

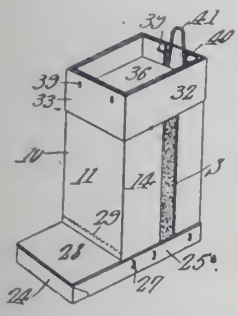
[IN WHICH IS CONTAINED A LIST OF THE LATEST PATENTS GRANTED BY THE UNITED STATES AND GREAT BRITAIN. THE UNITED STATES PATENTS THAT HAVE EXPIRED AND THE REGISTERED TRADE-MARKS.]

UNITED STATES PATENTS.

ISSUE OF SEPT. 26, 1911.

1,004,090. MATCH SAFE. Wm. N Sewell, Winchester, Ky. Filed Dec. 17, 1910. Serial 597,854.

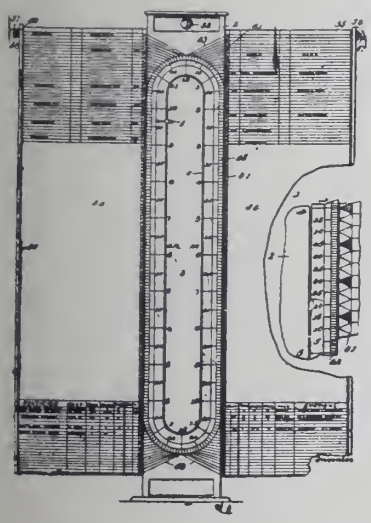
A match safe comprising an upright body composed of three panels and two flaps, the combined width of the latter being less than that of any panel so as to leave a space between their edges through which the scratching surface of the inclosed match box is exposed, the lower end of the front panel being cut away; a bottom secured



to and larger than the lower end of said body and its front end forming a tray communicating with said cut away portion, a band around the bottom secured to said flaps and spanning the lower end of the space between them; and a cover removably closing the upper end of said body and spanning the open upper end of the space between the adjacent edges of said flaps.

1,004,097. PROGRAMME CLOCK Augustus W. South, Clarinda, Ia., assignor to the A. W South Mfg. Co. Filed Oct. 12, 1910. Serial 586,659

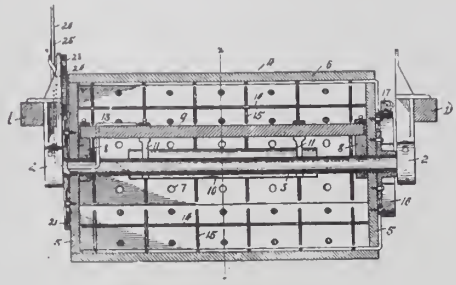
A clock having a dial provided with an endless



lot therein, the dial having graduations on its face adjacent to the slot, a pointer movable along said slot and over said graduations, and motor-actuated mechanism for moving the pointer continuously in one direction.

1,004,119. ELECTROPLATING APPARATUS. John Weber, Jr., and Obadiah Cope, Toledo, O. Filed April 27, 1911. Serial 623,777.

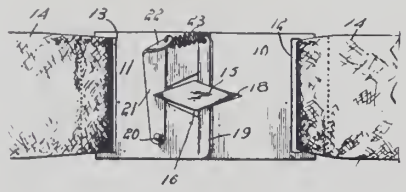
In an apparatus of the class described, a stationary shaft, a drum rotatably mounted on said shaft, arms rising from the shaft within the drum, a bar carried by and connecting said arms above the shaft, said bar being a nonconductor



for electricity, and an anode carried by said bar and comprising members which are disposed on opposite sides of the shaft in spaced relation thereto, and substantially inverted V-shaped arms which connect said members and co-operate with said bar to support the same.

1,004,223. BELT-BUCKLE. John W. Williams, San Jacinto, C. I. Filed Dec. 10, 1908. Serial 466,867. Renewed March 2, 1911. Serial 611,938.

A buckle of the class described comprising two plates adapted to be attached to a belt at the opposite ends thereof, one of said plates having a tongue spaced from its outer face and directed outwardly away from the plate at each end and



the other plate having an aperture engaging over the tongue, the portion of the plate which is in advance of the aperture being directed outwardly and co-operating with one terminal of the outwardly directed tongue and a lock lever swinging from the last mentioned plate and engaging beneath the other one of the outwardly directed terminals of the tongue.

1,004,231. PIN-GUARD. Arthur Thomas Ball, Mount Vernon, N. Y. Filed April 5, 1911. Serial 618,989.

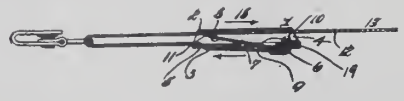
A pin-guard comprising two tubes, one fitting within the other, said inner tube having a longitudinally slot formed in one side thereof, a bowed



spring located within said slot, supported at each end by and between said tubes, the intermediate portion of said spring projecting into the bore of the inner tube, and means for holding said tubes against longitudinal separation

1,004,218. BUCKLE. Henry W. Falstrom, Newark, N. J. Filed Nov 28, 1910. Serial 594,437.

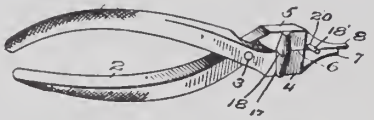
A buckle consisting of an upper and a lower plate, the lower plate being provided with an opening and a transverse slot adjacent thereto,



a wall connecting said plates, a clamping member carried by the lower plate and passing through said opening, the said clamping member being provided with an upturned end passing through said slot, the said upturned end of the clamping member being rearwardly directed to retain the same in place, said buckle having an open side, and a wing on the forward end of the clamping member adjacent said open side and inclined toward said open side

1,004,289. JEWELER'S PLIERS. Harry McKeon, Saybrook, Ill. Filed Nov. 2, 1910. Serial 590,403.

The pliers herein described, consisting of the pivoted handles, the jaws having the flat gripping



faces, the pair of lateral extensions having the gripping face in line with the gripping faces of the jaws, the forward tapered extensions on said jaws, and the lateral shaper extending from one of the jaws.

1,004,242. CLASP. George N. Nearing, New Britain, Conn., assignor to the North & Judd Mfg. Co., New Britain, Conn. Filed Dec. 17, 1910. Serial 597,927.

A clamp comprising a hook-shaped anchorage plate, two recesses in the top and bottom of said hook and opening into said hook, a loop member



formed of wire, the ends of the wire forming a bar to enter the hook terminating at points adjacent said recesses and being offset in opposite directions to enter said recesses.

Designs.

41,803. SPOON, FORK OR SIMILAR ARTICLE. Frederick E. Pretat, Waterbury,



Conn., assignor to the International Silver Co, Meriden, Conn. Filed Aug. 4, 1911. Serial 642,416. Term of patent 7 years.

41,804. SPOON, FORK OR SIMILAR ARTICLE. Gustave Strohhaker, Wallingford,



Conn, assignor to the International Silver Co., Meriden, Conn. Filed Aug. 4, 1911. Serial 642,415. Term of patent 7 years.

41,805. HANDLE FOR SPOONS, FORKS OR SIMILAR ARTICLES. Thomas Heath, At-



tleboro, Mass., assignor to Watson & Newell Co. Filed May 22, 1911. Serial 628,861. Term of patent 7 years.

41,806. CIGARETTE CASE Harold O. Bigney, Attleboro, Mass., assignor to Sidney O.



Bigney, Attleboro, Mass. Filed April 10, 1911. Serial 620,236. Term of patent 3½ years.

UNITED STATES TRADE-MARKS.

[The following trade-marks have been adjudged entitled to registration under the Act of Feb. 20, 1905, and are published in compliance with Section 6 of said act.]

TRADE-MARKS REGISTERED SEPT. 26, 1911.

83,552. BRACELETS AND LOCKETS. Bliss

OPERA and FIELD GLASSES
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Literature upon application

SUSSFELD, LORSCH & CO.

Importers and Manufacturers' Agents

90-94 Maiden Lane

PARIS NEW YORK BERLIN

Bros. Co., Attleboro, Mass
Filed June 8, 1911. Serial 50,898. Published July 18, 1911.

83,582. WATCH CASES AND WATCH MOVEMENTS. Illinois Watch Case Co., Elgin, Ill. Filed May 19, 1911. Serial 56,450. Published July 25, 1911.

83,621. FOUNTAIN-PENS AND THE PARTS THEREOF L. E. Waterman Co., New York. Filed June 14, 1911. Serial 57,035. Published July 25, 1911.

83,623. CLOCKS, WATCHES, CLOCKWORKS AND PARTS THEREOF. Vereingten Uhrenfabriken von Gebruder Junghans & Thomas Haller A-G., Schramberg, Germany. Filed Feb. 2, 1911 Serial 54,261. Published July 25, 1911.

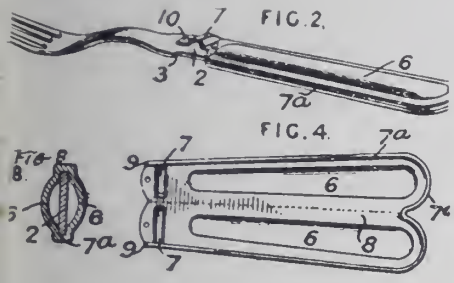
BRITISH PATENTS.

(Abridgments of Specifications, 1910, from *The Illustrated Official Journal.*)

ISSUE OF SEPT. 13, 1911.

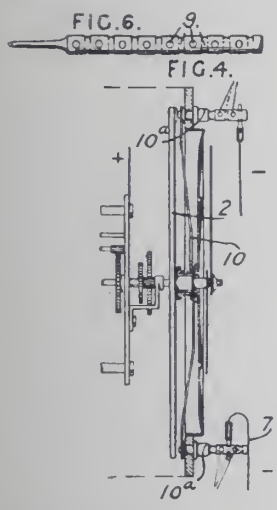
12,108. CUTLERY HANDLES. H. C. Hart, Unionville, Conn. May 17 (Convention date, May 25, 1909.) (Classes 30 and 83 [ii].)

A handle for table cutlery is made from a blank of the shape shown in Fig. 4, having flanges 7a along three sides, longitudinal embossed portions 6, and transverse embossed portions 7. The blank is bent along the medial line 8 about a former or other suitable tool, so as to provide a channel which forms a continuation of the channel formed by the abutting of the flanges 7a. The channels receive the tang 2 of the article, Fig. 2,



the ends 9 of the flanges 7a fitting against shoulders 3, and the handle is clamped in position by pressure. A rivet 10 may be used and the article is plated, the latter operation assisting in locking the parts together. The portions 6 produce gripping portion and form a hollow structure, and the portions 7, which provide the usual shoulders between the handle and the blade, etc., strengthens the handle. In a modification, the blank is provided with a forwardly extending portion which fits over the upper edge of the blade, etc., and against a shoulder thereon.

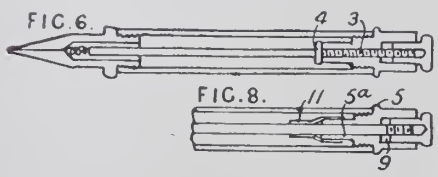
12,316. TIME ALARMS. W. Rausch, Dusseldorf, Germany. May 19. (Classes 38 [i], 38 [v], 40 [i], and 118 [ii].)



In electric time alarm systems, the clockwork contact arm or disk 2, Fig 1, is balanced with respect to its spindle, and is provided with contact projections 2a pressed out of its own material to engage the stationary time contacts or sockets 1. The various bell circuits 4 are connected to sockets 1b, and are further connectible by plug-cords 7 to any desired time-sockets 1. When several bell circuits are to be energized at the same hour, a plug of the form shown in Fig. 6 is first inserted

12,365. STYLOGRAPHIC PEN. W. G. Price, Liverpool. May 21. (Class 146 [iii].)

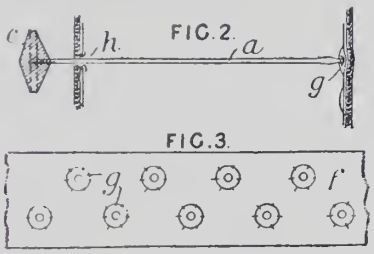
In order to clean the nozzle of the pen, the needle is mounted on the end of the rod which passes axially through the body of the pen and out at the other end, a button at the rear end being provided by which the rod may be reciprocated.



The reciprocation may be effected by a screw arrangement, as shown at 3, Fig. 6, in which case a nut 4 is provided to limit the rearward motion of the rod; or by a sliding movement as shown in Fig. 8, in which case there is a rubber connecting-piece 11 applied to the part 5a of the cap 5. The operating-button, attached to the rod by screwing or otherwise, slides with a nice fit in a cavity 9 in the cap 5.

12,479. HAT-PINS. G. Speer, Nesselgrund, Germany. May 23. Period of granting patent not yet expired. (Class 131.)

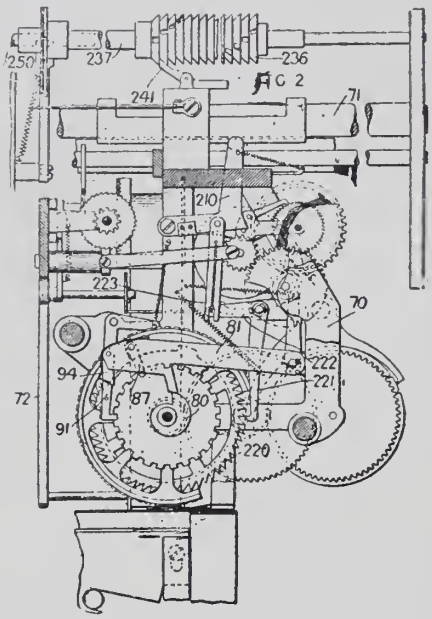
Relates to appliances secured to hats and provided with a series of means for gripping the point

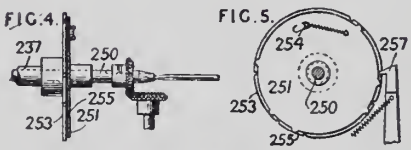


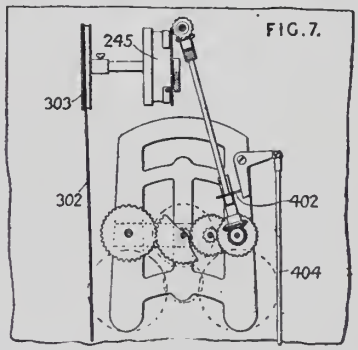
of an inserted hat-pin, and consists in a flexible ribbon *f* carrying press-button members *g*, and adapted for use in hats of different shapes. The head c of the pin is screwed on the shank *a* after the insertion thereof through the eyelet *h*.

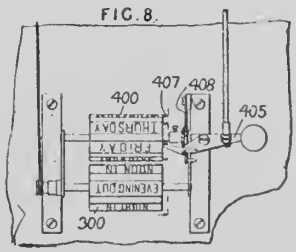
12,704. WORKMEN'S TIME RECORDERS. W. A. Wood, Montreal, Canada. Aug. 28, 1909. (Classes 106 [i] and 106 [iv].)

Relates to apparatus of the kind described in Specifications 19,741/09 and consists in improvements in the printing-carriage, the means whereby the clockwork causes the carriage to be fed intermittently, and the indicator for the days of the week and the column in which the impression is to be made. The printing-carriage 70 is hung from a fixed shaft 71, and carries a ribbon-carriage 72. The arrangement of the minute-wheel and hour-wheel and the transfer mechanism is substantially that set forth in Specification 4668/06. A snail-cam 80 attached to the minute-wheel reciprocates the spring-controlled lever 81, which, upon the downward movement, actuates the hour-wheel by means of an arm 87. A second arm 94 throws a locking-detent 91 out of action during the transfer-movement. The type-wheels are aligned by a star-wheel 220 and a pawl 221 having a wedge-shaped end forming integrally with one end of a bell-crank lever 222. The other end of the lever 222 is connected by a link 223 and a spring to the lever 210, which is raised when the workman punches his time. To prevent accidental movement of the carriage caused by vibration, the movement is controlled by mechanism similar to that set forth in Specification 4,668/06, but the shaft 237 is formed in two parts. One part 250 is driven and operates the part 257 which is hollow to receive the part 230. The part 250 carries a disk 251, Figs. 4 and 5, having a slot through which projects a pin 254 on a second disk 253 carried by the shaft 237. A spring connects the pin 254 to the disk 253, which has a notch for each movement of the carriage, the disk 251 having corresponding teeth. The notches are engaged by a detent 257, and the shaft 250 thus drives the disk 253 until the pawl 257 engages one of the notches. The disk 253 is then rotated until the tooth 255 following such notch displaces the pawl, whereupon the disk jumps forward. The feeding-disk 236, Fig 2, is thus stopped just before the notch therein is near enough to the dog 241 to allow the dog to engage the notch before









its time owing to vibration. The carriage-position indicators consist of an hexagonal roll 300, Fig. 8, indicating "morning in," "noon out," etc., and an heptagonal roll 400 indicating the days. The roll 300 is driven from one of the shafts of the carriage-operating mechanism by means of a belt 302 and sheave 303. The roll

THIS is one of a series of 27 advertisements that will appear in the popular journals of the country commencing with the September issues, with a total circulation of more than seven million copies.

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400 is driven from the clockwork by means of a cam 402 on the shaft of the carriage-operating mechanism, which actuates, through a bell-crank lever and link 404, a weighted lever 405. The lever 405 carries a spring pawl, which engages pins 407 on the roll 400 on its upward movement, and trips over them on its downward movement. A lever arm 408 engages a star-wheel mounted on the roll shaft 400, to lock the roll in position. To permit the carriage to be moved to print in a previous colum, the front end of the shaft 250 is pointed and bears against a pin having a head projecting through the front of the casing The pin may be pushed to move the carriage against the tension of the spring drum 245. Specifications 12,705/10 and 12,706/10 are also referred to.

Applications for British patents, Sept. 5-6.

19,705. SAFETY-PINS AND BROOCHES H. T. B Lambourne and G A. Wilder.

19,730. EARRINGS. A. Halliday.

19,862. BRACELETS. C. Peaff.

Complete specifications open to public inspection before acceptance
1911.

19,386. METHOD OF AND APPARATUS FOR MANUFACTURING ARTICLES OF JEWELRY Stein.

Satisfied Customers.

(*Continued from page 141.*)

People like to buy from a man who knows his business thoroughly, and this is especially true in regard to the jewelry trade.

"We distribute at certain intervals, neatly designed cards showing reproductions of the precious stones and some of the semi-precious ones, the name being printed under the illustration, which is numbered. On the back of the card interesting facts are printed about these stones. For instance, there is given the specific gravity, the location where they are found, their color, and so on.

"During the wedding season, when there is much activity in our stationery department, we have a book on our counter containing the different specimens of engraving and the conventional forms of wedding invitations, invitations to dinners, to "at home" parties, etc.

"All this requires, of course, a lot of extra work, but in order to be successful in any line a man is obliged to do a certain amount of work for nothing."

Notes for Exporters.

In a report to the Bureau of Manufactures regarding commerce of Ecuador, Consul General Herman R. Dietrich in Guayaquil, a table is submitted which shows that included in the imports into Ecuador during 1909 and 1910 was jewelry to the value of $21,695 in 1909 and $4,571 in 1910.

The Bureau of Manufactures is in receipt of a communication from a Russian business man stating that he would like to get in touch with American manufacturers of various articles. One article particularly mentioned was white metal spoons. Further information can be had by sending the file number, which is 7,371, to the Bureau of Manufactures.

A report from an American consular officer, published in the *Daily Consular and Trade Reports*, states that an inquiry has been received from a native of India for the names of American manufacturers of optical goods, thermometers, barometers, microscopes, telescopes, binoculars, field glasses, opera glasses, watches and jewelry. The inquirer is at present in England pursuing special studies with reference to the eye, and he expects to visit the United States about February next for the purpose of taking a special course in this line of study. Upon the completion of his studies he expects to return to India, where it is his intention to establish a wholesale business in the articles enumerated. With this object in view he desires to get in touch with American manufacturers of such goods. Further information may be obtained by communicating with the Bureau of Manufactures and giving the file number, which is 7,404.

San Diego, Cal.

A building permit has been issued for the new Federal building to be erected in this city and which is to cost $200,000. Work has been under way for some time on the excavation, and much of the material for the structure has been received.

Recent visitors to the local trade have included Harry E. Heacock, of the William Link Co.; J. W. Hagan, of A. J. Hedges & Co.; J. W. Davis, of the California Optical Co.; Mr. Hopkins, of the Shepard Mfg. Co.; Jos. Guntzberger, of I. Guntzberger & Son.

Miss Violet Jessop, daughter of Joseph Jessop, was married in the Christ Episcopal Church in Coronado Wednesday evening, Sept. 27, to Ascher E. Holloway. Miss Jessop is prominent socially and a member of the Zlac Rowing Club, one of the popular ladies' organizations of the city. The groom-elect is in business here.

The police are still at sea as to the thief who robbed David Weisenberger, pawnbroker and jeweler, 1326 F St., while he was out at lunch Sept. 28. Mr. Weisenberger is in the habit of locking up at noon and going to his meals, being absent about 30 minutes. When he returned at noon he found that his place had been visited and that about $4,000 worth of diamonds had been taken, two trays of set gems having been hurriedly emptied of their contents. How the thief obtained entry to the store, which he left locked as usual, is a mystery, but it is the belief of the police that the man was familiar with Weisenberger's custom of leaving the store without a caretaker during the meal hour, and that he operated with a key which had undoubtedly been tried on the lock at some time. A man has been found who states that he saw a well-dressed man leave the store and lock it at the time in question, but on seeing Weisenberger he declares he is not the man. From the meager description thus furnished the police have been working Some months ago a man gained entry to the Weisenberger place through a skylight, but fell and was caught by someone in the block. The burglar gave a plausible excuse about trying to fix the skylight and gave the man the slip. Nothing was taken at that time.

Martin S. West, Portland, Ore., has gone out of business.

Lancaster, Pa.

Oscar J. Bristow, Baltimore, Md., spent his vacation last week in Lancaster with relatives.

C. M. Fogg, of the Keystone Watch Case Co., Philadelphia, paid a visit last week to A. W. Moyer, manager of the Non-Retailing Co.

The Ezra F. Bowman Technical School had a handsome exhibit of engravings and jewelry work at the county fair, and it attracted a great deal of attention.

Frank Ziegler, a manufacturing jeweler, Stockton, Pa., who came to Lancaster a month ago with his bride to visit his parents, will leave in a few days for Stockton.

G. William Reisner, manufacturing jeweler, visited Philadelphia and Westchester last week. He has received an order for 40 class pins from the high school of Milton, Pa., class of '13.

Aaron Mentzer, Pittsburgh, Pa., is spending a week here with an uncle, having come to Lancaster previous to taking an ocean trip for the benefit of his health. He will go to New York and sail from there for England.

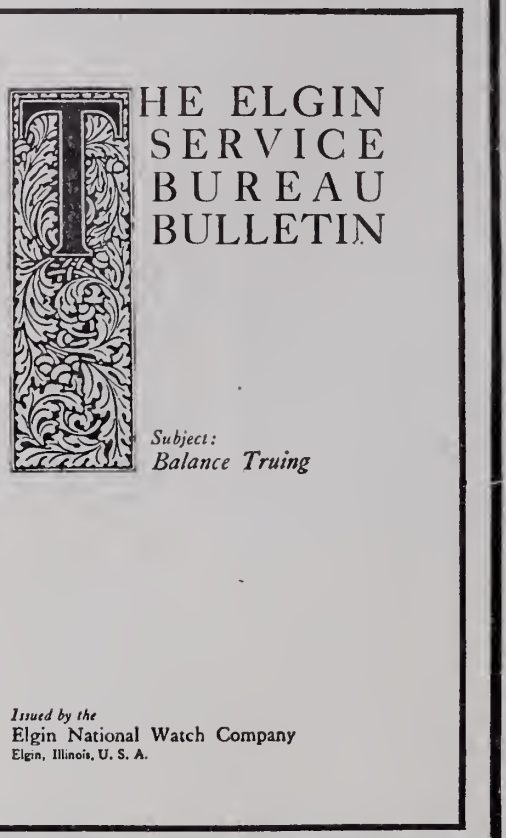
Recently two young men who were arrested on the charge of robbing S. E. Fegley & Bros.' jewelry store of a lot of jewelry, Sept. 22, were discharged, after Preston Moffitt, 22 years old, had been arrested while trying to sell some of the stolen property. He confessed and most of the stolen goods were recovered. Moffitt was committed for trial.

Among the jewelers who recently visited Lancaster were: N. W. Pinkerton, Manheim, Pa.; E. P. Zane, Christiana, Pa.; S. H. Miller, Mount Joy, Pa.; A. K. Brubaker, John Goll and Frederick Kaufhold, Columbia, Pa.; Robert Hudson, Helm, Pa.; J. H. Sensenig, New Holland, Pa.; Benjamin Smithers, Pittsburgh; D. G. Delaney, Baltimore, Md., and S. K. Barker, Cleveland, O.

A New Orleans paper of Sept. 21 contains a thrilling account of an attempted hold-up near that city the evening previous, the intended victim having been Thomas Patterson, a former watchmaker of Lancaster, now in business in the south. He was driving near the city when two footpads tried to hold him up, but being armed he used his weapon and is believed to have shot one of his assailants, both of whom escaped.

The only Lancaster jewelry firm having any kind of a display at Lancaster county's big agricultural fair here last week was Louis Weber & Son, who had a fine exhibit of silver. Henry E. Duttenhofer, with the Hamilton Watch Co.'s factory, will not forget this fair soon, as he was blackjacked and knocked down last Thursday, coming from the main gateway, by a constable, his only offense being his protest against the officer being rude to women and children. Mr. Duttenhofer had the fellow arrested for assault and battery, and his assailant is likely to lose his commission as constable.

R. E. Cowie has succeeded to the business of Thompson & Cowie, Portland, Ore. Robert Vater succeeded Charles Vater at Coudersport, Pa.



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IN this little book, told in the plain, simple language of the shop, is compressed the experience of a staff of experts, who solve *your* problems and simplify *your* daily tasks at every glance or turn of the page.

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.....1911

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THE HOROLOGICAL REVIEW

Calculating Sizes of Escape Wheels and Pallets.

Written expressly for The Jewelers' Circular-Weekly by T. J. Wilkinson.

(*Continued from issue of Sept.* 20.)

PART III.

IN Part II we established the following moduli as related to calculating the size of an escape wheel with ratchet teeth:

Modulus, radius, .866.
Modulus, real diameter, 1.732.
Modulus, measured diameter, 1.714.

The type of pallet we shall now discuss is the equidistant adapted to a ratchet-tooth wheel. This type of escapement is not the most satisfactory. It was selected because the calculations about to be explained have less confusing elements than pallets of circular type.

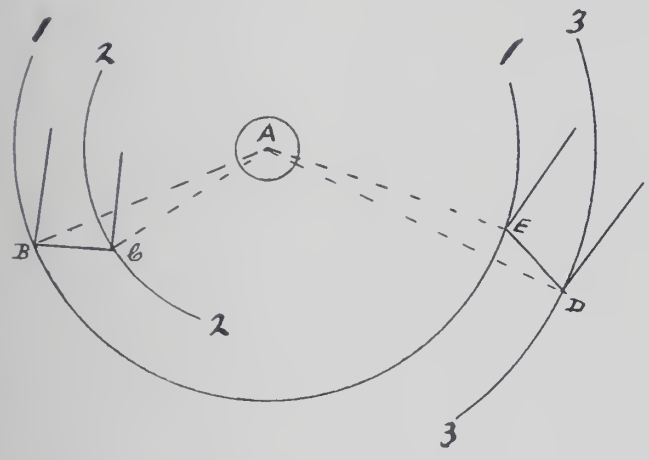


FIG. 14.

In Fig. 14 the equidistant type of pallet is illustrated. It will be noted that the locking corner B of the receiving pallet is at the same distance from the pallet center A as the locking corner E of the discharging pallet, the arc I, I, whose center is at A, represents the path which both the locking corners B and E will always travel. Therefore, if we establish the moduli for the radii B A, E A, we can, when given the distance of centers, use the moduli for calculating the length of B A and E A as adapted to the given distance of centers, as we shall now demonstrate.

Let A B be the line of centers (Fig. 15), and A the escape wheel center. On each side of A B lay off the 30-degree angles C A B, D A B. With A as center and .866 as radius, describe the arc K K where this arc is intersected by the line C A, draw P T tangent to the arc. In a similar manner draw N T tangent to the arc. Their meeting point T on the line A B is the location of the pallet center. The distance A to T we establish as unity, A to S and A to R being .866. The angle S A T is, we know, one of 30 degrees. By referring to a table of natural sines we find that the sine of an angle of 30 degrees is given as .5, when the radius A to T is unity. Consequently, we know the length of S T must be .50. In equidistant pallets the locking corners will be located at S and R. Hence, if we know the measure of S T and T R when the center distance A to I equals I, it establishes the moduli for the respective locking corners. We have determined under the conditions as given that the radii S T and T R equal .5 each; therefore, for equidistant pallets, if we know the measure of the center distance and multiply it by the modulus .5, we then know the distance of the locking corner from the center of the pallet staff. In Fig. 14, three arcs are shown, numbered respectively 1, 2, 3. Arc No. 1 touches both locking corners of the pallet jewels, A B and A E, being radii of this circle; arc No. 2 touches only the discharging corner of the receiving pallet, A C being its radius; arc No. 3 touches the discharging corner of the exit pallet jewel. A D is the radius of this arc.

On the basis that the center distance A to T equals I, we established the fact that S T and T R (Fig. 15) will then equal .5; therefore, if we determine to refer to Fig. 14, the length of A B, A C and A D, we will have the moduli whereby we can calculate the various radii for an equidistant pallet.

The next information we shall seek is the distance of each discharging corner from the pallet center. The length of the radii (Fig. 14) A B, A C, A D, varies with the width of the pallet jewel. As 10 degrees is the usual width of English pallet jewels associated with ratchet-teeth escape wheels, we shall use this width in our explanatory calculations.

The width of the pallet jewel is always measured from the center of the escape wheel, as at A in Fig. 15. If we wish to know the length of the radius A to C (Fig. 14), which represents the distance the discharging corner of the receiving pallet is from the pallet center A, we subtract from the modulus, representing the length of A B, the extent of the measure of 10 degrees on the circumference of the escape wheel circle, as related to a center distance of I. If we want the measure of the radius of A D (Fig. 14), or rather the modulus representing same, add to the modulus representing the length of A E (.50), the measure of 10 degrees, as illustrated by the amount enclosed on the arc K K (Fig. 15), by the lines D A, A V and C A O.

The foregoing represent the problems we shall next solve. To do so we must first calculate the size of one degree on the circle K K (Fig. 15). When the distance of centers is unity, the diameter of this circle equals 1.732. Observing the rule that the diameter multiplied by 3.1416 equals the circumference, and this divided by 360 gives the size of one degree on the circumference of that circle, which in this instance equals .0151 practically, to obtain the size of 10 degrees on this circle multiply .0151 by 10; result, .1511.

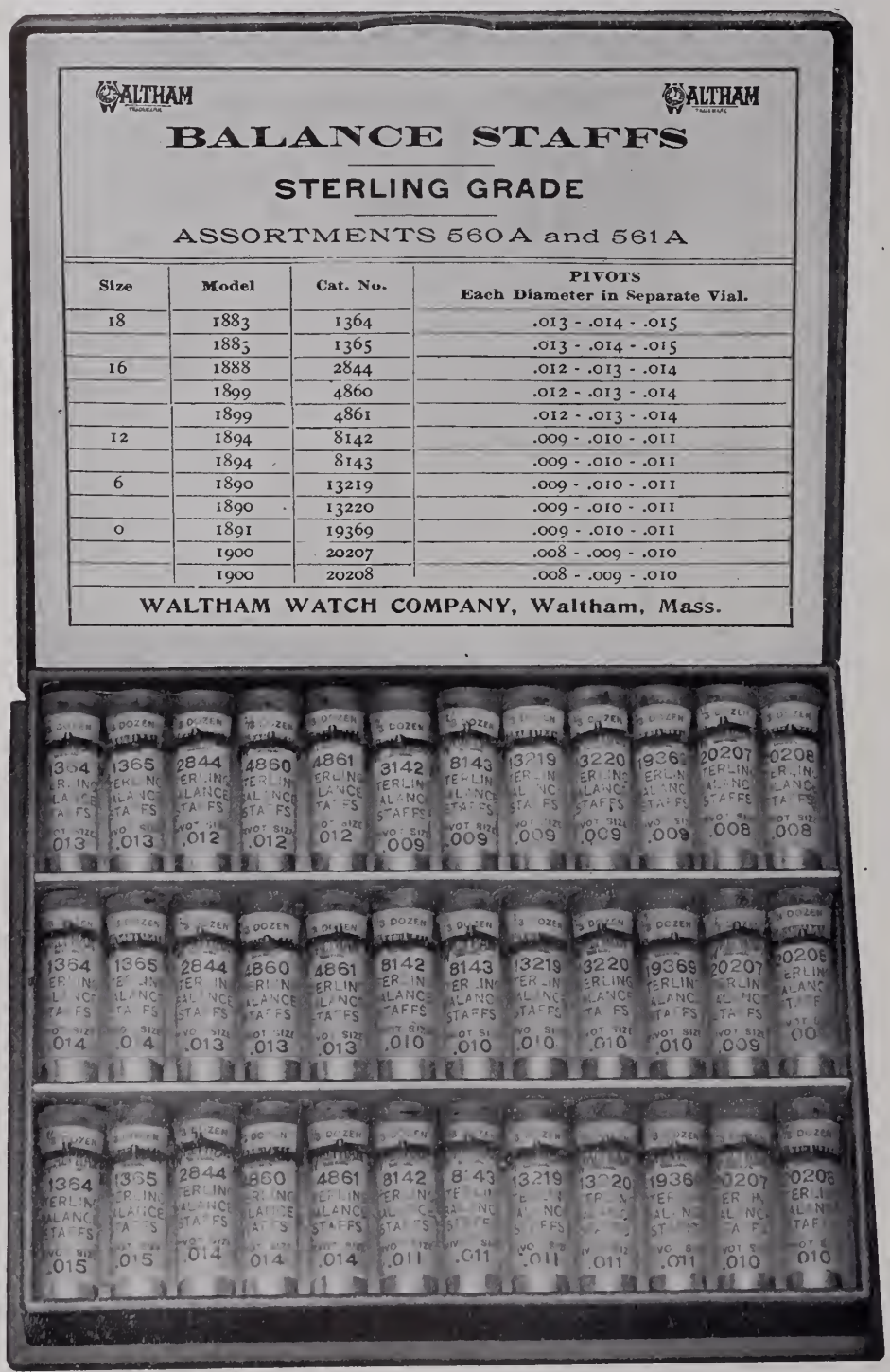
The modulus for 10 degrees of pallet width is .1510.

The modulus for the length of A B (Fig. 14) is .500; to calculate the modulus A C, we must subtract from the modulus representing A B, the modulus representing 10 degrees of pallet width as follows: .500 —.151=.349. The modulus representing

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560A	2	Gross,	3	Sizes	Pivots	for	each	of	12	Catalogue Numbers,	Sterling-Royal Grade	. . .	$20.00
561A	1	"	3	"	"	"	"	"	12	"	"	"	. . .	10.50
562A	1	"	3	"	"	"	"	"	12	"	"	Riverside	"	. . .	30.00

WALTHAM WATCH COMPANY, - - WALTHAM, MASS.

the length of A C (Fig. 14) is .349; for practical purposes we shall call it .350.

To calculate the modulus representing A to D (Fig. 14) we must add to the modulus representing A E (.500), the width of the pallets as follows: .500+.151 =.651.

We shall briefly condense the results of our calculations:

Equidistant pallets, width 10°.
Ratchet escape wheel, center distance 1.
Radius modulus escape wheel, .866.
Radius modulus pallet circle, No. 1, .500.
Radius modulus pallet circle No. 2, .350
Radius modulus, pallet circle, No. 3, .651.

As an example in the practical application of the various moduli let us assume we have a center distance of 5.2 millimeters, and want to calculate the size of a ratchet escape wheel with equidistant pallets, pallets being 10 degrees wide, which will adapt themselves to the center distance as given.

The modulus for the radius of the escape wheel is .866. Then 5.2×.866=4.50, which in millimeters is the radius of this type of escape wheel suited to this center distance.

The distances A to B, A to E, in all equidistant pallets are the same. Hence the modulus representing A B is the equivalent of the modulus of A E, the modulus for A B is .5 and the center distance 5.2; therefore, 5.2×.5=2.60 millimeters, the measure of from A to B and A to E.

It may be well to observe that in all equidistant escapements the distance from the locking corners of the pallets to the pallet center, viz.: A B and A E (Fig. 14), equals one-half the center distance, as the foregoing calculation shows. We shall now calculate the length of A C (Fig. 14). The center distance is 5.2 millimeters, the modulus is .350; accordingly, 5.2×.350= 1.82 millimeters.

To determine A to D (Fig. 14), the center distance is 5.2 millimeters, the modulus is .651, hence 5.2×.651=3.38.

Our calculations have now covered the following: center distance 5.2 millimeters, ratchet escape wheel, equidistant pallet width 10 degrees. Fig. 14 will explain the circle references.

Radius escape wheel, 4.5 millimeters.
Radius pallet circle, No. 1, 2.6 millimeters.
Radius pallet circle, No 2, 1.82 millimeters.
Radius pallet circle, No. 3, 3.38 millimeters

In like manner, given any other center distance, escapements of this type can be calculated. As can be seen by reference to Fig. 14, radius of pallet circle No. means the distance of the locking corners of each pallet from the pallet center A. Circle No. 2 means the distance of the discharging corner of the entering pallet from the pallet center at A; while circle No. 3 gives us the distance separating the pallet center from the discharging corner of the exit pallet.

Another example in the uses of establishing the center distance as unity and thereby obtaining the various moduli is shown by the following.

Assuming we desire to make an escapement draft, of the type we have been considering, with a distance of centers of 100 millimeters (10 cm.), using Fig. 15 to illustrate the lesson, A B is the line of centers, A the center of the escape wheel; the modulus for radius of ratchet escape wheel is .866, multiply .866 by 100, which gives 86.6 millimeters as the radius A S of the arc K K. The points of all teeth will touch this arc; on each side of A B draw the 30-degree angles C A B, D A B, the lines C A, D A intersect the arc K K at S and R, through the points S and R draw the lines P T, T N tangents to the arc where these tangent lines meet on A B, viz., at T, is the pallet center; from A to T measures 100 millimeters. Our next calculation is the width of the pallets, 10 degrees is the width generally employed, but for variety and purpose of instructing, seeing our former calculation was devoted to a pallet jewel width of 10 degrees, we shall in this instance assume a pallet index of 8 degrees, as the drawing, Fig. 15, shows; the width of each pallet jewel is measured from the center of the escape wheel, the angles C A O, D A V, respectively, enclose 8 degrees each on the arc K K.

The general rule for calculating the sine of one degree is to multiply the diameter by 3.1416 and divide product by 360; this is not necessary, as we establish the modulus .0151 as the size of one degree when the center distance is unity, hence modulus .0151 multiplied by 100 (the center distance) give the sine of one degree when the center distance is 100 millimeters: .0151×100.=1.51; again multiplying this by 8 gives 12.08 millimeters as the measure of 8 degrees on a circle, viz.., K K, when the radius is 86.6 millimeters.

For the benefit of the more studious, the following method of figuring the size of 8 degrees on a circle whose radius is 86.6 millimeters, is given.

A chord is a straight line connecting the extremities of an arc (see Fig. 16); assuming A B C is an angle of 8 degrees, then A B is an arc of 8 degrees, and the straight line connecting the extremities A and B of the arc is its chord. The chord is shorter than its arc, but when figuring small angles we may practically consider them the same. To find the length of the chord A B (Fig. 16), take the size of half the angle and multiply this size by two. For instance, the arc A B is 8 degrees, half this arc is 4 degrees, the sine of an angle of 4 degrees .06976, this multiplied by two gives .13952 as the length of chord of 8 degrees, when the radius A to C is 1.

As the radius we are figuring on is 86.6 millimeters, then .13952 multiplied by 86.6 gives 12.08 millimeters as the size of 8 degrees, hence, for small angles this method is practically correct.

We can use this information to advantage in laying out escape wheels, or in fact, apply it to dividing the circumference

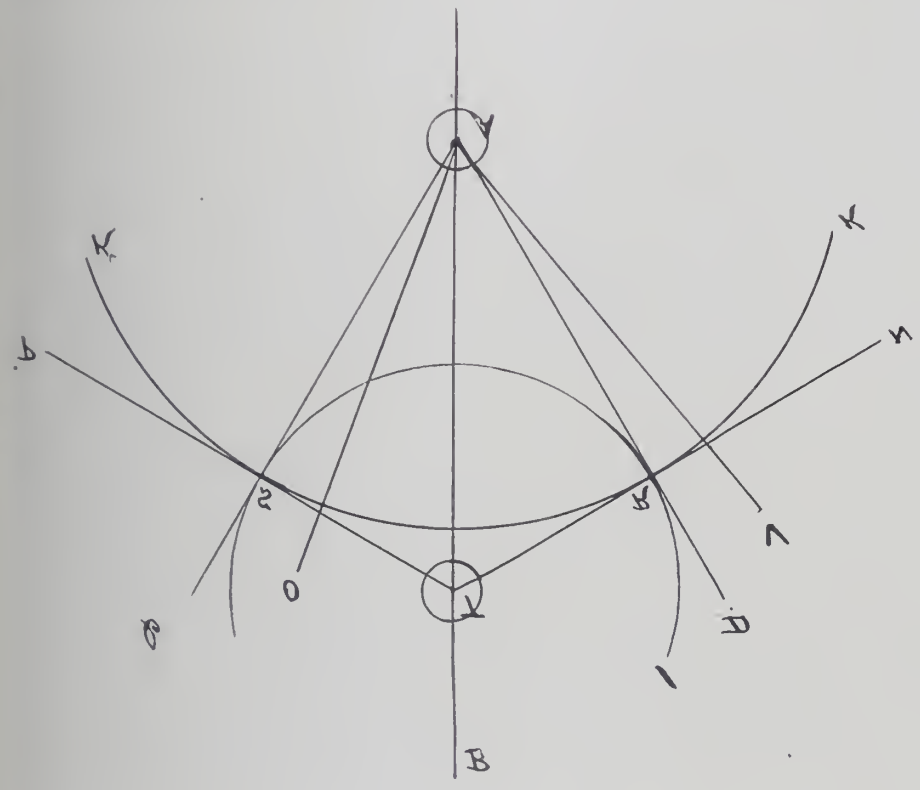


Fig. 15.

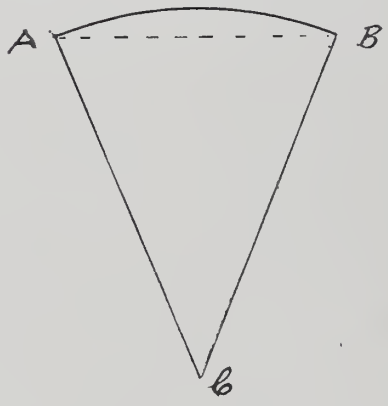


Fig. 16.

KEYSTONE
Solid Gold Watch Cases

SUPPOSE *you* were the customer—buying in good faith and relying on the dealer—

Which dealer would you sooner trust—the one who featured goods of known value—or one who tried to sell you an article that lacked established reputation?

The customer for watch cases is in exactly the same position. He buys on confidence. The Keystone is the one solid gold watch case he knows.

The Keystone Advertising exerts a national influence. Into every community it carries the message of *dependable* watch cases—and of the jewelers who feature them in their window displays.



TRADE-MARK IN BACK
Reg. U. S. Pat. Off.



GUARANTEE IN CAP



LOOK FOR THIS TAG

The Keystone Watch Case Co.

Established 1853

PHILADELPHIA

NEW YORK CHICAGO SAN FRANCISCO

of any circle into a number of equal parts.

Escape wheels have 15 teeth, these teeth are 24 degrees apart; by making use of the chord a drawing, etc., is quickly and accurately spaced.

Suppose we have an escape wheel with a diameter of 50 millimeters, and we wish to space off the 15 divisions. The teeth are 24 degrees apart, following the rule as given, one-half the arc equals 12 degrees, the sine of 12 degrees is .20791×2=.41582 as the length of a chord of 24 degrees, when the radius is 1, as the radius under consideration equals 25, then .41582×25= 10.39550, or practically 10.40 millimeters. Setting a pair of dividers to this measurement we can rapidly mark out the teeth.

(To be continued.)

"All Fool's Time."

TO put the clock wrong by Act of Parliament for the purpose of inducing people to get up earlier in the Summer seems to have been a sort of inspiration to William Willett. Some people do already get up early enough, both in Winter and Summer, but how putting the clock wrong was to have the desired effect on sluggards has never been satisfactorily explained.

It is not necessary to recapitulate the many objections to the idea. They have been recited in the *Jeweler and Metalworker* for Feb. 1, 1909, March 15, 1909, April 1, 1909, May 15, 1909, and June 1, 1911.

At first the proposal was to put forward the clock four times in the month of April and put it back again in September. This was afterwards altered on one alteration of an hour in each of the two months, as a concession to those who pointed out the difficulty of simultaneously interfering with the millions of timekeepers involved. Winston Churchill was reported as giving utterance to the following reassuring words: "An extra yawn some morning in April and an extra snooze some morning in September. Apart from that, the human race would be unconscious of the change." This is one of many startling but unconvincing statements. Among other remarkable assumptions is that by means of the proposed alteration of the clock "154 hours of daylight would be secured in effect for the whole people of these islands."

For two centuries efforts have been made to produce unerring timekeepers to measure subdivisions of the period which constitutes the mean solar day. The introduction of railways led to the general adoption of the Greenwich meridian as a datum throughout this country. Sixty years ago it was not at all uncommon for some of the public clocks in towns to the west of the metropolis to be furnished with two minute hands, one indicating local and the other Greenwich or "railway time." But the convenience of the Greenwich standard led to the abandonment of local time. Since then time standards based on Greenwich have been established throughout the world. Now, as a large majority of ships carry Greenwich time, efforts are being made to obtain the recognition of Greenwich time as the one standard time of the world, and it has remained for James Arthur, of New York, to devise a method of arranging timekeepers for the purpose.

In face of what has been accomplished so far in inducing other countries to facilitate international communications by the recognition of the Greenwich datum, is it conceivable that England should tamper with time measurers in order to create for six months in the year a new sort of time, with the hope of getting sluggards to rise earlier?

Some people describe the bill as an "Early Rising Bill," and Mr. Willett makes the astounding statement that "as the clock time of rising would not be altered, this description would be untrue." "We do not rise by the sun," he says, "but by the clock." According to this, the problem of getting a long night's sleep after staying up unusually late, it would be only necessary, before retiring, to put the clock back, say, four hours, and we could secure three hours' extra sleep and still rise one hour earlier than usual. And this really seems to be on a par with the rest of the logic on which the proposal is founded.

Beyond the inspiration to alter the clocks, no settled scheme seems to have been thought out. As fast as objections have been unfolded, a compromise has been effected by varying the original conception.

The necessity of altering all clocks and watches simultaneously never seems to have been grasped even yet. In place of the oblivion represented by Mr. Churchill's yawn and snooze, it is suggested that there should be special post marks to draw attention to the forthcoming change, and that the newspapers should also announce the period as it approached.

The foolish alterations of timekeepers, it is now proposed, should take place at 2 o'clock on Sunday mornings, but to save people from sitting up till 2 A. M. it is suggested that it would do if private timekeepers were altered the previous day. The confusion resulting from the license may be imagined. Even the date would be uncertain if a child were born or other event of importance occurred anywhere near midnight.

In his letter published in the *Jeweler and Metalworker* for Sept. 1, Mr. Willett remarks that "the time chosen for the alteration, namely, 2 o'clock in the morning, was selected because that is the most convenient hour for railway companies. There are few trains running at that time, and those individuals who forgot to alter their clocks would not suffer much inconvenience, the following day being Sunday." Well, I suppose Sunday engagements are not of much importance, but until I read Mr. Willett's letter I was under the impression that the following day would be Monday.

One of the most serious consequences of tampering with timekeepers adduced was the effect on international communications, but even this was not beyond the diplomatic cleverness of the promoters, who, while admitting that Greenwich time must remain for some purposes, decided that the new sort of time should be for insular use only. Every concession that has been made only goes to expose the foolishness and impracticability of the idea. Just imagine, for instance, a ship comes into dock to discharge and refit. Every minute is of value; messages, orders, explanations and inquiries are going to and fro continually. Do this by that time, get this ready at such an hour. What time is to be observed? The ship's time, which is Greenwich, or the other, the all-fools' time?

Mr. Willett gives a list of those who approve of the so-called "Daylight Saving Bill." It would be interesting to know what has induced them to express their approval; to know what has been placed before them beyond the abstract idea of benefiting sluggards. That they have taken the trouble to investigate the result of interfering with timekeepers I do not believe; if they have, I need not trouble to repudiate the descriptive designation which Mr. Willett has applied to them in my name, although he certainly had no warrant for doing so.

It must be realized that timekeepers are to be regarded and used as measures, marking the 24 hours of the day and their subdivisions. To interfere with a time record in order to get sluggards up would be not only futile, but would be as senseless as banging a straightedge on defective work to make it appear true, or altering a square, a spirit-level or a plumb-rule to suit the surface to which it was applied.

It does seem a pity that Mr. Willett, from kindness of heart, for he clearly has no axe to grind, should have expended so persistently his energy on a useless and mischievous project. If he will devote half as much time to insure the counting of the hours continuously from one to 24 instead of dividing them into two periods of 12 hours each, he will earn the lasting gratitude of thousands who are often perplexed or led into errors through the aggravating and unnecessary A. M. and P. M. Twenty years ago the much-needed reform was all but accomplished, and was only killed by the opposition of the late Lord Grimthorpe, who could not see his way clear for sounding the hours, although there is an old method which, by utilizing the Roman numerals, the desired result could be accomplished. It is described in detail in "Old Clocks and Watches."

Another way of benefiting the working classes, at all events those who are confined in factories and offices during the day, would be to discountenance the building in the suburbs of towns terrace houses with but a back yard within their boundary. Is it any wonder that, returning home to his rabbit-hutch, for it is little more, the workman should reject it for the public-house, the music-hall or whatever other late amusement is going?

And is it any wonder that his wife, confined to the said hutch all day, should encourage and accompany him? Give them a counter-attraction. Give them a garden. An idle man is a miserable man, and relaxation has been rightly termed a change of employment. There is not one man or one woman in 50 but would gladly turn to the health-giving delight of a garden. With the calls of a garden, their own little paradise, there would be no need to legislate for the reclamation of sluggards.

The Cochran Jewelry Co., Cochran, Wis., has moved to Three Buttes, Mont.

Not Thousands but Millions

of people visit moving picture shows.

Colored and attractive slides, showing action, advertising your store, supplied to Rockford dealers gratis.

Cuts, electrotypes for Fall advertising, slides, signs, etc., now ready.

Write for particulars.



Catching Trains an Easy Matter

When you Carry a ROCKFORD Watch

A **Rockford** watch is always dependable and can be relied upon for the most exacting service. There is a certain confidence placed in a watch and that confidence is fully realized in a **Rockford.**

When you buy a **Rockford** Watch you are getting a dependable life companion on a value received basis.

SOLD BY
U. R. WRIGHT
Jeweler and Optometrist

THE Rockford line of movements and complete watches is worth your consideration when contemplating Fall and holiday purchases.

Send for complete illustrated catalogue, or pocket price list.

Rockford watches are daily growing in popularity.

Let Rockfords help in boosting your watch sales this Fall.

ROCKFORD WATCH CO.
ROCKFORD, ILL.

IF IT'S A

ROY

TRADE MARK REGISTERED

IT'S STANDARD





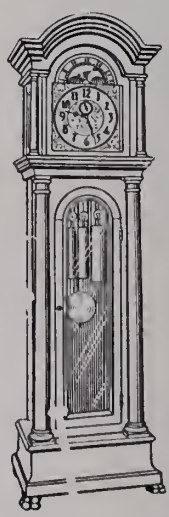
ROY
WATCH CASE COMPANY

ROY WATCH CASE CO.

21-23 Maiden Lane, New York
704 Market St., San Francisco

JULES JÜRGENSEN
Watches and Chronometers
PARIS—"THE GRAND PRIX"—1900

SOLE
RUDOLPH & SNEDEKER
65 Nassau St., New York
AGENTS



IT is as important to know who has made the tubular bells as it is to know who made the works of a clock.

Mr. R. H. Mayland, the celebrated bell specialist, makes exclusively for us, our bells. Each bell bears the patent stamp Dec. 4, 1900.

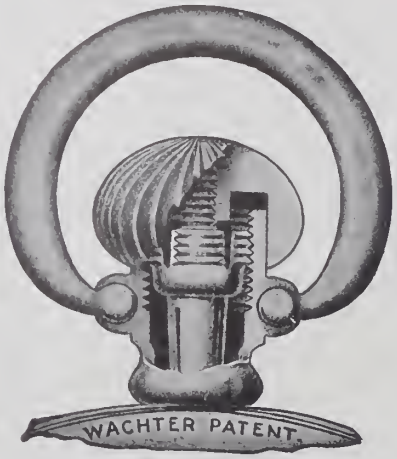
No tubular bells are imported, as the public is led to believe.

Things change. English clocks and fusée watches had once a reputation of superiority. Enterprise and improved machinery have enabled manufacturers of other countries to produce better goods and more variety.

BAWO & DOTTER, Limited
Manufacturers of Chiming Clocks
Established 1864
24 to 34 Barclay St., New York

SAFETY WATCH BOW







Buy Watches with the Wachter Safety Watch Bow

The Wachter Mfg. Co.

PATENTED: NO. 795665, JULY 25, 1905
NO. 38576, MAY 21, 1907
NO. 918809, MAR. 30, 1909

Should your Jobber not have them in stock, then write to us

Hartford, Connecticut

THE LADY RACINE



10 Line

Lady Racine watches have been on the American market for the past forty years and sold to the best trade throughout the country, and we have yet to hear of one jeweler who will say the Lady Racine is not a good watch and the best chatelaine watch made.

They come in both cylinders and levers. Do not be prejudiced against the cylinders, as they are entirely factory-made, very reliable, and guaranteed to give satisfaction.

Lady Racine Watches are made to run, keep time and last a lifetime. They come in 10 and 11 line Hunting and open face, with gun metal, silver, gold filled and solid gold cases of all styles. Finished material on hand.



11 Line

JULES RACINE & CO., Exclusive Importers

NEW YORK, 37 Maiden Lane CHICAGO, No. 31 No. State Street

WATCHES OF PRECISION



12 SIZE MOVEMENTS

Mathey Bros., Mathez & Co.

Manufacturers and Importers of

SUPERIOR, PLAIN AND COMPLICATED

WATCHES

Sole Agents for **CHAS. H. MEYLAN** Small Watches a Specialty

Brassus, Switzerland **15-19 Maiden Lane, New York**

WATCHES DEMAGNETIZED



12 SIZE SPLITS

PRACTICAL COURSE IN ADJUSTING

Published Price, $2.50. Special Reduced Price, $1.50, Postpaid

THE JEWELERS' CIRCULAR PUBLISHING COMPANY, 11 John Street, New York

A Safe, Profitable Investment

"New England"

LEVER WATCHES

(GUARANTEED)

Hale

12 Size 16 Size
Low-Priced Lever-Jeweled
for
Men or Boys



To Dealers . . $2.90 to $6.00
To Consumers . $2.50 to $5.00

Cavour

15 Ligne
New Jeweled Lever
Ideal Ladies' Watch
Belt or Chatelaine

Gold-Filled
Sterling



Gun Metal
Nickel

To Dealers . . $6.80 to $14.50
To Consumers $5.00 to $10.25

Alden

16 Size
Double-Roller Lever, 7 Jewels
High-Grade Man's Watch



To Dealers . . $6.00 to $14.50
To Consumers $5.00 to $11.00

Dealers' Prices Subject to Jewelers' Circular Key

All Prices to Dealers and to Consumers Vigorously Maintained

Best Christmas Sellers on the Market

50% Profit to You on Every Sale

We Offer You the Result of

Thirty-Two Years' Continuous, Successful Watch Manufacture

Each Year Marked by the Adoption of Timely Improvements in Methods and Construction

To Insure Prompt Delivery
Order Early
from
The New England Watch Company
Waterbury, Conn.
or

The Leading Jobbers

Pacific Coast Agents, B. W. FREER CO., San Francisco



STORE KEEPING DEPARTMENT

That this department shall prove mutually beneficial to our readers, it is desirable that the members of the trade geneally communicate with THE JEWELERS' CIRCULAR-WEEKLY regarding any advantagenous device or plan which they are utilizing in connection with their business.

Making the Most of the Show Window Space.

A Display of Trophies and One Suggestive of the Hunting Season.

An Attractive Collection of Trophies.

ONE of the handsomest collections of trophies that has been seen in St. Louis in a many days is now on exhibition in the windows of the Hess & Culbertson Jewelry Co., 7th and St. Charles Sts., and is attracting a great deal of attention and occasioning favorable comment.

The collection consists of 31 cups and three shields that are to be awarded to winners of the Y. M. C. A. 15-mile marathon, which is to be one of the interesting features of the fall festivities, to be held in St. Louis the first week in October. The trophies are the product of the Hess & Culbertson firm.

"Trophies of the Hunt" Displayed in the Show Window.

Shown below is a unique window display which attracted no little attention. It was made by E. C. Newcombe, a jeweler of Big Rapids, Mich.

Several large moose horns are shown and are used as a means of displaying watches, bracelets, chains and souvenir spoons. In the bottom of the window are arranged horns from elk, buffalo, deer, Rocky Mountain sheep, Texas steer and caribou, with a large assortment of promiscuous jewelry attractively displayed between them.



AN ATTRACTIVE DISPLAY OF TROPHIES.



JEWELRY DISPLAYED ON HORNS AND ANTLERS OF ELK, TEXAS STEER, BUFFALO, DEER, ETC.

Aviation in the Show Window.

A jeweler in the west, during a recent aviation meet, attracted a great deal of attention to his show windows by displaying photographs therein of the aviators and of their airships. Models of the modern aeroplanes were shown by another dealer.

This plan of showing pictures of current events is one which has been adopted by many firms with a great deal of success. Current events are of interest to nearly everyone, and those who do not attend the scenes depicted by the photographs will be especially interested. Even those who do attend will be glad to see the pictures and compare them with the real thing.

The football season just opening is another sport that offers opportunities to the enterprising jeweler to increase interest in his show window. Photographs of the muscular, brawny knights of the turf, bedecked in their warrior-like outfit, always holds the attention of the passerby.

The biggest men in the world to-day are salesmen. They may call themselves bankers, lawyers, engineers or ministers. As a matter of fact, they are all selling their own or someone else's services, and the man who is the best salesman gets the highest price.—*Edwin W. Moore in System.*

DOES THIS INTEREST YOU

[illegible] dozen 12 size Tavannes Movements
Also one dozen Tavannes Movements - 7 Jewels.
Send me the above order at once. Your 12 size Thin Model Cyma is a remarkable time-keeper. I have recommended it freely to my customers. It is the biggest seller I have in stock.
My previous order was received in good time, I would suggest that in the future you would

THE above recommendation of our latest Cyma Model is unsolicited and only one of many received from time to time.

If you are not familiar with the remarkable timekeeping qualities of the latest Tavannes Models you are doing yourself an injustice.

Our handsomely illustrated catalogue of 30 new styles may be had upon request. Send for it.

TAVANNES WATCH CO.
ADOLPHE SCHWOB, Sole Agent
2 & 4 Maiden Lane .·. New York





What Are the World's Best Advertising Brains Worth to You?

HOW would you like to have the advice and suggestions of a $50,000 advertising man in your local advertising and on your store policies, etc.?

Of what value would it be to you to know—

How to win new customers?
How to hold old customers?
How to overcome mail order and department store competition—in fact—
How to get the greatest amount of profit at the least expenditure of money?

The South Bend Watch Co. have had the greatest organization of advertising men in the world prepare a complete Fall and Holiday advertising campaign in book form, covering *all* lines of jewelry, expressly for our customers.

This campaign book will be a revelation to you. It shows you how to accomplish each and every one of the above things. It is adaptable to every town or city in any locality.

This mighty trade building service book is given free to all *South Bend Customers.*

If you are not one, now is your opportunity. Get into the South Bend fold today and receive free of all charge this great service book—its value to you is unlimited. If you haven't a price list, wire for one at our expense—every minute counts.

South Bend Watch Co.
Makers of High Grade Watches
Highest Quality Filled Cases
SOUTH BEND, INDIANA

This offer is open to legitimate retail jewelers only—they are the only ones we do business with.

More Talks by the Old Storekeeper.*

Written expressly for The Jewelers' Circular-Weekly by Frank Farrington.

(*Continued from issue of Sept.* 13.)

SECOND TALK.

Something About Clerks.

FOR several days after Mr. Jenkins' visit to Barlow's store he made it a point to drop in once or twice a day just to buy some little thing or other and get a line on how the new girl was getting on.

To tell the truth, he thought that she was too pretty and stylish to be a success in a store in a small town. In his mind he saw all sorts of unfortunate complications arising. He even told his wife that he never heard of a girl named Dolly amounting to anything as a worker and he didn't believe she would.

The first time or two that he went into the store Barlow was not there, and one or two of the boys, who should have been at work, were standing around Dolly Dingle jollying her. Tobias noted that the girl herself kept busy and seemed not to pay very much attention to the boys, but nevertheless it seemed that she was already a disturbing element. Then one day Mr. Jenkins went downtown on an errand for his wife, who wanted a piece of ribbon matched. He walked up to Miss Dingle's counter, which was, strange to say, deserted by the men clerks just then, and showed her his sample and told what he wanted.

Well, he had expected to be treated in a sort of semi-snappy manner and perhaps made to feel that he had no business buying ribbon and taking up her valuable time. He was very agreeably surprised by the manner in which the girl greeted him. She was pleasant without overdoing it, and she seemed to take a pleasure in making him feel at ease in buying goods that were a little out of a man's ordinary purchases—and she was not chewing gum! She took pains to show him all the different grades of goods and explain their differences, and evidently she did not know that she was waiting upon an old merchant. In a word, she did everything that a good clerk could do to please a customer.

Tobias went home with the ribbon and was so enthusiastic over "Barlow's Dolly Dingle," as he called her, that his wife took him to task for it and continued to tease him for days afterward.

On his next call at the store Barlow himself was visiting with the attractive saleslady, and when he saw Tobias coming in he looked up and turned just red enough so that the girl noticed it and elevated her head and turned her back to the men as she went about some work. "I want to write a letter, John. Can I use your desk a few minutes?" Mr. Jenkins asked as he walked toward the office. John assented cordially and followed along back and sat down in the old arm chair usually occupied by the old storekeeper. While the other wrote, Barlow lighted a cigar and puffed away in silence, turning the leaves of a trade journal slowly.

At last the letter was finished and sealed into an envelope and Tobias swung around and said, "How does the new clerk get on, John?" John looked at his friend rather curiously out of the corners of his eyes, but, seeing no disposition to joke, he answered, "Fine. I think she is all that was claimed of her. She knows her stock already and she sure is a wonder at showing goods."

"She waited on me a day or so ago," said Tobias, "and I guess you're right. If she treats everybody as well as she did me, she will make customers for you right along. I'll admit I was a little afraid she would be too much devoted to the ways of the city trade to be of great value here, where most of your trade is country people. She must be possessed of some tact. Tact is the one thing a good clerk has to have. Good salesmanship is the art of making pleased customers, and without tact it can't be done.

"If this girl fails to make money for you it will be your own fault. And the great danger is that she will be spoiled by the men around the store, and I don't except anybody when I say that. A mixed lot of clerks is all right, and if handled properly makes the best force; but if it isn't handled properly there will be too much lovey-dovey business, and the men will be hanging over the counters talking to the girls, and that will mean that the girls can't work if they want to and the men won't want to, and the customers will find it lonesome waiting until conversations about 'last night' are finished.

"The way to have your clerks right is to start them right. It's a good deal easier to lay down the rules and get them all clear in the clerk's mind right at first than it is to have to be correcting him every day afterward. And there are a good many things that you can tell him at first without hurting his feelings that maybe would seem pretty personal later when they apply to faults that he proves to possess.

"I believe it's a good plan for every storekeeper to work out a set of rules that he finds adapted to his store and keep them posted where all his employes will see them and read them. In this way he can keep before them some of the points that he hates to be calling attention to every day. A man doesn't like to nag his clerks any more than they like to be nagged, but when they persist in the same old faults week after week he can't let them go on without doing them and his business an injustice."

"That's so," assented Barlow. "Nagging certainly spoils the disposition of the nagger and the naggee. I've been there."

"The nagging isn't always done by the employer, either," continued Tobias. "Some clerks seem to take a delight in nagging their employers after a fashion. They don't do it perhaps in the way that nagging is ordinarily done, but they keep making the same mistake time after time, or they keep asking the same old questions about stock until the boss gets frazzled nerves answering them. Once ought to be enough for anybody to tell anybody else a simple fact. An ordinary intellect should grasp an ordinary order the first time it is told. The average clerk doesn't realize that he is owning up to a mental deficiency when he forgets and forgets and forgets until patience ceases to be a virtue.

"I've broken in a good many new clerks in my time and I've learned a thing or two in the meanwhile. A clerk is the same kind of a fellow his employer is, or was. Human nature doesn't vary a whole lot whether it's a clerk or an employer. I can remember all about it when I was a clerk, and I have seen a good many storekeepers who either never were clerks or else could not recall any of their experiences in that capacity. They seem to plumb forget all about how they were when they were working for a small salary.

"The Golden Rule is the only rule for any kind of business and for any part of the management of the business. When a man gets to where he can't treat his business associates in the way he'd like them to treat him, he'd better pull in his sign.

"I always knew what kind of things my clerks wanted to do to have a good time, and I could appreciate how they felt about such things, because I was always pretty fond of a good time myself. That made me willing to inconvenience myself sometimes to accommodate the boys, and that in turn made them always ready to accommodate me. I never had a clerk who would get sore at having to work overtime or at not getting out when he asked to go. In the first place, it seldom happened that I would have to refuse a man permission to get off. If I saw something coming that some of the boys would want to take in, I tried to arrange it to suit all hands as far as possible without waiting to be asked.

"The merchant who gives nothing more to clerks than they insist upon having will get out of them just about as much work as he insists upon their doing. Some men who go on the plan of 'nothing for nothing and darned little for a dollar' may be able to sell goods that way and hang on to some trade, but they won't very long hang on to any clerks that are any good and can get anything else to do.

"It's pretty hard for the boss to realize that a new clerk doesn't know anything about the business. A fellow comes into the store who seems to be a nice young chap and has an ordinary amount of intelligence, and the boss maybe has known him off and on for years. Well, this chap has never worked in a store before and doesn't even know how to make change and do it right. He begins at the wrong end and he does pretty nearly everything wrong end first.

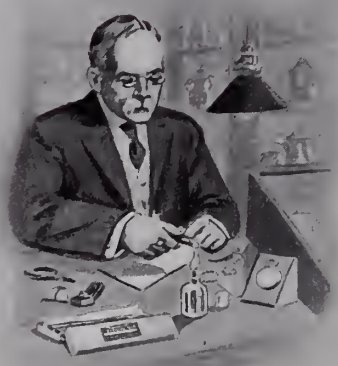
"It's aggravating, no doubt about it. Sales are lost and customers are disgruntled, and the cash is short and all sorts of accidents happen. If they all happened at once the boss would go crazy; but that's the compensating thing about life, anyway;

*Copyright, 1911, by Frank Farrington.

Users of Sealing Wax all Appreciate The Fine Quality of

Dennison's

TRADE MARK



WE Make Wax for every purpose and have studied to produce a wax fitted for a particular need.

Many years' experience in the manufacture and sale of Sealing Wax has enabled us to offer a product suited to the most discriminating user.

We pay Particular Attention to the COLOR, FLOW and ADHESIVENESS of our Sealing Wax.

Ask your Dealer or let us know your requirements and the nature of your business and we will Forward a Sample Stick on receipt of Four cents.

Apply to our Nearest Office







Dennison Manufacturing Company

THE TAG MAKERS

BOSTON
26 Franklin Street

NEW YORK
15 John Street and 15 West 27th Street

PHILADELPHIA
1007 Chestnut Street

CHICAGO
62 East Randolph Street

ST. LOUIS
413 North Fourth Street

OFFICES IN OTHER LEADING CITIES

Storekeeping Department.

troubles come only a day at a time, and that's plenty as a rule.

"The new clerk is trying his best; and it's like the legend in the western 'garden,' which reads: 'Don't shoot the pianist; he's doing his best.' The right kind of a boss remembers that he was once a greenhorn himself, and he thinks of a time when he didn't know a sales slip from a government bond. He exercises patience and the clerk comes out all right. After all, patience is all that is necessary with green clerks. They will learn fast enough if they have a chance. They don't like it any better than the boss does to have customers come in and make fools of them.

"Why, a clerk I once had made a mistake that he didn't get over blushing about for a week. A woman came in and asked for a pad. They wore hip pads a good deal in those days—maybe they do yet, for all I know—and John thought of those first. He got some out and laid them down before the customer, and she very coldly informed him that she wished a writing tablet, not one of those 'trumpery things'—I believe that's what she called them."

Barlow laughed at little over this and added that it reminded him of the man who came into Morrison's drug store a few days before and wanted to get a medicine dropper.

"He was an intelligent-looking chap," said Barlow, "but he was as ignorant as your clerk. He asked for a 'drooper.'"

"Yes," said Tobias, "the clerks aren't always to blame for the mistakes that are made. When you notice the way that people ask for things and the way they mix up the names of goods, it's remarkable there aren't more mistakes made.

"I always used to tell my clerks to be patient with customers who asked for things they'd never heard of. Never give up, I'd tell them, until you have found out what the customer really wants. Don't turn anyone off with a careless 'We haven't got it' just because you don't know what they're driving at.

"When one clerk didn't know what the customer meant I'd have him say, 'I'm not sure whether we have that or not; I'll see.' Then he'd come and tell me or a more experienced clerk that he couldn't make out what his customer wanted, and that clerk would come along and say, 'Is anyone waiting upon you? Yes; what was it you wanted?' etc. It's easy enough to give the other clerks a chance, and two heads are better than one any old day. And no clerk has any business to laugh at the mistakes of the customers.

"The Irish woman who came into Morrison's one day when I was there and asked for a comb had just as good money as anyone. 'Give me a comb,' said she. 'Do you want a fine tooth comb?' asked Charley. 'No, I want it for me hair,' said she. Charley never turned a hair, but handed out what she wanted and laughed afterward.

"I used to have a little scheme that helped to make good clerks, and it pleased the clerks, too. I never raised a clerk's pay until he had been in the store a year. At the end of the year I got up a little examination for him to try. It was a number of questions about handling customers and about all the kinds of work he had to do. The questions were laid out with a view to covering the weak points that he showed.

"I told him that with a year of experience he ought to be worth more money than he was at first, and that I was willing to give him more if he was worth it. I told him, too, that of course I had my own opinion in the matter, but that I wanted him to try my little examination and if everything was satisfactory he would get a raise. Of course, if he was a poor clerk and wasn't worth a raise I let him go without any furtner fuss, because a clerk who hasn't improved enough in a year to be worth a raise isn't a very valuable man.

"I never did believe in making a clerk ask for every raise he got, and then giving it to him only when he threatened to leave if I didn't. A raise in pay is appreciated more when it comes without being demanded, and if a man only gives a raise when it is demanded his clerks are likely to get an idea that asking for it is what gets it and they will all be asking every pay day.

"Another thing I've found true about my help, and that is that while there may be an apparent limit to what I could afford to pay a man, there never was any actual limit. I never had a clerk, no matter what I paid him, to whom I wouldn't pay more if he could keep making himself worth more money. The clerk who gets to be 'high man' may think he has reached the limit of salary in his present position, but let him show that he can increase his money-making power and he can get a raise in salary.

"Talking about green clerks, and by that I mean clerks that haven't ever clerked it anywhere, I'm on their side. For quite a while they're like fish out of water. Even the fellow who is just a natural-born salesman takes some time to get his bearing and feel at home in a store. It looks easy to go behind a counter and hand out the goods and put the money in the cash register, but I tell you many a fellow has found that he couldn't do it right, even after he had been shown how. It's more than one of these simple stunts that are easy for anyone after they are explained.

"You've got a pretty good force here now, John, haven't you? Who's that good-looking fellow who seems to hang around Dolly Dingle a good deal? I notice they always go to dinner at the same time."

"Oh, that's Jerry Barnard. You know Jerry. Miss Dingle won't find him very entertaining."

Tobias said nothing at this, but it is safe to say that he made a mental reservation. Barlow was a little conceited when it came to the girl question, and he evidently thought he was the only one in the store who could suitably entertain Dolly Dingle.

What Dolly's thoughts in the matter were is not to be found out easily, for girls have a way of keeping certain thoughts to themselves in spite of their general reputation for never keeping a secret.

Tobias noticed that Barlow followed him as far as the ribbon counter, where he stopped with the pretty salesgirl and apparently took up his conversation right where he had left off to go back to the office with his visitor. This little incident had a tendency to make the old storekeeper feel that perhaps his visit had been an interruption, and he thought it very likely that he might not come in again for some time.

(To be continued.)

The Choice of a Location.

(From *System*, Magazine of Business.)

WHEN I was a young man I started a little retail store in a town 20 miles from the farm where I was reared. I had saved a thousand dollars, and by the death of an uncle I got two thousand more. But I soon found this capital insufficient, so I went to the city to ask credit of a leading dry goods house.

The credit man asked me questions so fast that he made my head swim. But he did not really warm up until he was through with my pedigree.

"What kind of store quarters have you got?" he inquired.

"Fine little store," I answered. "The best I could get for the money. Of course, I had to look for low rent."

"H-m!" said he. "How many blocks are you from the main business street?"

"About four," said I.

He handed me a pencil and pad and asked me to draw a diagram of the business streets of the town, showing the location of my store. Then, to my surprise, he took the pencil and filled in the locations of the big successful stores. He knew where they were quite as well as I.

"Now," he said, "you see plainly enough that you are just four blocks off the road to success. Every store that has made a real hit in your town has been on the main street. Isn't that so?"

My heart sank as I realized that he was right. But before I could answer he demanded suddenly:

"How many concerns have started in the quarters where your store is located."

"I—I don't just remember," I stammered.

"Half a dozen, anyway," he went on; "and they've all failed or quit—eh?"

"I suppose they have," said I.

"Then, what did you go there for?" he asked. "Did you have some definite or novel plan of campaign—something these other fellows didn't have?"

"No," I admitted, dismayed and angry. "I went there because I couldn't pay the high rents. But see here, sir! I've answered questions enough. If you don't want to sell me goods, you needn't. Some day you'll be after my trade!"

I was stalking out, when he called me back. "I do not want your trade," he said, "but I want you to meet me half way. I like your history—the initiative you have so far shown, and all that. You made money where most of the farmers around you lost out. I believe you've got the business instinct, but you need coaching. I've known a lot of merchants who failed because they didn't have sense enough to get a decent location, but usually they were

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helpless, anyway. I think you'll win. Now, go home and stick it out to the end of the year, unless you can dispose of your lease in the meantime. Say nothing, but look around quietly for a location downtown—no matter how small. Keep out of debt and saw wood. Then, when the time comes, move. I know your town; you'll have a first-rate opportunity. Come up and see me then, and I think you can get what you want."

And then he added a few words that have rung in my ears ever since:

"When you've got any particular enterprise in mind, see the credit man *before*, not *after*. Usually he knows about things and his advice is worth having."

I found it so in his case, especially when I found how hard it was to stick out that year without losing money, even though I did follow the advice of my friend, the credit man.

Satisfied Customers.

"THE jeweler should always remember," said a successful dealer, some time ago, "that he must above all satisfy his customers, at any cost. He must not incur the least bit of ill-will of a customer if he wishes to succeed in business. Affability and courtesy should always be manifested, even in the face of the most haughty attitude.

"When it is remembered that a satisfied customer is our most valuable business asset, these facts will be all the more readily borne in mind. Satisfaction begets good will, and good will begets business success.

"When a purchaser feels that the jeweler will not misrepresent any article sold and that the jeweler has at heart the interest of that customer, not in any altruistic sense, but for his own interest, as well as that of the customer, and when the customer realizes that the jeweler sells A-No. 1 stock, confidence will be engendered, and will continue to increase every year.

"This art of satisfying a customer is the most effective kind of advertising, since it makes the customer feel kindly toward a man from whom he purchases an article. When a customer's mental attitude is of this character, it cannot fail to redound to the advantage of the jeweler.

"Satisfaction, however, cannot be given unless the needs, the caprices and temperament of the customer are studied until they become well known.

"When a customer does not know what he wants, as often happens, the utmost diplomacy and courtesy are required on the part of the jeweler in making suitable suggestions, which should always be given in an unobtrusive manner.

"Besides giving suggestions the jeweler should be well posted on everything that relates to his business. Bits of technical information regarding precious and semi-precious stones, given to customers in an unobtrusive manner, make a favorable impression and aids considerably in making the customer have confidence in the dealer.

(*Continued on page* 135.)

The Law and the Retailer.

By Bernhard Raymond, LL.B.,
of the New York Bar.

(*Continued from issue of Sept.* 20.)

Special Partner of One Firm Not Authorized to Become a Special Partner of a Rival and Competing Firm.

Although a special partner is liable to close dealing with the firm only to the extent of the amount of capital actually contributed by him to the copartnership, and is denied the right to transact any business of the copartnership, or to be employed as agent, attorney, or to act in any other capacity for the purpose of transacting the firm's business, a special partner, nevertheless, retains the right, by virtue of the capital contributed by him to the firm, to examine from time to time the condition of the partnership business, to ascertain as to its progress, and advise as to its management and direction. Such power is expressly given a special partner by the Limited Partnership Act — Consolidated Laws, Chapter 39—Section 37.

It is evident, therefore, that since the special partner has the right to give advice as to the conduct and direction of the firm's business, the general partners are bound to consider and give such weight to same as it reasonably deserves.

Of course, the general partners are not bound to follow such advice of the special partner unless in their judgment such advice would promote the general welfare and prove beneficial to the interests of the partnership.

A capricious, stubborn and unreasonable disregard of the advice of a special partner, by the general partners would justify a dissolution of the partnership, at the instance of the special partner.

The statement made in a previous issue, that there exists between partners to a copartnership a confidential relationship is also true in the case of a "limited partnership."

Mutual confidence is the very soul of a copartnership and it is no exaggeration to say that without it, there can be no copartnership in the true sense of the word. There can be no unity and harmony of interest in a copartnership where confidence is supplanted by suspicion and distrust.

Now, since the partner may give advice to his associates and their arbitrary disregard of his advice would amount to a breach of the copartnershiy relation, is it not but just to demand that the advice of the special partner be offered with the same candor and frankness to entitle same to the confidence and trust of the general partners.

It is a well-known fact that one cannot serve two masters at the same time with absolute fairness to both and perform his full duty to both, without infringing upon the rights of one or both. That this is so needs no argument, nor authority for its support. It is a rule of common sense well recognized through the ages, and it is safe to assume will remain unalterably so to the end of time.

Is there any reason why this rule is not to be applied to the relation sustained by a special partner of a copartnership who becomes a special partner in a rival firm, in a competing partnership? Let us see. Is it possible for such a special partner, in all frankness and common honesty, to give reliable advice to both contending and competing firms that deal at arms' length in the commercial arena?

Since each firm is ready and anxiously awaits an opportunity to deal a fatal blow to the other in the open market of the world, can they reasonably be expected to behave like good children at Sunday-school, when behind the closed doors of their private office.

Can a special partner bear the same sincere relation to each competing firm of which he is a special partner? Can he be reasonably expected to have the same interest in one as in the other firm? If so, such a special partner would be engaged in fighting himself with no definite object in view. Is it possible for such a state of affairs to exist, conceding that the special partner is not mentally unbalanced.

It must, thefeore, be allowed that a special partner is no exception to the general rule. That he is but a human being, of the same blood and flesh as his average brother; that he has his prejudices and his preferences. He is, therefore, not only not to be advised with, with reference to the partnership business, but no copartnership plan can safely be confided to him, for fear of its being communicated to the rival firm, and such fear is by no means unreasonable, since the special partner's duties to the former firm are necessarily inconsistent with his duties to the latter firm.

Trust and confidence between special partners and the firm of which they are members is as indispensable as between general partners. From the above exposition, it is clear that trust and confidence between a special partner and his firm is just as necessary and indispensable as between general partners. A special partner, who, by his own act, has placed himself in a position renderning him incapable of frank, open and fair dealing with the former firm, destroying the indispensable relation of trust and confidence formerly existing between him and the former firm, cannot force himself upon such firm against its will.

The old firm should not be compelled to continue its business with one who is not to be trusted with any information of any material importance to the firm. It cannot be asked to retain one as a member of the firm whose conflicting duties render him dangerous to its welfare.

Where mutual trust and confidence cannot exist in a copartnership it necessarily follows that it should be dissolved at the instance of the general partners and thus enable the copartnership to rid itself of an enemy in the camp.

(*To be continued.*)

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Ancient Glass at the Metropolitan Museum of Art.

By G. M. A. Richter, in the *Bulletin* of the Museum.

(*Continued from issue of Sept.* 20.)

VASES WITH SERPENT-LIKE BANDS.

"UNDER this class of decoration two fabrics should be specially noted—the vases with serpent-like bands and the Syrian Lekythoi. The former occur in the Rhine country and in Gaul. They are a small class of vases, distinguished for their graceful shapes and for the technical perfection of their decoration. They were produced from the first to the fourth century A. D., but the best examples belong to the second century A. D. Two excellent specimens belong to the Charvet-Marquand Collection.

"The Syrian Lekythoi consist of multiple vases elaborately ornamented with fantastic handles and decoration of threads of glass. They are found mostly in Syrian tombs of the fourth century A. D., but they also occur in Gaul and in the Rhine country. A collection of these is exhibited.



JUGS WITH SERPENTINE-LIKE BANDS.

VASES WITH RELIEF.

"In connection with the plastic application of threads of glass, an allied form of decoration must be mentioned—that of dropping liquid glass balls on the surface of the vessel and either leaving them plain or working them in relief. When left plain they appear as a number of patches which either protrude or are pressed in; these are generally of a different color from the vessel itself, the idea having probably originated from the costly 'potoria gemmata,' the gold and silver cups studded with cameos and gems, which were a favorite form of luxury with the wealthy Romans. A good example of the complicated process of working such patches into reliefs, while the mass was still soft enough to receive impressions, is a vase belonging to the Gréau Collection, which shows elaborate garlands thus worked. Sometimes the reliefs were worked separately and then applied on the heated vessel.

"Another method of decorating the surface of a glass vessel with reliefs was in imitation of cameos. This was done by welding two glass plates of different colors together and cutting one plastically. A vessel of dark transparent glass was dipped into liquid glass, generally of opaque white color, so that this formed a coating over the entire surface. When this cooled and hardened, reliefs could be cut in, the dark background being laid bare between the figures and shimmring through the thinner layers. Owing to the brittle nature of glass, this process was attended with much difficulty, and vases of this class are rare. They were produced during the first century A. D., but seem to have died out at the end of that century, the art being henceforth retained only for glass cameos. The best-known example is the beautiful Portland vase in the British Museum. Several fine vases from Pompeii are in the Naples Museum.

CUT GLASS.

"All the methods of ornamentation hitherto described are based upon the great pliability of glass at a high temperature. On the other hand, its hardness at a normal temperature lends itself to another form of decoration—that of cutting. This was applied by means of a metal or stone instrument with points of various forms, which was worked on the surface of the glass by means of a wheel or free hand. The simplest decoration consists of horizontal bands and was in use from the first to the fifth century A. D. In the third, fourth and fifth centuries more elaborate ornamentations were introduced, consisting either of decorative designs or figured scenes; inscriptions also occur. Among the figured representations the most frequent are mythological and Christian subjects; landscapes, hunting, dancing and circus scenes. The execution of these is sometimes very coarse; especially so are the dancing groups, which are probably of Rhenish manufacture. Subjects of interest illustrated by the examples in our collection are the 'Hunt of Adonis,' the 'Contest of Herakles' and the 'Lerneian Hydra,' 'Moses Striking Water from the Rock' and the 'Three Men in the Fiery Furnace.'

BEADS.

"No account of ancient glass would be complete without some mention of glass beads, which have been a popular product from early Egyptian times to our modern days. In shape, color, ornamentation and technique they are of almost infinite variety, but the following rough system of chronology can be observed: Glazed beads

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occur, as has already been mentioned, from the pre-dynastic period. In the 18th dynasty (about 1500 B. C.) plain glass beads first make their appearance. From 1000-300 B. C. and even later a favorite variety is the so-called 'eyed' beads, which are found in various parts of Europe, as well as in Egypt. Plain or concentric circles of yellow, blue or white glass are inserted in the beads by a method similar to that of the glass threads in the primitive vases, while occasionally drops of colored glass are left to protrude from the surface. Instead of in concentric circles the pattern is sometimes arranged in spiral or zigzag lines. In the Roman Imperial period many new types of beads were introduced, such as the mosaic, the marbled, the Millefiori, and that with threads of glass applied plastically, to correspond with the various new methods employed in the manufacture of glass vases. Plain and ribbed beads occur continuously both in pre-Roman and Roman times. But it should be noticed that during the pre-Roman period the beads were formed by twisting a glass thread round a wire, the place where the thread is nipped off being often clearly visible. In Roman times, on the other hand, the beads are all cut and can thus be easily distinguished from the earlier varieties."

[THE END.]

Jewelry Reforms.

Address of R. D. WORRELL, before the Missouri Jewelers' Convention at St. Louis

THE old saying that "Pride goeth before a fall" has proven quite true in my case, with reference to this particular occasion. Upon receipt of the notice from our worthy president that I would have the honor and pleasure of making the opening address at this convention, I proudly announced the fact to the store force. The clerks quite properly appreciated the honor conferred upon the head of the house, but there was one present, however, who did not seem to be deeply impressed with the information I had given.

That one was the store loafer, a chronic visitor who is worthy of consideration, for his counterpart seems to have a place in every country jewelry store, as far as I have been able to observe. He is as much of a fixture as the regulator or the watch rack; he is there, "Johnny on the spot," when the traveling man displays his samples; he criticizes the new goods and makes fun of the old ones; he will bring a bucket of water from the town pump or take a package to the express office; he kicks about the dirt on the show cases and talks disparagingly about your store system; he describes the beautiful display in your competitor's show window, and tells about Bill Pumpkinraiser sending off for his watch.

He doesn't come under the head of "Jewelry Reforms," he's just a durned nuisance that you are sometimes glad and sometimes sorry to see.

"What is the subject of your remarks?" inquired this particular store loafer.

"Jewelry Reforms," says I.

"But it don't," says he.

"Don't what?" says I.

"Jewelry don't reform," says he, "at least the jewelry I buy here don't; the longer I keep it the worse it gets."

Now, isn't that just like the store loafer that lies around and soaks up your heat in Winter and absorbs the cooling breezes from your fan in Summer?

Jewelry reforms include so many things that I shall not attempt to speak of them individually, but will consider them as a whole.

Webster says reform means "to change from worse to better, to amend, to correct, to restore to a former good state, to bring from a bad to a good condition." So we will consider this subject in its abstract sense as "Reforms in the Jewelry Business."

First of all, it is not such a bad business, although some of us acquire the habit of saying business is bad, but we must admit there are certain conditions existing in the business that should be brought from their present state to a better, that should be corrected, that should be made, good and the question naturally arises, How shall these reforms be carried out?

Permit me to say, gentlemen, and I wish I could say it so firmly and strongly that every jeweler in this country would appreciate its importance and act accordingly, the only reforms that can come to the jewelry business must come through the jewelers' associations. To perpetuate these associations, to keep them active and alive, to keep them continually doing good, to keep them always on the job, there must be meetings and conventions at which matters of importance may be discussed, ideas and views presented and the best thoughts put in a concrete form in the shape of acts and resolutions for future guidance.

Only a few years ago the conditions were so bad and the evils so many in the jewelry business that the average jeweler felt as if he were a persecuted individual. When two or more jewelers happened to meet, all the talking they did was about their competitors and the wrongs that were being done unto them under the name of competition. But at last the spirit of man began to assert itself, and the jeweler whispered to himself, "I won't stand it," then he said out loud, "I won't stand it," then he said to his clerks, "I won't stand it," then he said to his friends, "I won't stand it," and finally he said to his brother jeweler, "I won't stand it, will you?" and when the other jeweler replied, "No," right then and there a jewelers' association was formed.

We will unite, we will organize, we will form an association and demand our rights; we will eliminate the evils of the catalogue octopus and the price-cutting demon from our beloved business of 2 ounce plated teas and 1/87th gold filled stock. We will reform the jobber. By the same token, say the jobbers, we will organize, and lo, there was a gathering of the 12 tribes, and jobber spake unto jobber that had not so much as looked in the same direction since he was done out of that good customer in high grass town. And there was a great talk-fest by these men that have so much of the poor retailer's money that they have to hire men to go out on the road and spend it for them.

The evils that beset us, said these jobbers, are many and varied, running all the way from goods kept on memo for 99 years up to the sight drafts that are never paid. These wrongs cannot be endured longer than four months net. We will reform the manufacturers. And likewise the men that own all the gold on earth, judging by the way they spread it on low quality brass, gathered in Providence, R. I., which is just about as near as they will ever get to that good place, and gravely discussed their unpleasant predicament. There was no one left for them to reform, so they just let it go at that. At this meeting you will hear some very able papers upon the different evils and wrong conditions that exist in our business.

You must remember that these writings are but the ideas and views of the author upon the subject assigned him, and you should give them your attention and consideration for the purpose of forming an unprejudiced opinion as to the right or wrong, as to the good or bad that is in them. We must go at this matter of reforms in our business in a business way and in a spirit of fairness and unselfishness. I have observed that the man whose claim is just and who asks only what is fair and right usually gets all that he is entitled to.

When I had the honor of acting as president of the Missouri Society of Retail Jewelers, I found that the jewelers who complained the most and had the most radical ideas of reform were the ones that did not belong to the society and never paid a cent into its treasury. A traveling man once referred to this association as a jewelers' wailing society, and while I do not believe he had a real or just cause for referring to it in such terms, but did it in merely a joking way, it is up to us to see that no reason be given for applying such a name to us even in a spirit of fun.

Our trade journals are unceasing in their efforts to help the retail jeweler better his condition; they publish numerous articles that are contributed and fill their editorial pages with ideas and suggestions that must surely prove of great assistance to him in a personal way; but they have not strongly advocated all of the matters that are classed as reforms by the retail jeweler and, as a breakfast food advertisement says, "There's a reason."

The changing of trade conditions is not going to prove beneficial to all parties concerned, even though these conditions are changed from bad to good, until matters shall have adjusted themselves to the change and taken up the new order of things.

Two simple illustrations will give you a more perfect idea of my meaning: The retail jeweler that has been cutting the price on price-protected goods will feel the loss of some business when he makes a change and sells at the agreed price; but though he makes fewer sales, he will have more profit and in the end will be better off. The retailing jobber that eliminates the outside trade, and confines himself to wholesaling exclusively, will feel the loss of the retail trade at first, but he will sell more goods to the retail jewelers and in the end will be better off. The manufacturer that sells the jobber and then slips out in the rural districts and gives the retail jeweler an extra 10 will sell more goods to the jobber when he cuts out the retailer, and in the end will be better off.

I do not mean that we shall advocate extreme measures and put the price-cutting retailer in jail or hang the retailing jobber, or boil the manufacturer in oil that sells to the jeweler direct; I do not believe in, or advocate, drastic measures or drastic reforms. Let us be reasonable in our demands and the reforms will come much sooner.

We have bettered our business conditions, we have secured some much-needed reforms, and there are more to follow. I have observed a willingness on the part of both jobber and manufacturer to meet the retailer in a spirit of friendliness, to discuss all differences and to adjust and arbitrate matters to the best interests of all concerned.

Then, let us be earnest, consistent and sincere in advocating "Reforms in the Jewelry Business," but let us follow the Biblical injunction of removing the beam from our own eye before we attempt to remove the moat from our brother's eye.

And, in conclusion, let me say again, gentlemen, the only reforms that can come to the jewelry business must come through the jewelers' associations.

Roman Pottery Found in London.

A DISCOVERY of exceptionally well preserved Roman pottery was made in London recently. While workmen were excavating about 10 feet below the surface for the foundation of a new wall on Fenchurch St., they came upon some pieces of broken pottery, which the foreman immediately recognized as of the Roman period. The pieces, some of which fitted together, were parts of a brown or reddish-brown basin, about 9 or 12 inches in diameter, beautifully decorated with embossed work and highly glazed.

Upon the earth being removed the pieces polished up with as brilliant a gloss as though they had just been taken from the pottery. There were some half dozen heads of urns, a bull's horn and some handles of urns.

A large Roman tile was also taken from a very odd wall of immense strength, which the workmen met at right angles in the trench, and through which they had the utmost difficulty in cutting their way.—*Pottery and Glass.*

A coroner's jury Sept. 25 found that Adolph Stern came to his death on July 22 "at the hands of a person or persons unknown." Stern was the clerk in Jacob Jacoby's jewelry store on Sixth Ave., New York, who was murdered by thieves who stole a tray of diamonds from a window of the store and then escaped in a taxicab. Few crimes have ever baffled the police of New York so completely. For weeks 350 men of the detective bureau worked on the case, but they got clues neither to the thieves, to the ownership of the taxicab nor to the disposition of the gems taken from the window.

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WORKSHOP NOTES AND QUERIES

Answers are also solicited from our readers to the questions published on this page.]
No attention paid to communications unless accompanied by full name and address of the writer.

QUESTION No. 2971.—**Equipment for Silver Plating.**—*Please tell us, through your "Workshop Notes," how to properly equip our shop to do silver plating. With our present equipment of dry cells and solution of nitrate of silver and cyanide of potassium we can whiten up small articles, providing there is enough of the original plating left to give us a background; but we fall down on large articles, and once in a while we get hold of a purse (mesh bag) that will not whiten up at the place that has been soldered and the plating burned off.* G. T. K.

ANSWER:—Dry cells are very unreliable for plating purposes; they give out and there is an uncertainty as to current. Where there is enough plating it is best to use an electro-dynamo, that can be procured in many sizes. This requires power, which is not always available. The next best is a set cell of the Bunsen battery type. It would be best to determine the size of solution required, then purchase the battery of the size needed. If your solution whitens the articles, it shows that it is in working condition; but there are many other points to be observed, and we will mention some of them: Articles to be plated should be placed in a solution of potash at about boiling point. This removes all grease and dirt, and partly prepares the surface for the deposit. The potash may be made by taking a can of concentrated lye and putting it in a granite or iron pan with about 1 gallon of water. This potash can be used many times, and should be kept on hand always. The articles should remain in the hot potash a few minutes, but not too long, or the articles will become blackened. Remove and rinse well in cold water. If the articles to be plated are a dead finish, or to be burnished with a tool, then use powdered pumice and a hand brush for the scouring. Dip the brush in water, then on the pumice, and scrub the article with it, keeping the pumice and brush moistened. This treatment prepares the surface for the silver. If the articles are of a polished nature and are to be finished afterwards by buffing, then use powdered whitening in place of the pumice. The whitening will not roughen the surface as much as the pumice. The articles are now rinsed in clean water, then immersed for a moment in the hot potash and rinsed again. If the articles are German silver, brass or copper, they should be immersed for a few seconds in a solution of 1 gallon of water in which is dissolved about ½ pound of cyanide of potassium, to which are added 2 ounces of corrosive sublimate, and from this put directly in the silver bath. This last solution is what is known as a mercury dip, which gives a film over the article, and the silver will take to this better than if this was not used. There should always be several silver anodes so there will be enough surface. If articles have some silver on them it is best to strip this off, but care must be taken, or else some of the underlying metal will be stripped into the solution. The stripping is done by using the article as an anode and a piece of metal for the carthode. But if desired to plate over the still remaining silver, then treat as stated above, but pass it through a cyanide dip before immersing in the mercury dip. Many mesh bags are made from steel chain, which would be difficult to silver plate, and the best for this is to first copper plate, pass through the mercury dip and then in the silver bath. After silver plating, the pieces should be scratch-brushed, which is best done with a revolving brush on the lathe. It may also be done with a hand brush. A little soda or bran should be used in the scratch-brush water to keep the brush from showing scratches. There should be enough current for the plating to show a little gas during the plating, but if the current is too strong it would be burned or would show dark.

Making a "Bright" Silver Plating Solution.

(From the *Brass World*. Copyright, 1911.)

BRIGHT silver-plating solutions are now quite extensively used, and probably the future will see them even more extensively employed. Their advantage lies in the fact that about three times as much silver can be deposited in a given time and scratch-brushing is rendered unnecessary. The scratch-brushing feature, however, is not of much importance compared with the rapidity of deposition of the silver, although, of course, it saves an operation; but the fact that the silver can be deposited three times faster than with the ordinary dead silver solution renders it possible to turn out three times as much work per day with a given tank in which the plating is carried out. In other words, the output of the plating room is increased without increasing the equipment.

The only extra expense is the additional current density, which means that a greater amount of current must be generated. This is comparatively an insignificant matter, and there is usually no difficulty on producing this necessary supply with the ordinary equipment.

In the ordinary cyanide silver-plating solution, made of chloride or cyanide of silver and potassium cyanide, the silver deposit is dead white and without luster. The presence of a small quantity of sulphur in the solution, however, completely changes this dead deposit to a smooth and somewhat lustrous one, even after the deposition has been prolonged. Why the presence of this small quantity of sulphur should change the deposit is not clear, but it is known that an extremely small quantity only is required. It does not seem to matter in what manner the sulphur is added, and there are various means of introducing it. Even the use of hard rubber racks (which contain sulphur) sooner or later introduces enough sulphur to cause a bright deposit to form. It is now thoroughly established that sulphur produces a bright deposit.

Although sulphur is the cause of the bright deposit, it has been found that, while it may be introduced by various means, *bisulphide of carbon* is the most satisfactory for the purpose, and it is this substance that is employed for bringing about the bright silver deposit.

To add the bisulphide of carbon direct to the silver solution will not bring about the desired results. It will settle down to the bottom of the tank and produce uneven and unsatisfactory work. In other words, it will not mix with the silver-plating solution sufficiently to produce even results. The customary method of adding it is as follows:

Take a quart of silver-plating solution and put 10 drops of bisulphide of carbon in it. The whole is placed in a corked bottle and shaken vigorously from time to time. Allow to stand over night to settle, and then pour off the clean solution, leaving the black residue. If any drops of the bisulphide of carbon remain, leave these in the bottom. The solution to be used should be clear. This is known as the "stock bisulphide of carbon" solution and is used for introducing the bisulphide of carbon into the regular silver-plating solution.

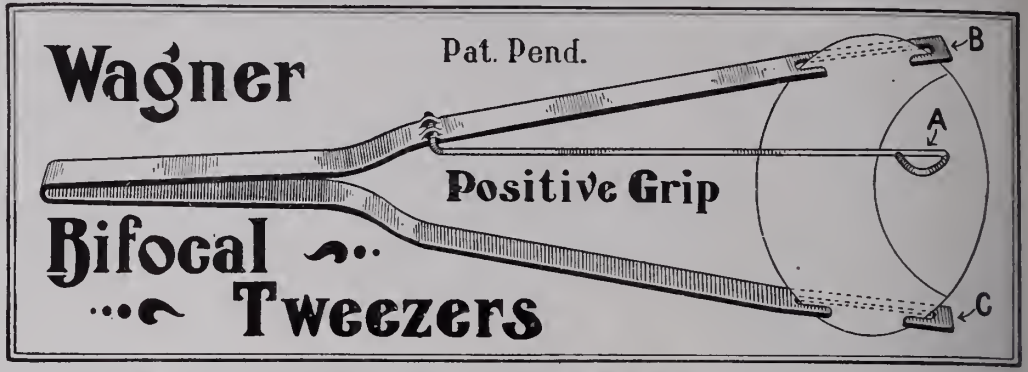
To turn a regular silver-plating solution over into a "bright" solution, add about one ounce of the "stock bisulphide of carbon" solution to each 10 gallons. The whole should be thoroughly mixed when it is ready for use. The deposit will then come bright.

When the silver deposit does not come wholly bright, but is partly dead and partly white (or "patchy"), it indicates that the amount of bisulphide of carbon is not sufficient and more should be added (that is, of the "stock" solution) in order to bring about the even and smooth surface of the "bright" silver solution. As the bisulphide becomes exhausted in the silver-plating solution, it is necessary to add more of the "stock" solution from time to time. The need for this can easily be ascertained by the appearance of the silver deposit. Care must be exercised, however, in avoiding an excess, as this will injure the deposit.

The silver deposit produced from a "bright" silver solution is smooth and has a slight luster. It is considerably harder than a dead silver deposit, although burnishing may be done without difficulty. Bright silver deposits have proved so satisfactory in the manufacture of flat ware that many of the leading makers are now using them on their goods.

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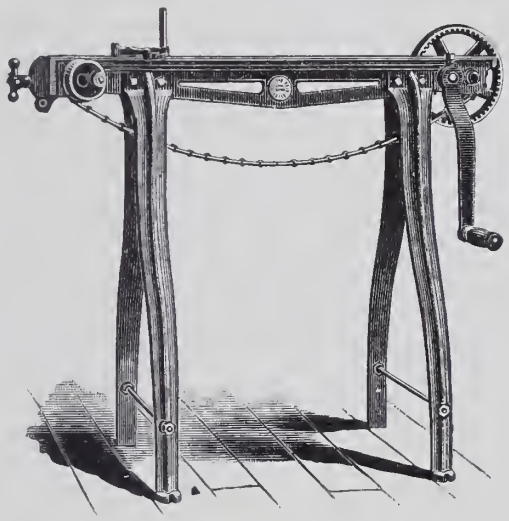
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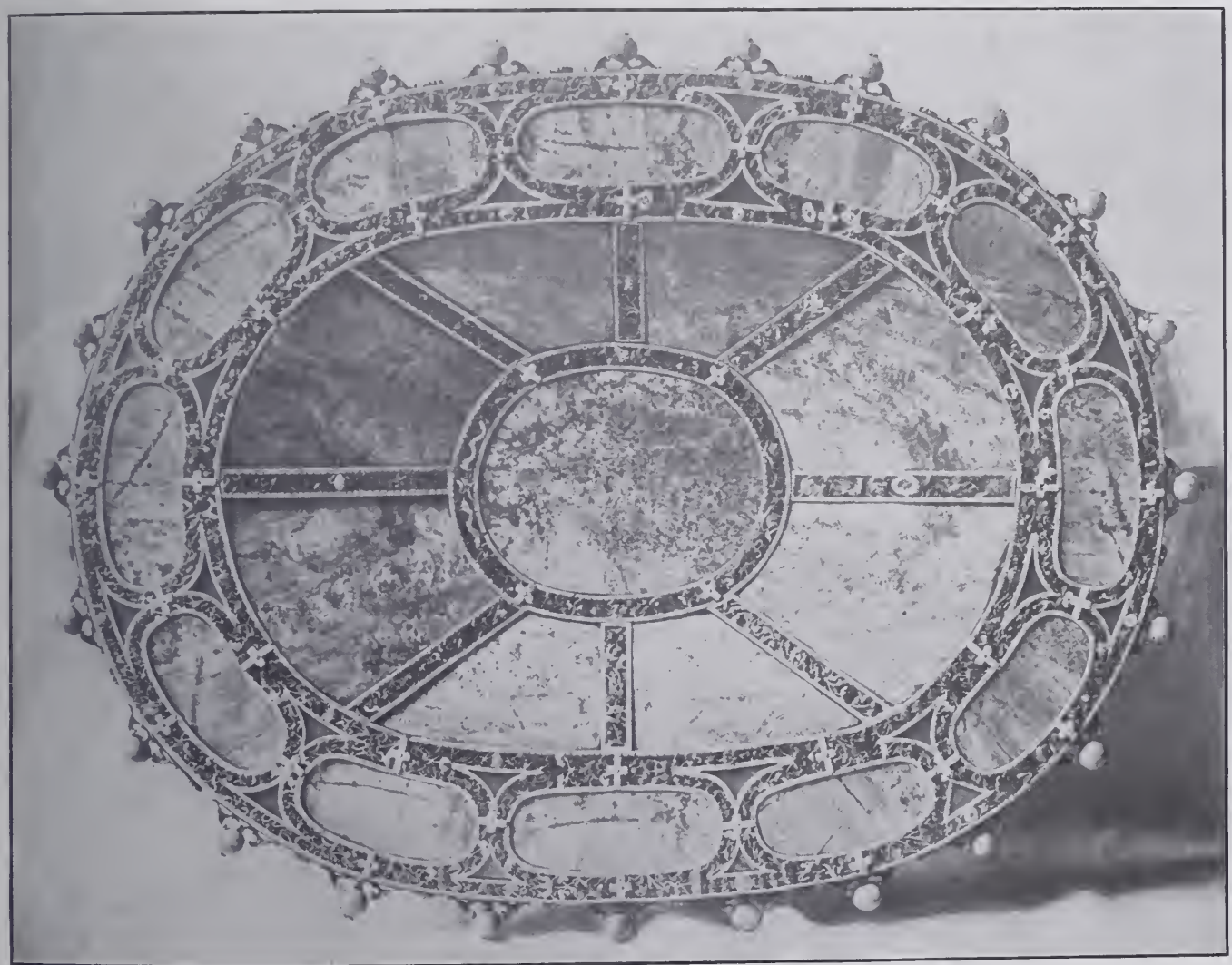
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43rd Year. WEDNESDAY, OCTOBER 11, 1911. Vol. LXIII., No. 11.



Oval Dish Composed of Twenty-One Plates of Lapis-Lazuli in the Court Museum, Vienna.

(See Text on page 71.)

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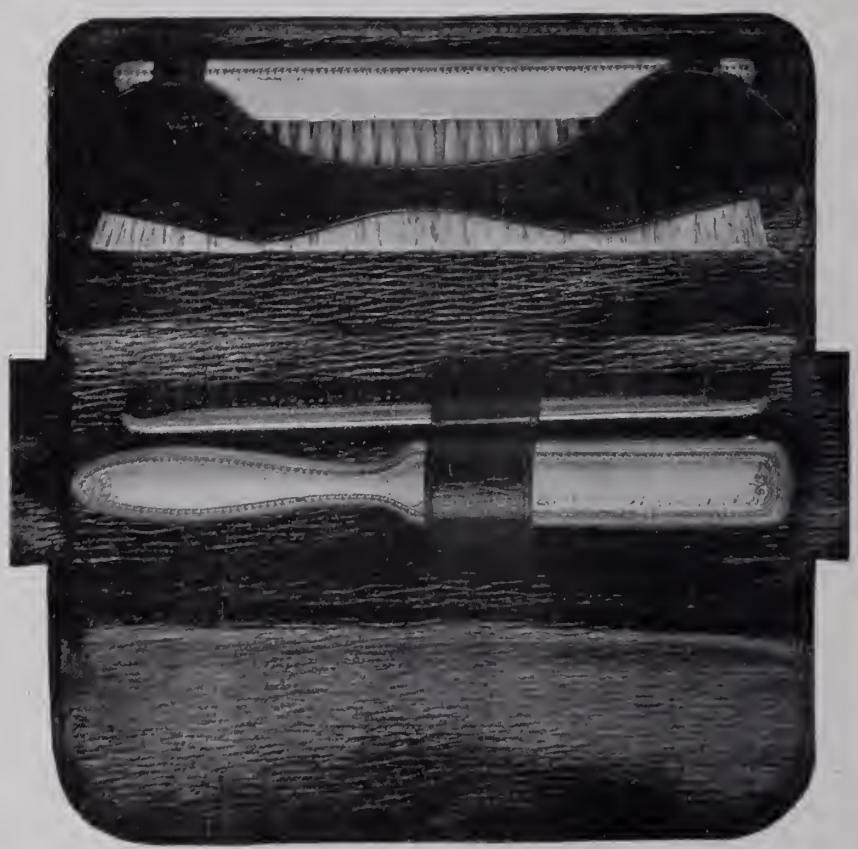


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No. 1969.

STAR WATCH CASES

WILL INCREASE

YOUR PROFITS

SOLID GOLD
BALL BEARING



WACHTER PATENT
No. 916809

AND BUSINESS

Give Them a Trial

STAR WATCH CASE COMPANY

CHICAGO
701 Heyworth Bldg.

FACTORY
Ludington, Mich.

NEW YORK
37 Maiden Lane



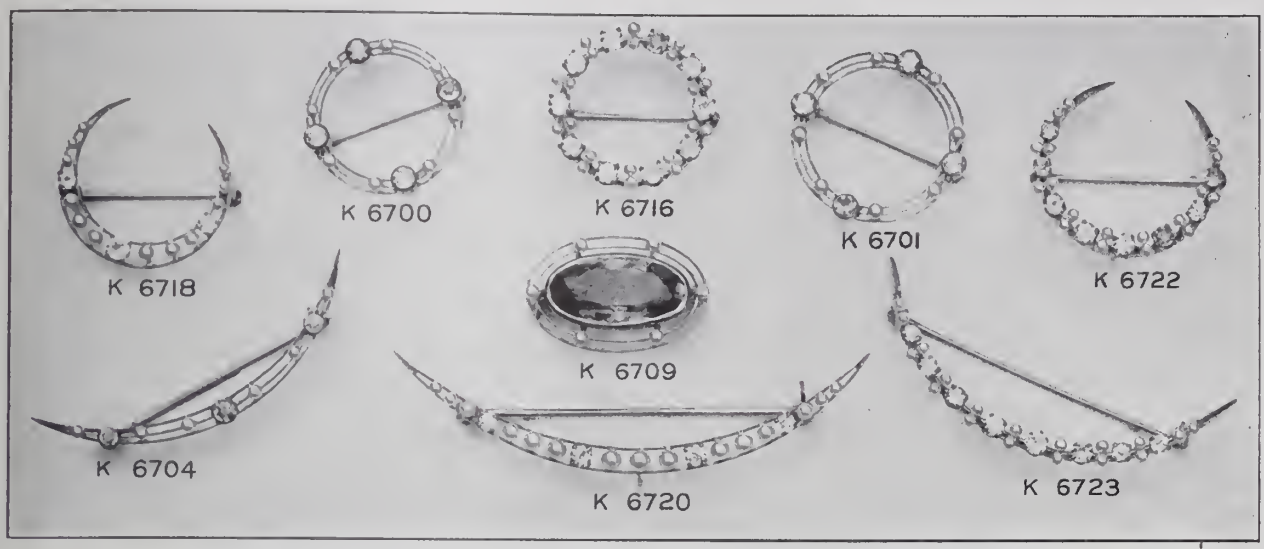
No. 1907.



No. 1948.



No. 1956.



Here are a few more of the 14K things



that we are making, in connection with our well-known 10K line.

We make these goods up in very large quantities—just as large as our regular 10K goods, and we are therefore able to market them at very attractive prices.

Careful buyers in every city are much interested in these prices, and we want to interest you also.

Send for a memorandum selection package, and make your own comparisons.

We prepay all express charges always.

New Accounts Solicited

We make the following lines

Brooches	Hat Pins
Scarf Pins	Tie Clasps
Cuff Buttons	Fobs
Handy Pins	Crosses
Bar Pins	Sash Buckles
Lockets	Pendants

KOHN & CO
CAMP & ORCHARD STS.
NEWARK N.J.
1Ko

Dependable Goods

The dealer can *depend* upon our goods being attractive and up-to-date in appearance. He can *depend* upon the prices being reasonable and he also can *depend* upon the resulting sales.

This applies to our whole line as well as to the Purse and Vanity Case line, which the accompanying illustration suggests.



No. 1011 VANITY CASE

The case illustrated on this page is but one of a line of silver compartment vanities that is bound to interest you.

All visitors to New York City are cordially invited to call at our salesrooms in the Silversmiths Building, and inspect our complete line on display there. Our Mr. J. R. Morss will be pleased to meet you and do his utmost to make the visit a pleasant one.

R. Blackinton & Company

Goldsmiths, Silversmiths and Jewelers

Factory and Main Office
North Attleboro, Mass.

Trade Mark

New York Salesrooms
15-17-19 Maiden Lane

BARROWS "NEW PROCESS" MEANS PERFECT CHAINS

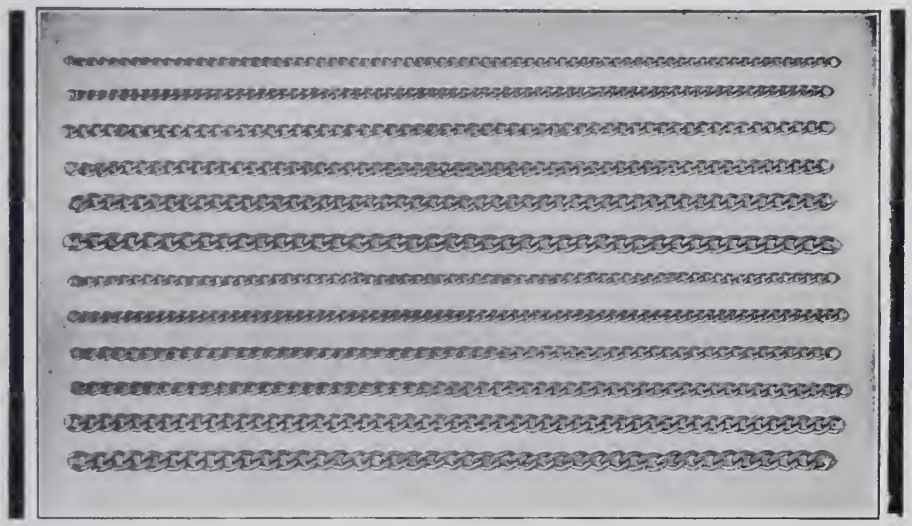
It's the Goods that Argue the Best

TALK and pictures are very well in their way—but the real argument is in the goods.

Barrows "New Process" is all and more than all the name implies. Revolutionizes chain making.

Protected by Letters Patent June 28, 1910, and Supplementary Patents. Infringements prosecuted.

BARROWS "NEW PROCESS" NECK CHAINS



SOLD ONLY THROUGH WHOLESALE TRADE

Made of best Rolled Plate, the finish secured is equal to that of expensive 14-karat goods.

Each and every chain is link-perfect. Every link soldered, every link separate, every link sound.

The chain is a multiplication of these perfections. Smoothest flowing chains on the market.

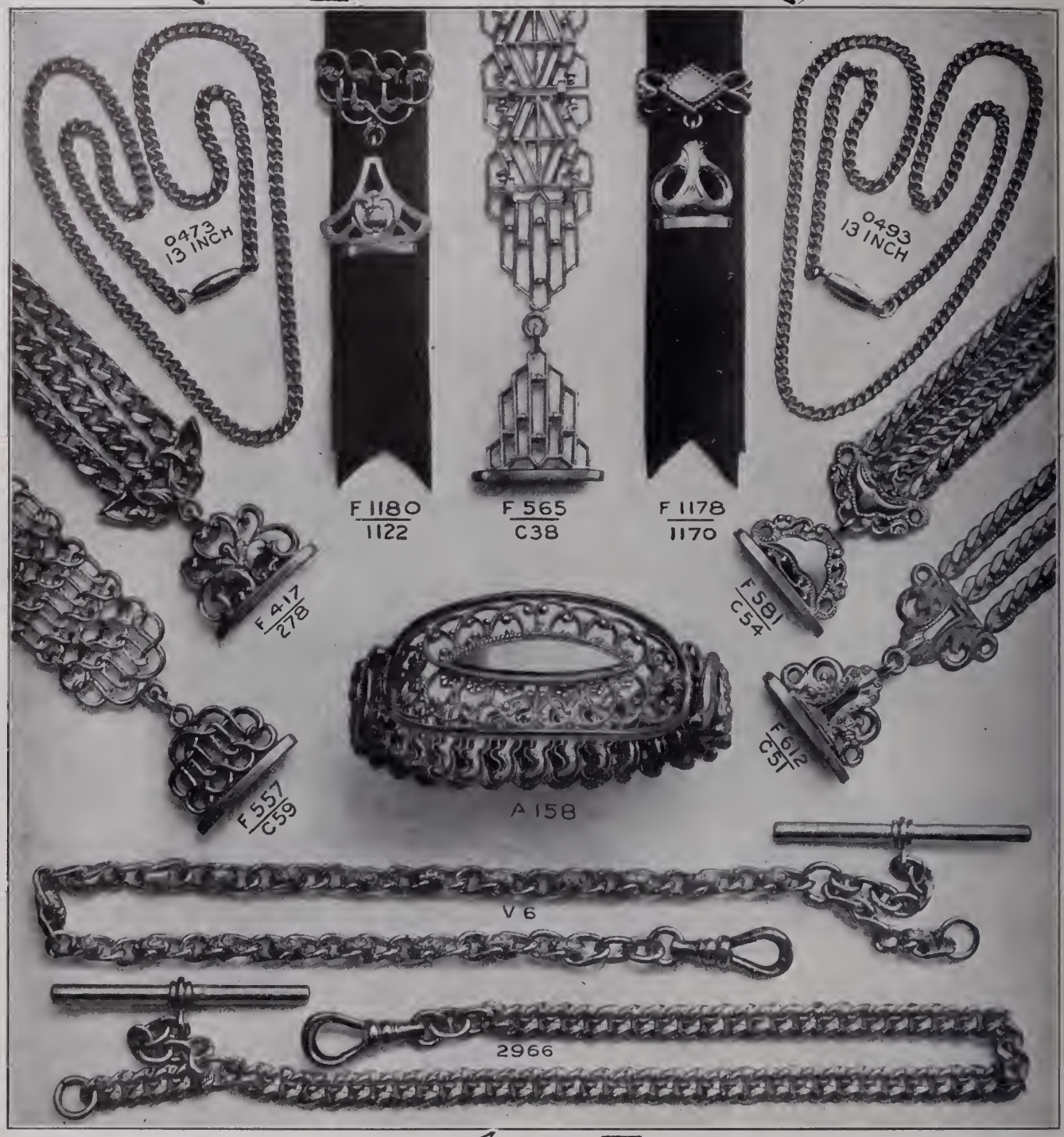
Look for Trade-Mark on tissues or easels, and for the initials ***H. F. B.*** on snap and spring ring.

THE H. F. BARROWS COMPANY

New York Office:
15-17-19 Maiden Lane

TRADE H.F.B MARK

Factory and Head Office:
North Attleboro, Mass.



The D. F. BRIGGS COMPANY

ATTLEBORO :: MASSACHUSETTS

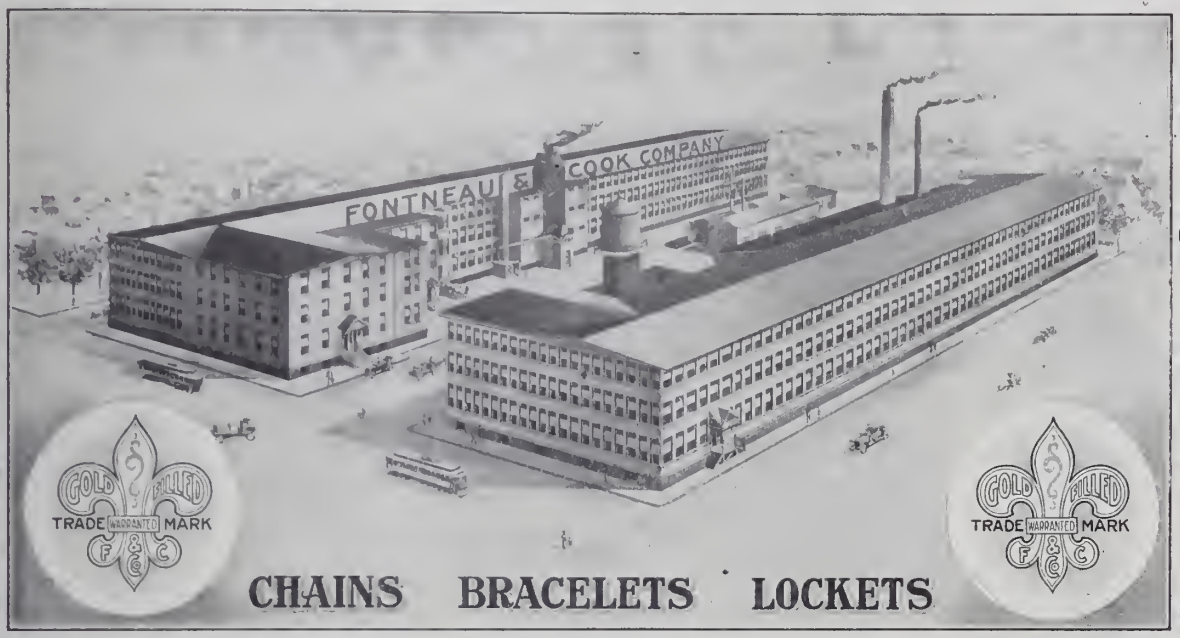
New York Office:
180 BROADWAY

Chicago Office:
29 E. MADISON STREET

London Office
62 HATTON GARDEN

WHERE WE LIVE

THE HOME OF THE FLEUR-DE-LIS LINE



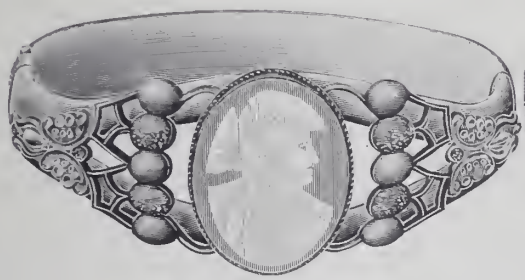
CHAINS BRACELETS LOCKETS

MINERVA-VESTA AND MIDGET BRACELETS

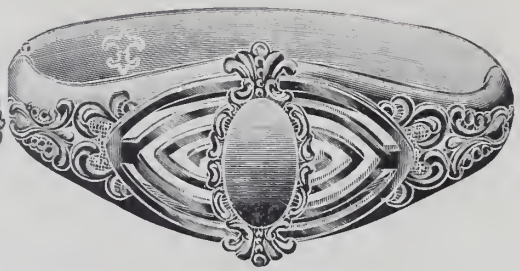
In this plant we have every up-to-date facility for producing Chains, Bracelets, Fobs and Lockets at the lowest possible cost, and in the shortest possible time.

Your orders will be filled here before you get them cancelled. You know what that means in November and December, when you have no time to lose.

It's service that counts and satisfaction that builds business. Many orders are filled in a day or two, but if any order gets two weeks old on our books, never mind what the size of it, we "start something" immediately.



B 67—GENUINE HAND CUT CAMEO.



B 35—⅛ GOLD SIGNET.

NEW YORK
ROOM 1907
15 MAIDEN LANE

SAN FRANCISCO
ROOM 413
704 MARKET ST

Fontneau & Cook Co.

MANUFACTURERS OF
FINE ROLLED PLATE
AND
GOLD FILLED CHAIN

FACTORY
ATTLEBORO
MASS.

CHICAGO
ROOM 1104
HEYWORTH BUILDING.

UR Thimbles—Like UR Rings
Are Paragons of Excellence

Thimbles as Jewelry

UR

Look for Trade-Mark on Thimbles



The Standard Raised

UR

The Trade-Mark Guarantees Make and Quality

The UR Thimbles are as good as the **UR** Rings and Bracelets, for which this house is notable.

The line is exceptionally large, interesting and varied, as future announcements will show.

Thimbles are made in Gold, Silver and Gold Filled, and they embrace modern ideas in manufacture.

Distributed through jobbers only. Illustrated Thimble Catalogue showing over 100 modern designs sent on request.

Untermeyer, Robbins & Co.

Manufacturers of Rings, Bracelets and Thimbles

71 Nassau Street :: :: :: NEW YORK

Service and Integrity

have built up for us the largest and best known **Ring** business in this country. Retail Jewelers know that the Ostby & Barton Co.'s **10-K.** and **14-K.** lines are unrivaled and that they represent the utmost in Ring value and dependability.

The high standard of this business, consistently followed for over thirty years, is a positive guarantee that affects every ring we make.

For **Card Jewelry** and **Rings** of any description, Stone Set, Signet, Emblem, Gentlemen's, etc., you will serve your own and your customer's best interests with **Ostby** and **Barton** Company's goods.

"Everything in Rings"

Ask Your Jobber

OSTBY & BARTON CO.

PROVIDENCE ~ RHODE ISLAND

9 MAIDEN LANE NEW YORK N. Y.

424 SOUTH BROADWAY LOS ANGELES CAL.

31 NORTH STATE ST. CHICAGO ILL.

Who Gets This Nice Trade—Do You?



¶ Somebody in your town is getting the trade of people who appreciate beauty, grace, durability, artistic excellence and practical usefulness in metalware, Silverplate, Nickel-plate, Copper and Brass, and somebody is getting a handsome profit on the best work in this line. Is it you?

¶ If yes, never mind reading any further for of course you keep STERNAUWARE.

¶ If, on the other hand, trade is languishing, give it a tonic. You will find prescriptions in the new Sternau Blue Book, with fine pictures of new products sure to delight your customers. Examples: Samovar Sets, Electric Chafing-Dishes, novel ideas in Trays and Coasters, Liquor Sets and Humidors.

S. Sternau & Company

Office and Factory	*New York Showrooms*
195 Plymouth Street BROOKLYN, N. Y.	305 Broadway N.W.Cor.Duane Street

POINTER No. 188

SUCCESSFUL RETAIL JEWELERS

USE MODERN METHODS

SEND A CATALOG TO EVERY CUSTOMER BOTH IN AND OUT OF YOUR CITY.

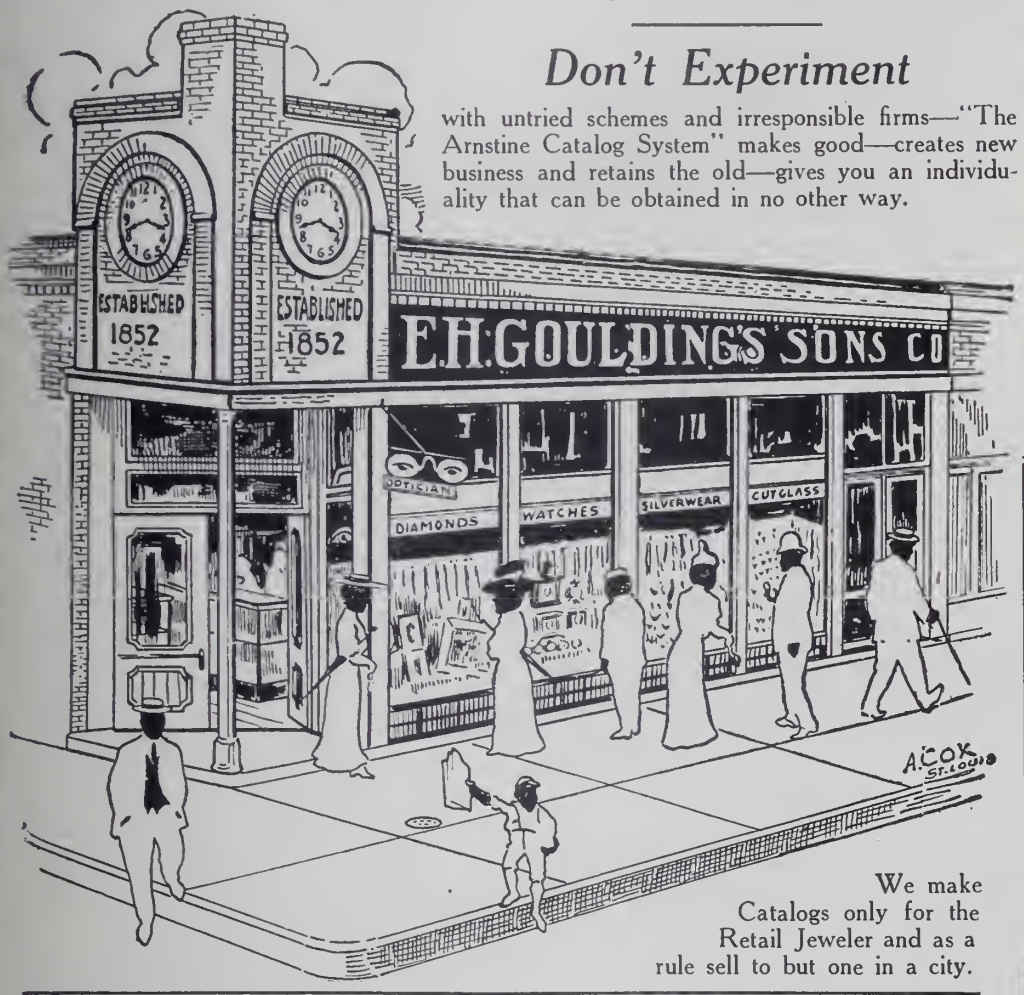
"THE ARNSTINE CATALOG SYSTEM"

WE CAN MAKE YOU CATALOGS FROM 16 PAGES TO 300 PAGES.

is a modern method, tried out and proven successful by over 3,000 retail jewelers.

Don't Experiment

with untried schemes and irresponsible firms—"The Arnstine Catalog System" makes good—creates new business and retains the old—gives you an individuality that can be obtained in no other way.



We make Catalogs only for the Retail Jeweler and as a rule sell to but one in a city.



C. L. GOULDING, President, E. H. Goulding's Sons Co.

Read the following testimonial from a satisfied customer:

Alton, Ill.,
Dec. 31, 1910.

The Arnstine Bros. Co.,
Cleveland, O.

Gentlemen: In reply to your letter of Dec. 27th will say we have used your catalog and circulars anually for the *past seven years*, and we take pleasure in saying your advertising matter is not to be excelled in artistic workmanship and business-getting qualities.

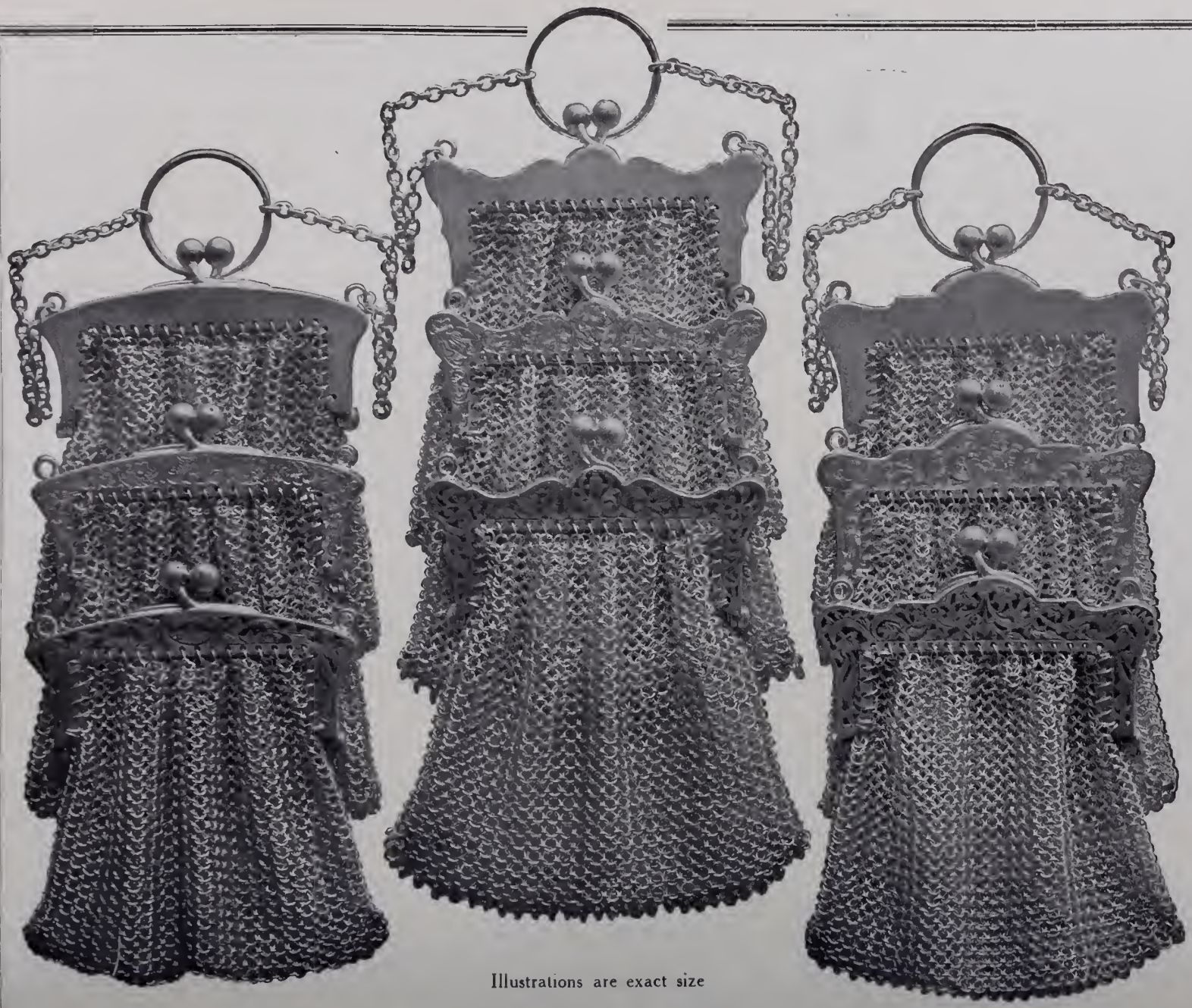
Our business has steadily increased during this period, and the catalogs and circulars are surely entitled to some of this credit. Sincerely yours,
E. H. Goulding's Sons Co.

Write today—write now and let us give you "The Arnstine Catalog System" in detail and show you how you can increase your business from 125% to 300%.

THE Arnstine Bros. Co

Originators of The Exclusive Catalog Method for Retail Jewelers

ROSE BUILDING CLEVELAND — O



Illustrations are exact size

Sterling Silver

Mesh Bags

in all sizes, at prices that defy competition

We illustrate a few of our new patterns in the latest popular size, NOW in demand.

These may be obtained in "Hobble Mesh," engraved on one or both sides.

Upon Request

we will send you our 100-page Sterling Mesh Bag Catalogue, handsomely illustrated and fully describing our extensive line.

We Manufacture

Bracelets, Chains, Charms and Fobs in 14K. and 10K. Gold and High Grade Gold Filled	Bracelets, Mesh Bags, Novelties and Chains in Sterling Silver

Sold Through Jobbers Only

NEW YORK OFFICE
15 Maiden Lane, (Silversmiths' Building)
(Samples Only)

LOUIS STERN & COMPANY 158 Pine St., Providence, R. I.

We Manufacture the Most Extensive Line of

STERLING SILVER

MESH BAGS and PURSES



A Favorite Number—made in 5 sizes, 3½, 4, 5, 5¼ and 6¾-inch, with Plain, Engraved or Engine Turned Frame. Many Other Attractive Styles

PLEASING DESIGNS—QUICK SELLERS—GOOD VALUES

Write To-day for Prices or Selection

REAL GUN METAL BAGS
Long Chains
Cigarette Cases
Novelties

STERLING SILVER CHAINS
Plain
Fancy and
Snake Patterns

ERNST GIDEON BEK

Factory: Pforzheim, Germany

35 Maiden Lane, New York

Capacity 2,000 Bags Daily

We are the only Manufacturers of Mesh Bags made by Machine



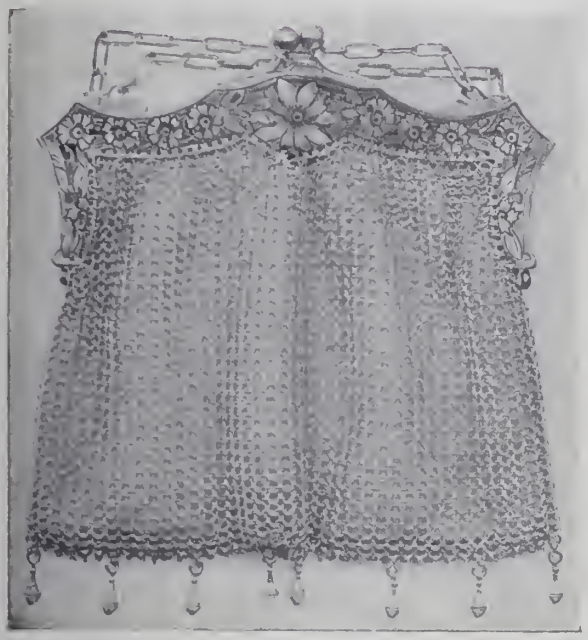
Machine-made mesh is distinguished by its smoothness, soft silky flexibility and tough wearing qualities. Over 800 different styles, from the smallest to the largest, at prices which bring a generous profit to the dealer. Your jobber will supply you with W. & D. Co. goods.

WHITING & DAVIS CO.

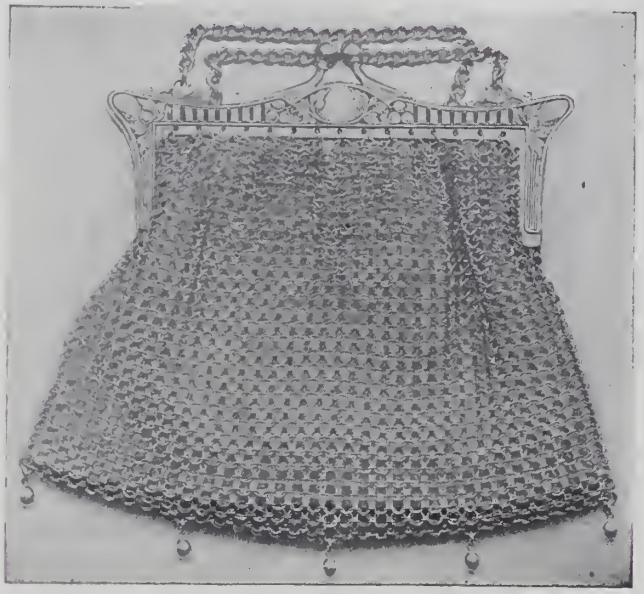
NEW YORK OFFICE: 7 Maiden Lane
CHICAGO OFFICE: 31 No. State Street

Plainville (Norfolk Co.), MASS.

The Only Machine-Made Soldered Mesh Made in the World. Made in Sterling Silver and German Silver. Absolutely Unbreakable.



GERMAN SILVER, EVERY LINK SOLDERED



GERMAN SILVER, EVERY LINK SOLDERED

The Best and Only Domestic Made Soldered Mesh

LARGE PROFIT FOR DEALER

Our Sterling Silver Bag Catalogue is Now Ready

WHITING & DAVIS CO.

NEW YORK SALESROOM
7 Maiden Lane

PLAINVILLE, MASS.

CHICAGO SALESROOM
31 N. State Street, Columbus Building



Show up The John Hancock

Bring it to light — Display it in your window. It's a drawing card for your Sterling Silver Tableware trade and will reflect credit on the Jeweler who shows it.

Rich and bright — beautifully ornamented and finished. A pattern that fills the growing demand for tableware that is simple in character, yet has enough ornamentation to give beauty and elegance to table settings.

Should you be so unfortunate as not to have this pattern in stock — send at once to "Ye Silver Shop" at Greenfield. Don't lose profitable sales!



TRADE MARK R&L BCo STERLING

Rogers, Lunt & Bowlen Co.

Silversmiths

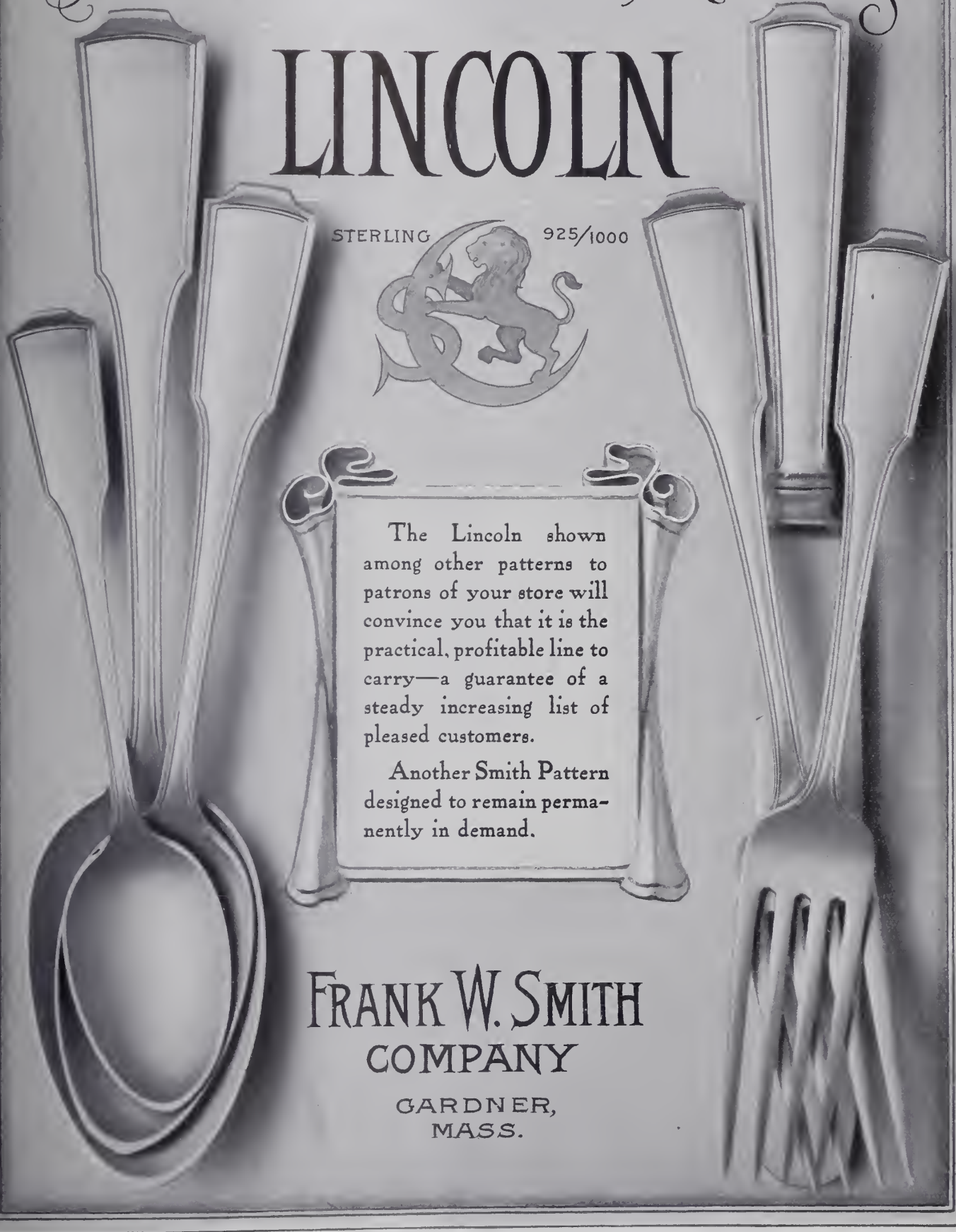
MAIN OFFICE AND FACTORY

Federal and Norwood Sts., GREENFIELD, MASS.

NEW YORK: 15-17-19 Maiden Lane SAN FRANCISCO: 717 Market St.

The Latest Pattern of Quality

LINCOLN



The Lincoln shown among other patterns to patrons of your store will convince you that it is the practical, profitable line to carry—a guarantee of a steady increasing list of pleased customers.

Another Smith Pattern designed to remain permanently in demand.

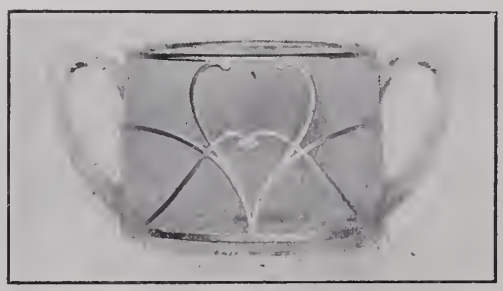
FRANK W. SMITH COMPANY

GARDNER, MASS.

999/1000 Fine Silver Deposit Ware

Moderately Priced

To meet the increasing demand for a line of well-made deposit ware that can be retailed at a price lower than formerly asked, we have designed and offer to the trade a number of beautiful sets, and respectfully request a critical comparison with others. We illustrate only a few of our values.

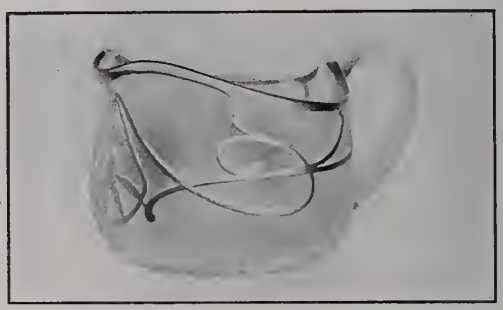




No. 112. Salable and unusual. May be retailed for $1.15 per set

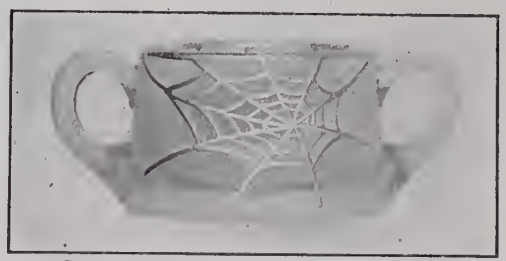
Illustrations Half Actual Size





Illustrations Half Actual Size

No. 99. Exceptional value. May be retailed for $1.25 per set





No. 111. Plain yet forceful. May be retailed for $1.35 per set

In the manufacture of Silver Deposit a number of essential features must be considered:

No. 1. Best Glass obtainable **No. 2. 999/1000 fine Silver** **No. 3. Design and Workmanship**
No. 4. An attractive white background **No. 5. The Deposit must hold firm and not loosen**

The "Electrolytic" Silver Deposit is a combination of all these important features.

Be sure and see that your deposit bears this EAM which guarantees satisfaction and warrants the deposit for the entire life of the piece.

Write us to-day, and we will cheerfully mail you our prices and other information that cannot but convince you that our new line of popular-priced sellers are a revelation in the deposit field.

THE ELECTROLYTIC ART METAL COMPANY

Makers of 999/1000 Fine Silver Deposit and Manufacturing Silversmiths

TRENTON, NEW JERSEY New York Office and Show Rooms, 3 Maiden Lane, Room 53

OTHER WOODSIDE NEWS PAGE IN THE KEYSTONE

Why Lose Early Holiday Sales?

Every season people buy holiday gifts earlier. They dread the prostrating later rush. They prefer to shop when stocks are fresh and service right.

Are *you* prepared for this profitable early trade? Is your stock in shape? If a good customer walked into the store to-day, could you show new goods? Or would you lose a sale?

Get the "Jump" on Competition

with an early display of Christmas stock. Don't wait until your selling season starts before filling needs. Don't worry over non-arrival of goods in "harvest time." Avoid disappointment. Make your season a bigger success.

Write for Your Catalogue To-Day

Whether you spend $1 or $1,000—our book will help you. Whether you want little specials as leaders or heavier staples to make your business win—you'll find them in our 72 page book of sellers—and always at lowest prices.

The showing of toiletware alone is worth your special attention, and this is only one of the many features. Here you will find fifteen full-sized sets priced so you



One-Fourth Actual Size

No. 3157 Complete, $30.30

Subject to Jewelers' Circular Key and 5 per cent. 30 Days.

This 5 piece combination proves how reasonable our prices are.

Make 15 to 20% More Profit

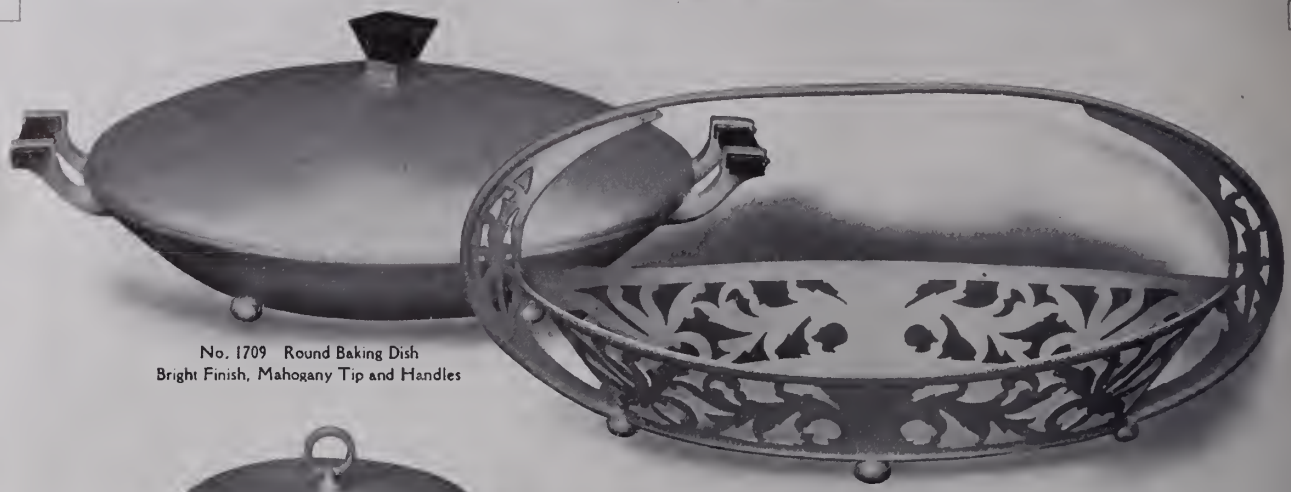
on every piece you sell—and Woodside Silverware sells quickly. Your critical customer instantly appreciates the smart individuality of designs and superiority of workmanship evident in every piece.

Get your catalogue to-day. See what values you get by the elimination of travelers' expense accounts. Send in your order early and see how your business "booms"—when you buy direct by mail.

CHOOSE More Goods for the Same / The Same Goods for Less **MONEY**

Woodside Sterling Company

170 Broadway New York



No. 1709 Round Baking Dish
Bright Finish, Mahogany Tip and Handles

No. 3100 Breakfast Roll Basket
Bright Finish, Pierced



No. 1251 Cracker and Cheese Dish
Bright Finish, Pierced, Glass Lining in Cheese Dish



No. 3301 Lemon Dish
Bright Finish, Pierced, Glass Lined



No. 3300 Lemon Dish
Bright Finish, Pierced, Glass Lined



No 1206 Coffee Set
Bright Finish, Mahogany Handles and Tip, Plate Glass Server

Silver Plated Ware De-Luxe

IN THE SAME OLD, RELIABLE QUALITY OF YEARS AGO
NONE BETTER, NONE HANDSOMER AND NONE MORE DURABLE

Made Exclusively by

Simpson, Hall, Miller & Company

INTERNATIONAL SILVER CO., Successor

At Their Factories

WALLINGFORD, CONNECTICUT, U. S. A.

NEW YORK
9-19 Maiden Lane

CHICAGO
5 No. Wabash Ave.

Illustrations one-third size

TRADE
MANUFACTURED AND SOLD BY SIMPSON, HALL MILLER & CO. U.S.A.
MARK

SAN FRANCISCO
150 Post Street

TORONTO
33-41 Hayter St.



Beauty
Quality
Variety

Three characteristics that put our lines ahead of all others. Have you examined our display of

Sterling Silver
Silver Plate
Silver Inlaid
Silver Deposit
Rich Cut Glass

If you have not seen our lines you are not prepared for the Fall and Holiday Trade. When in New York, make our warerooms your headquarters.

International Silver Co.

WAREROOMS:

18-22 John Street
(Subway Entrance)

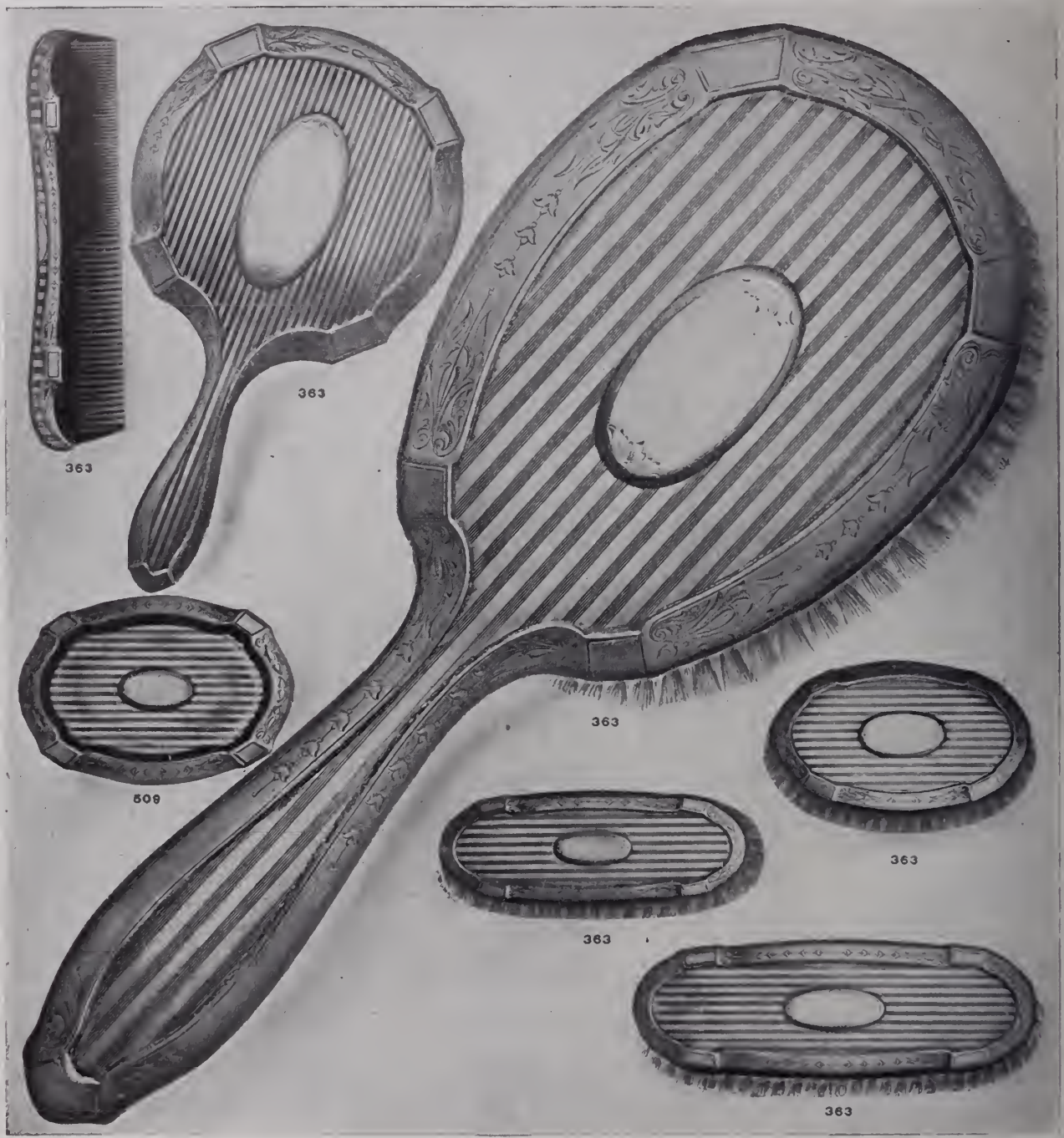
9-19 Maiden Lane

NEW YORK

FACTORIES:

THE BARBOUR SILVER CO.
THE HOLMES & EDWARDS SILVER CO
MERIDEN BRITANNIA CO.
THE MERIDEN CUT GLASS CO.
1847 ROGERS BROS.
ROGERS & BROTHER.
ROGERS, SMITH & CO.
WILCOX SILVER PLATE CO.
THE DERBY SILVER CO.
WILCOX & EVERTSEN.
THE MERIDEN SILVER PLATE CO.
THE WM. ROGERS MFG. CO.
THE ROGERS & HAMILTON CO.
SIMPSON, HALL, MILLER & CO.
THE WATROUS MFG. CO.

GENERAL OFFICES: MERIDEN, CONN.



New Toilet Sets

Our new patterns in Silver Plated Toilet Ware are the kind to please even the most exacting. We make complete sets in all the patterns, the thin model effect being characteristic of the various pieces. Write for illustrations and prices.

MERIDEN BRITANNIA CO., Meriden, Conn.

(International Silver Co., Successor)

49-51 West 34th St. — NEW YORK 9-19 Maiden Lane

5 North Wabash Ave., CHICAGO 150 Post St., SAN FRANCISCO



Artistic Designs

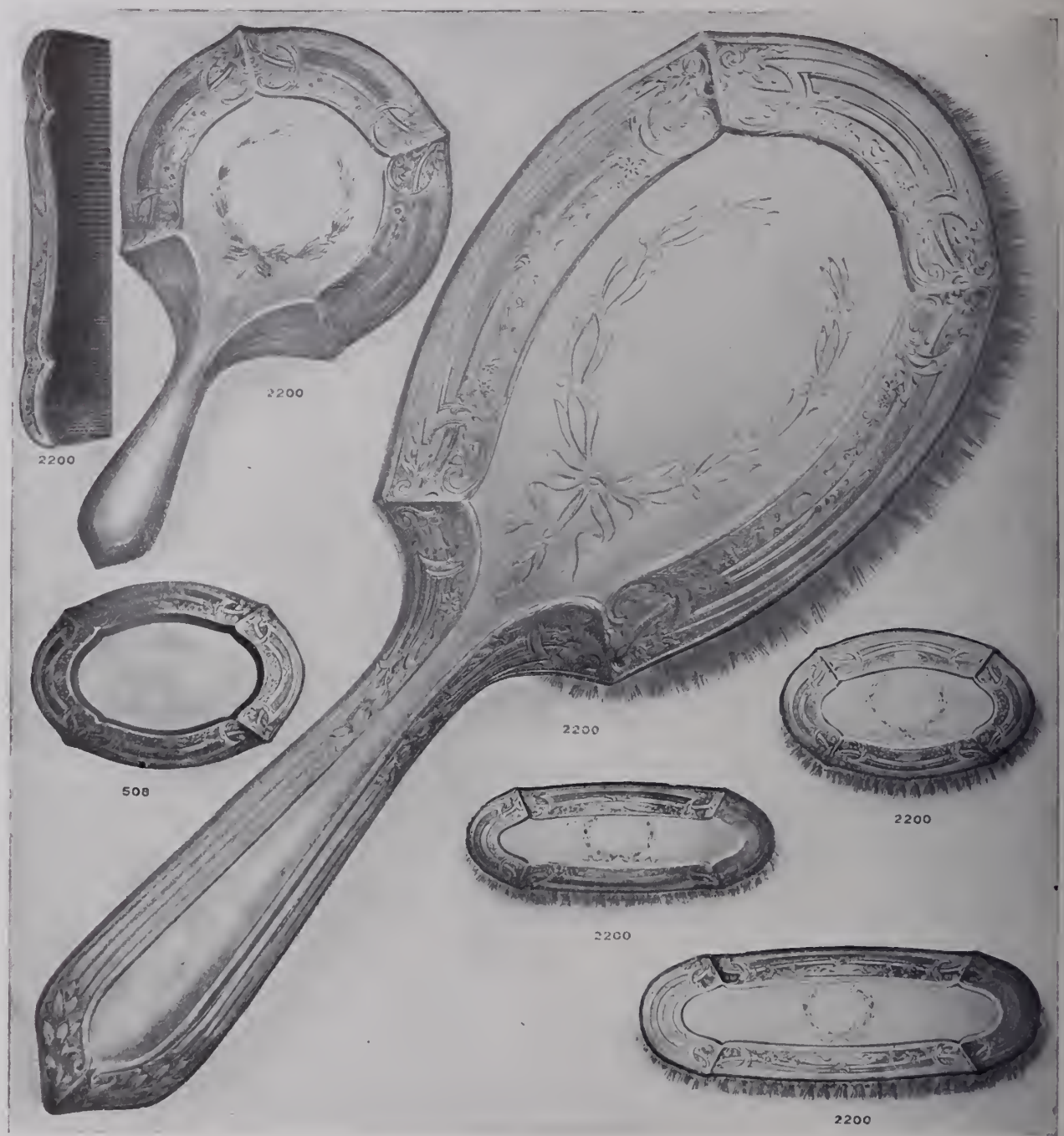
Dealers who have handled our ware in the past know that our patterns are both popular and profitable. The designs appeal to the public and the prices are correct. Electrotypes of our brush sets will be supplied to any dealer who so requests.

MERIDEN BRITANNIA CO., Meriden, Conn.

(International Silver Co., Successor)

49-51 West 34th St. — NEW YORK — 9-19 Maiden Lane

5 North Wabash Ave., CHICAGO 150 Post St., SAN FRANCISCO



Popular Patterns

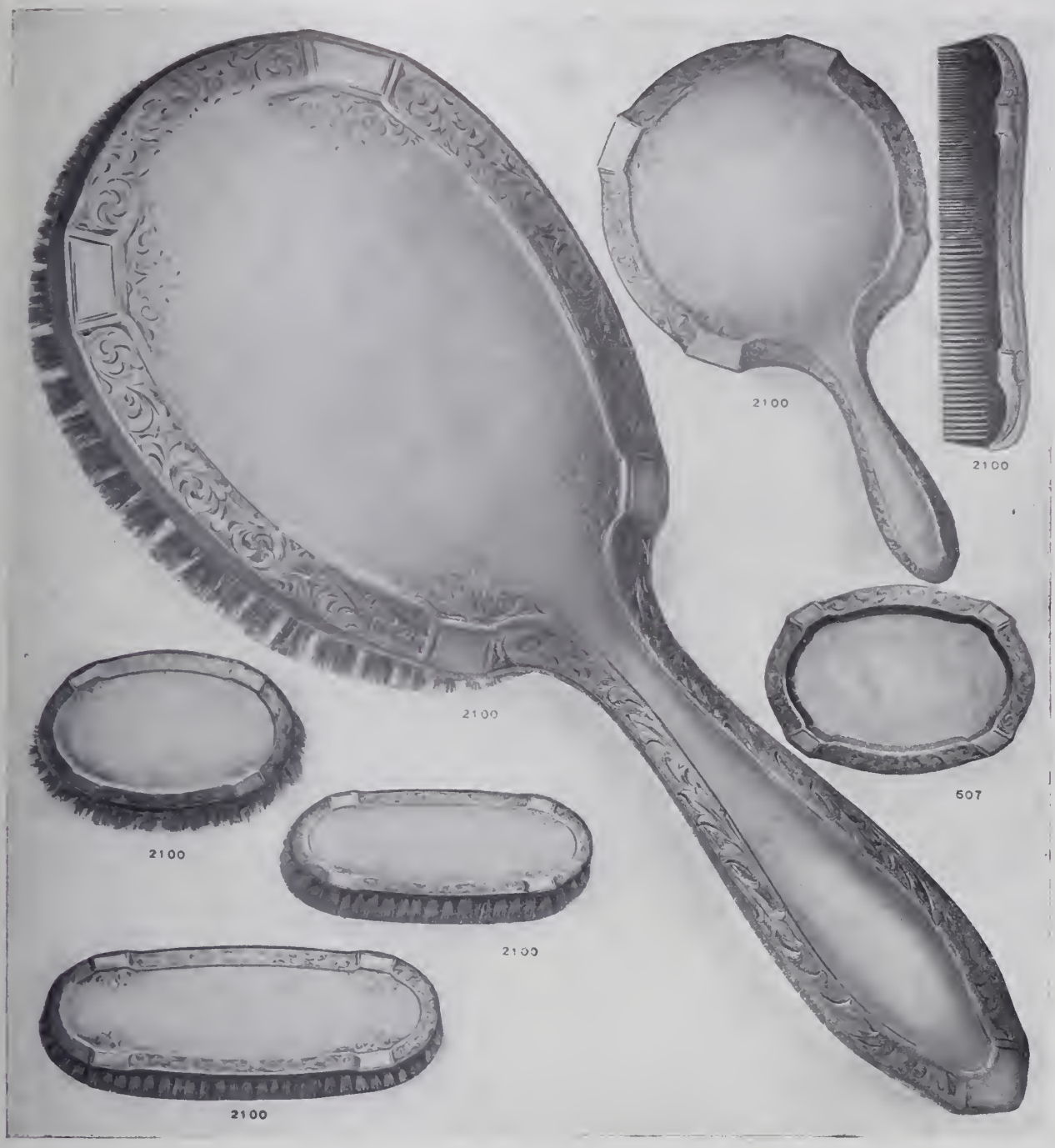
Our designers have succeeded in producing patterns that possess beauty and distinction but avoid over-ornamentation. The thin-model effect is found in all of these new designs, in which we make complete sets. Write for illustrations and prices.

MERIDEN BRITANNIA CO., Meriden, Conn.

(International Silver Co., Successor)

49-51 West 34th St. — NEW YORK — 9-19 Maiden Lane

5 North Wabash Ave., CHICAGO 150 Post St., SAN FRANCISCO



Designs in Silver Plate

All our new Toilet Sets are proving wonderfully popular. The artistic designs, various improvements in the making and correct prices make the ware very profitable to handle. Electrotypes of our various brush sets will be supplied to any dealer who so requests.

MERIDEN BRITANNIA CO., Meriden, Conn.

(International Silver Co., Successor)

49-51 West 34th St. — NEW YORK — 9-19 Maiden Lane

5 North Wabash Ave., CHICAGO 150 Post St., SAN FRANCISCO

★ ROGERS & BRO. A-1
(Trade-Mark)

STAR (★) ROGERS

Two Leading Patterns

THE VERONA





THE FLORETTE



FLORETTE

Bright or French Gray

Set No. 132½ in Genuine Mahogany Chest, twenty-six pieces, containing Six each: Teaspoons, Tablespoons, Medium Forks, Medium Knives (H. H.), One Butter Knife, One Sugar Shell.

Our New Illustrated Catalogue No. 96

is now ready. Write us for a copy. It shows the complete line of the celebrated

★ ROGERS & BRO. A-1
(Trade-Mark)

Spoons, Forks, Knives, etc. For more than half a century this well known STAR (★) ROGERS silverware has been made and sold by us.

Made Only By

INTERNATIONAL SILVER COMPANY, Successor to

ROGERS & BROTHER, Waterbury, Connecticut

The
New and
Exquisite

Sea-Garden Pearl Strands

(La Perle du Jardin Oceanique)

THE PLEASING allusion in the name Sea-Garden Pearls to tropical submarine vegetation gives to them a delightfully picturesque association.

The reproduction is not of those natural pearls which are so rare and costly as to be almost unattainable; but is rather of the more popular though not less beautiful ones which fortunately come more within the possibilities of most of us.

True, there are interesting little irregularities which, being reproduced, add to the perfection of the reproduction. Sea-Garden Pearls have the look, color, lustre, weight, feel, and even the blemishes of the originals.

In fact, if a strand of the natural pearls and one of Sea-Garden Pearls were placed side by side, even a jeweler might be pardoned for hesitating to say which was which.



THE RESPONSE the trade made to the introduction of Sea-Garden Pearls has encouraged the importers to offer free a handsome Silk Lined Case to all dealers enterprising enough to order a full assortment of eight sizes.

The house does not ask the trade to judge by hearsay regarding the exceptional beauty and general superiority of these goods; and will be glad to furnish ocular demonstration in the shape of *SELECTION PACKAGES* sent on request.

D. Lisner & Co. have the exclusive importation and control of Sea-Garden Pearls for the United States and Canada. Correspondence invited.

PRICES

Five uniform and three graduated sizes priced as follows:

Uniform Sizes - - $15.00 per Strand
Graduated Sizes - - 18.00 "

D. Lisner & Co.

Creating Importers of Jewelry Novelties

One-Forty Fifth Avenue, cor. 19th St.

NEW YORK

EVERY CATALOG A MONEY MAKER

Would you, Mr. Retail Jeweler, invest $50.00 in a proposition which will positively increase your business from 50% to 100%?

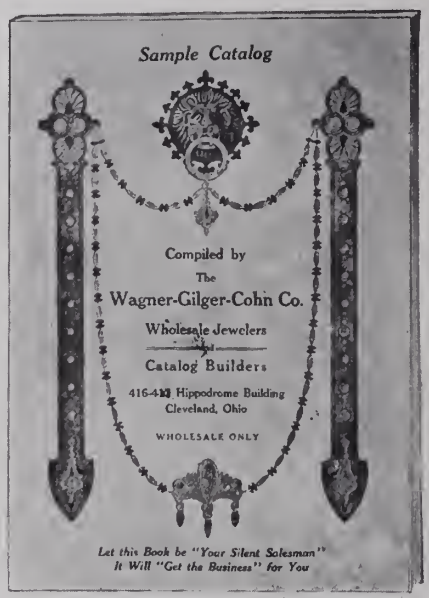
Your Holiday Advertising Campaign can be conducted more economically and effectively through the adoption of our SYSTEM than any other method applicable to the requirements of the Retail Jeweler.

THIS CATALOG WILL TURN THE TRICK

It's the up-to-date means the Jeweler has of making a personal appeal for patronage.

Thoroughly Practical and Adapted to Any Locality

No matter where you may be located, this method of advertising accomplishes the same results—immediate returns and a healthy and permanent increase in your business.



Merchandise, attractively illustrated, truthfully described and correctly priced is sold before the customer enters your store.

Remember! Dependable Goods Are the Keynote to Success

Selling questionable merchandise is bound to create dissatisfied customers and bring ruin to your business. The goods we catalog are the products of well known makers and will establish your reputation for reliability and bring you continued prosperity.

IT'S ECONOMY ITSELF

The following schedule is based on using 500 or 1,000 Catalogs but, of course, we are in position to furnish them in any quantity desired.

Quantity of Catalogs	No. of Pages	Cost of Catalogs	Cost of Envelopes	Postage at 2c.	Complete Expense
500	28	$35.00	$2.00	$10.00	$47.00
1,000	28	65.00	4.00	20.00	89.00

The above prices permit the dealer to select four special pages illustrating any goods he may wish to feature and on which any prices may be adjusted to meet his local conditions.

Write us AT ONCE, stating the quantity of catalogs you can use, also the special lines, such as Diamonds, Watches, Clocks, Sterling and Plated Flat, Hollow and Toiletware, Cut Glass, China, Fountain Pens, Umbrellas, Kodaks, Phonographs, Engraving, etc., that you wish to illustrate and a complete set of samples will be sent by return mail for your consideration.

DON'T DELAY! ACT TO-DAY!

A BETTER AND LARGER BUSINESS WILL BE YOUR REWARD

WE SELL NO GOODS AT RETAIL

THE WAGNER, GILGER, COHN CO.

THE SIGN OF DEPENDABILITY GWC

WHOLESALE JEWELERS *CATALOG BUILDERS*

416-417 HIPPODROME BLDG. CLEVELAND, OHIO.

WE CHAMPION THE CAUSE OF THE RETAILER

JOBBING ACCOUNTS SOLICITED FROM LEGITIMATE JEWELERS

A TRADE-MARK, *in itself,* will never make a line ***high grade,*** but a ***high grade*** line, backed up by a Trade-Mark, creates confidence in both dealer and consumer.

This Trade-Mark on goods is the ***synonym*** for ***correct quality as stamped*** and highest grade workmanship.



REGISTERED

CRANE AND THEURER, Inc.

Manufacturers of 14-Karat Jewelry

13-15 Franklin Street

NEWARK, N. J.

HARRISON
Umbrellas
and Walking Sticks

We have for many years been credited by the Jewelry trade with making by far the MOST ARTISTIC and BEST SELLING line of MOUNTED UMBRELLAS and WALKING STICKS in the country.

This Season's Productions exceed all our former efforts in beauty of design, workmanship and finish.

Trade-Mark

W. W. HARRISON CO.
Makers of
Umbrellas and Walking Sticks
OF THE BETTER SORT
5th Ave., Cor. 34th St. NEW YORK

Established
1876



A NEW HAND ENGRAVED CIGARETTE CASE
Made in two thicknesses to contain either a single or double row
Single - (No. 1900) may be retailed for $9.00
Double (No. 1642) may be retailed for $9.75

Silverware bearing this trade-mark denotes sterling silver 925-1000 fine.

Chicago Office, 910 Heyworth Bldg.
New York Office, 37 Maiden Lane
San Francisco Office, 717 Market St.

Our Product in Sterling Silver

to-day is superior in every particular to any line that this concern has devised during its existence of over half a century. This claim is proven in our

ILLUSTRATED CATALOGUE

showing prices and designs, which we will send upon request. It contains full information concerning our new ideas in

Toiletware, Manicure Pieces and Sets, Sandwich Plates, Cups, Jam Jars, Strainers, Hollowware, Casters, Lemon Dishes, Salts and Peppers, Condiment Sets, Candlesticks, Novelties, etc., in Sterling Silver. They are illustrated, explained and priced in our Catalog, which we will send to you upon request.

May We Mail You One?

JAMES E. BLAKE CO.
ATTLEBORO, MASS.

MOOSE EMBLEMS OWL

We are the exclusive makers of the official Loyal Order of Moose emblems. The design is protected by patents and infringers will be prosecuted.



These official Moose emblems we carry in a variety of styles in buttons, charms, rings, badges, etc.
Write for catalogue.



Order of Owl emblems are made by us exclusively, we controlling the patent and will prosecute infringers.



We make these Owl emblems in a great number of styles, and if your jobber doesn't carry them, write us for selection.

THE GUSTAVE FOX CO., Cincinnati, Ohio

"PARISIAN IVORY"

FRENCH CELLULOID

Its growing popularity has made it a most desirable addition to a Jeweler's Stock.
A visit of inspection will be of interest. There are big profits and quick sales in this new line.
We have an unlimited variety of Toilet Articles, Photo Frames, Clocks, Desk Requirements and Novelties.

DEITSCH BROS. TRADE MARK **14 E. 17th St., New York**



Let Us Send You a Selection of Our New Goods

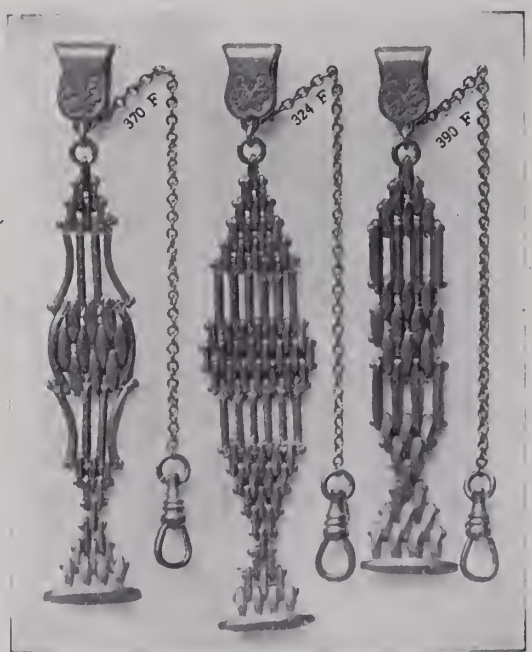
We Are Manufacturers Direct to the Retail Trade

Mr. Retailer, did you ever stop and consider what that means? Only one reasonable profit to pay, and the maker of the goods to hold responsible for quality and workmanship. We have been selling the retail trade for over ten years, and can refer you to many of the best jewelers in the country as regards our methods, prices and satisfaction.



Bracelets
Chains
and
Fobs

in One-tenth and Quarter Gold are our specialty.







We will gladly send you our prices and solicit a trial order. May we send them today?

A & Z CHAIN CO.

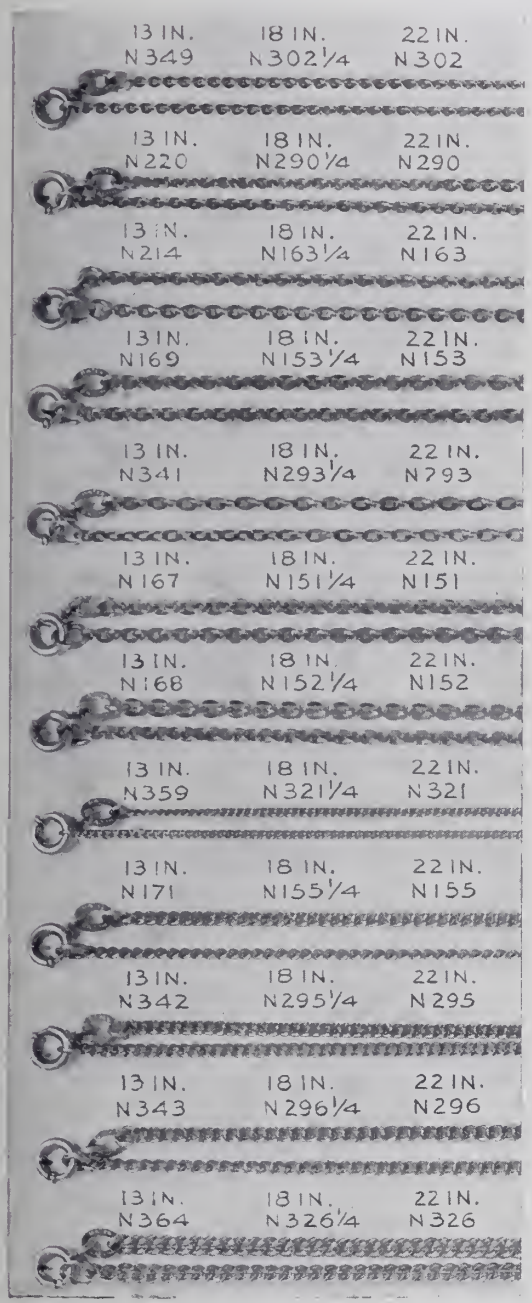
116 Chestnut Street, PROVIDENCE, R. I.

NEW YORK CHICAGO KANSAS CITY SAN FRANCISCO

Bates & Bacon's New Method Chains

are the best, single-soldered link on the market. Made of the best seamless gold-filled wire. Warranted not to kink.

Every chain is stamped with Bates & Bacon's name on ring and all chains are guaranteed



Bates & Bacon

Chains
Lockets
Bracelets

Attleboro Mass.

NEW YORK: 9 Maiden Lane CHICAGO: 31 North State St.

BLISS BROTHERS COMPANY

THE LINE OF QUALITY

Sold only through Jobbers





2553

LOCKET

B CO

Trade Mark



L 4335



L 4224

Ask Your Jobber for

The LINE of QUALITY

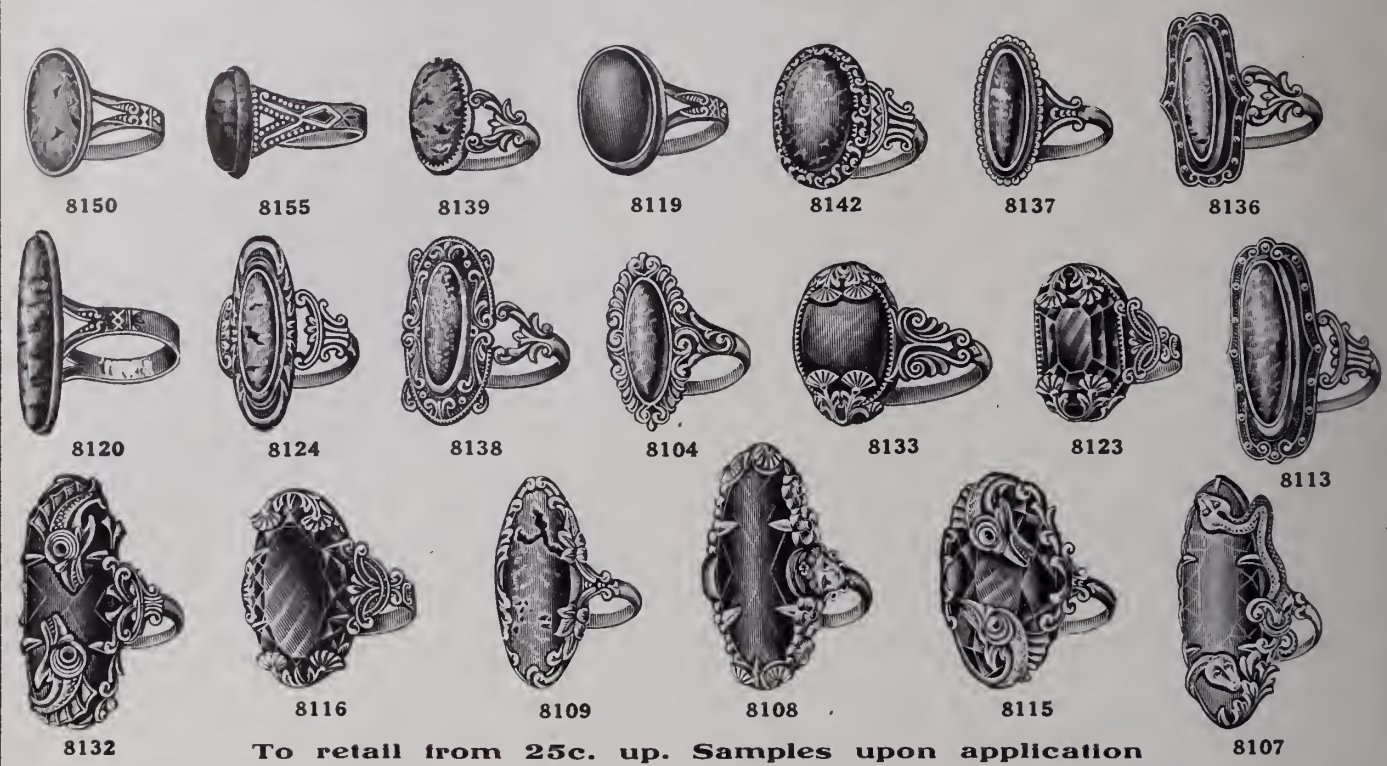
We have just issued an illustrated three-color Booklet descriptive of our line. Drop us a line if you have not received it.

CHARMS
SCARF PINS
BUTTONS

Bliss Bros. Company
Attleboro, Mass.

LOCKETS
BRACELETS
FOBS

STERLING SILVER RINGS



To retail from 25c. up. Samples upon application

RHODE ISLAND RING CO., 21 Eddy Street, Providence, Rhode Island



Finish *Quality*

PROVIDENCE STOCK CO.

100 Stewart Street
PROVIDENCE, R. I.

A Few Suggestions for Your Fall and Holiday Trade

You can bank on our goods selling. Our line is so extensive that you are not confined to a few articles. Our AMORITA BRACELETS make a good leader. The patented safety catch is an exceptional talking and selling point.

Then, too, our VEST, NECK and LORGNETTE CHAINS, FOBS, PENDANTS and other BRACELETS in GOLD-FILLED offer unlimited opportunities. All our GOLD-FILLED goods are made from a SPECIAL PROCESS—HARD FINISH—WEAR RESISTANCE, HIGH-GRADE STOCK.

We also make SOLID GOLD VEST, NECK and LORGNETTE CHAINS, SCARF PINS, PENDANTS and LAVALLIERES.

Ask Your Jobber for an Inspection of Our Line



TRADE → ♡ ← MARK

SAMPLE OFFICES
11 Maiden Lane, NEW YORK
10 S. Wabash Ave., CHICAGO

Look for
PR-ST-CO
Stamped on Swivel of Coat Chains, etc.



AMORITA

Look for → ♡ ← Trade-Mark
on Bracelets

Look for
PR-ST-CO
Stamped on Spring Rings and Swivel of all Chains



Columbus on his celebrated voyage, searching for new markets and the treasures of the East, succeeded in discovering a great country. There are numerous jewelers in that country to-day who are searching just as eagerly for places to market their wares:—and where they can properly replenish *their* stock of treasures. That is where we come in.

You need a house that can give you the right kind of service, fill orders promptly, send what is newest and best in the principal market of the country—NEW YORK—and always at the lowest prices, consistent with quality, style and finish. Such service will materially assist you in marketing *your wares.* Write us about it. We will send you further particulars by mail.



Henry Freund & Bro. *"Sellers of Sellers"*

71 Nassau Street, New York

Elk, Eagle and Moose goods a specialty

Our Trade Mark "The Rose" stands for quality and excellence and is equal to a Government stamp

---

Novelty Jewelry Always In Vogue

Baroque Pearl, Coral, Amethyst and Turquoise Earrings, Brooches and La Vallieres

14 Karat Gold

Ludwigs

Manufacturers of Unusual 14-Kt. Jewelry

9 WEST 31st STREET, NEW YORK



Hoop and Pendant Earrings in Baroque Pearl, Coral and Plain Gold

May We Send Our Illustrated Sheets and Prices?



The Most Complete, Reasonable, and Salable Line of

SHEFFIELD PLATE

Also Jewelers' Specialties in Pewter, Bronze and Silver

We have specialized in the manufacture of "American Made" Sheffield Goods for over a quarter of a century.

WE WILL SEND YOU UPON REQUEST

illustrated matter that will convince you the best in Sheffield Plate can be secured here, at prices that are low and less the duty.

Lawrence B. Smith Co.

326 A Street, corner Summer Street, BOSTON, MASS.

REAL GUN METAL BAGS AND PURSES

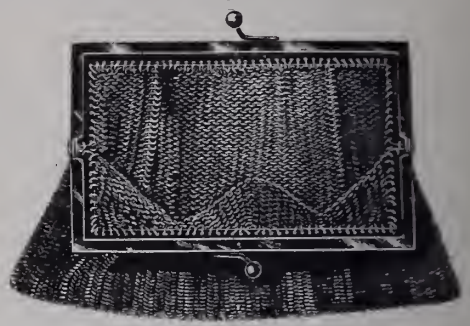
"The Quality's There"

The Bag Displayed (⅓ size) is *Only One* of Our Extensive Line, made in

2¾-3¼-4-5-5½-6-7-8 inch Tops

IN

Regular and Extra Fine Mesh, Herring Bone and Accordion Weave.



THERE IS A GREAT DEMAND FOR GUN METAL. ORDER NOW AND SHARE IN THE PROFITS OF YOUR COMPETITORS.

Our 16-Page Catalogue Is Yours For the Asking.

OPPENHEIMER-BRUSSEL IMPORTING CO.

FLATIRON BUILDING

NEW YORK CITY

THE RICHELIEU PEARL

To Pearl Admirers

The RICHELIEU has all the beautiful and splendid qualities of the genuine pearl, giving the wearer continued satisfaction and the pleasure that is enjoyed by the display of the genuine pearl.



Six Months Later

Heretofore artificial pearls after six months' wear had to be discarded because they lost their lustre and peel. Like the real pearl, the RICHELIEU will last a lifetime. The only one of its kind.

Designed in

NECKLACES, SCARF PINS, BAR PINS, LA VALLIERES, RINGS, BRACELETS, STUDS, BROOCHES, BARRETTES, EARRINGS.

LENGTH—stock sizes 15 inches in six pearl sizes.

COLORS—white, rose, light cream, salmon and grayish black.

SNAPS—beautifully designed in platinum, mounted with precious stones.

JOS. H. MEYER BROS. 59 NASSAU STREET NEW YORK CITY **The Sketch Book House**



Fashionable and Individual

Fashionable and Individual—these are the two great factors that influence the customer when buying jewelry.

Monogram Fobs are always fashionable and in good taste. There is always a steady, popular demand for them, as every jeweler knows.

Then, too, they are individual and make an excellent present on all occasions, especially during the holiday season.

Their modeled solid gold fronts give them a much finer appearance than any hand cut or plain Monograms.

At the same time the jeweler can make them in any combination at his own establishment without sending to the factory or having his own engravers spend a lot of valuable time on this work.

NOW—as the holiday season begins these Monograms will be more popular than ever. Those jewelers who are supplied will get the business.

If you have not a stock of Belscript Monograms be sure to fill out the coupon attached and samples and full information regarding our complete dealers' outfit will be quickly mailed to you.

Date .....

JOSEPH L. HERZOG & CO.
45 Rose St., New York

Gentlemen—Please send me sample and full information regarding the Belscript Monogram system.

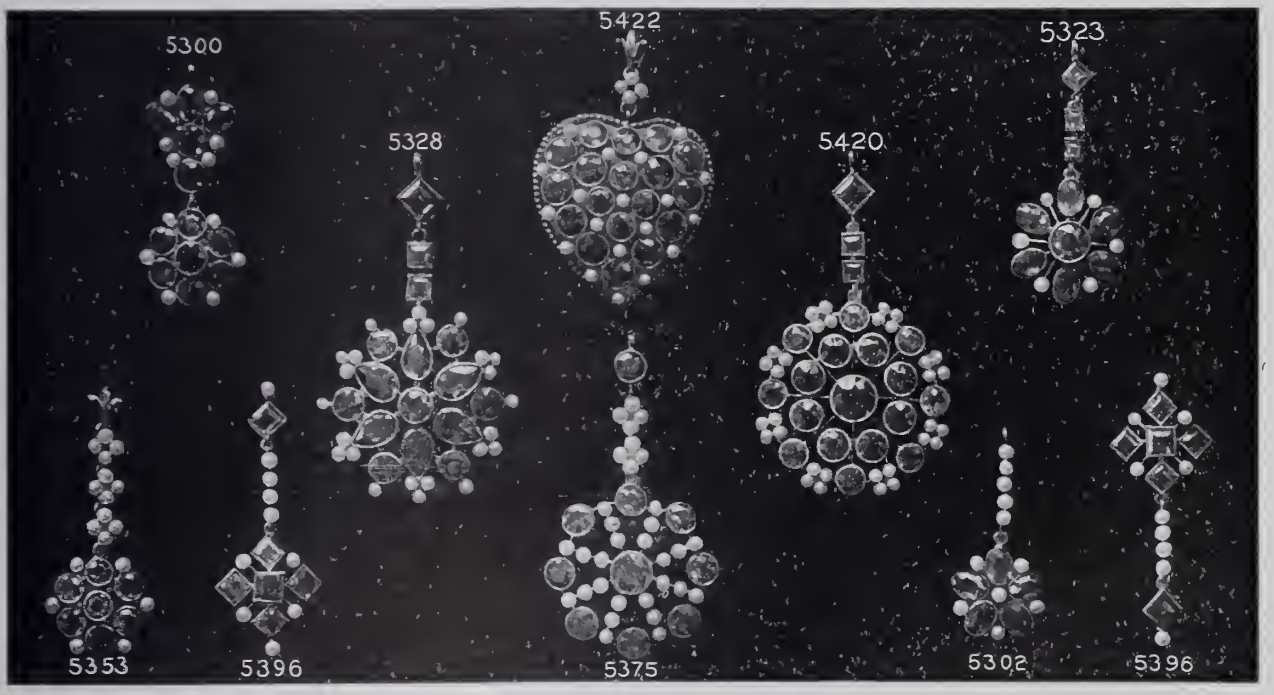
Signed .....

Street Address.....

Town and State.....

AN ENTIRELY NEW LINE OF AMETHYST PENDANTS

INEXPENSIVE



VERY DAINTY

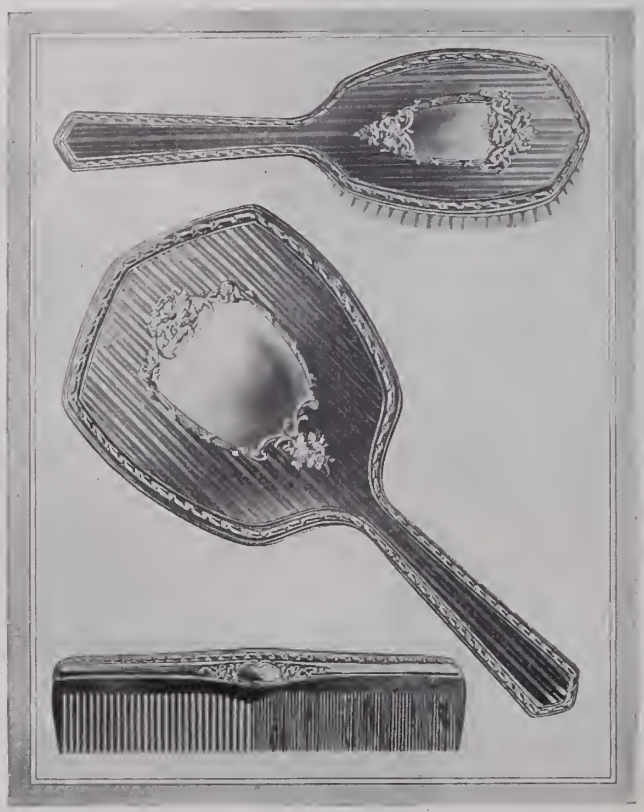
Send for Selection Package on Memo.

G. A. BRIGGS, Pres. R. S. BLAKE, Treas. G. S. TROW, Secy.

WILLIAM L. SEXTON & COMPANY

INCORPORATED

FORTY-NINE JOHN STREET, NEW YORK



The Dolly Varden

A COMBINATION of die work and engine turning, producing a pattern of strength, dignity and grace.

Must be seen to be appreciated.

No matter how carefully made, illustrations cannot do justice to this superior design.

Your copy of our 1911 Catalogue is now ready. Send for it.

La Pierre Mfg. Co.
Silversmiths
Show Rooms, 7 West 34th St. New York
Newark, N.J.




THE "MOST-DURABLE"
STERLING MESH BAGS
PIERCED and ENGRAVED
Also
GERMAN SILVER MESH BAGS
SELL RAPIDLY
ON MERIT
POPULAR PRICE
FILLS DEMAND
Send for Catalogue showing full line
Sterling and German Silver Mesh Bags,
Sterling Toiletware, Novelties, Etc. :
MANUFACTURERS FOR
THE JOBBER. QUICK
ACTION ON ORDERS
EASTWOOD-PARK COMPANY
New York Salesrooms, 15-17-19 Maiden Lane
NEWARK, N. J.
EPCo

INSIST ON "NEWARK-MADE"

Krementz & Co.
Platinum and 14-K. Diamond and Enamel Jewelry
Krementz Bodkin Stud and Vest Buttons

Crane and Theurer, Inc.
TRADE MARK
13-15 Franklin St.
14 KARAT LINES

Andrew O. Kiefer
10-K. Profit-to-the-Dealer Rings
61 Arlington Street

Meyer & Gross
Makers of High-Grade Rings
Guaranteed in Every Respect
401-407 Mulberry Street

10K Business Builders
Layman-Van Ness Co.
Trade Mark
91 Oliver Street

Moore & Son
Gold Rings and Jewelry
22 Green Street

Osmun-Parker Mfg. Co.
Makers of Fine Pearl and Diamond Jewelry
338 Mulberry Street

Thurstans & Waters
Makers of Gold Bar Pins with
Self-Locking Catch
50 Columbia Street

Bippart, Griscom & Osborn
14-Karat Jewelry
2-8 Garden Street

Goldsmith-Koch Co.
Mesh Bags, "Something Different," Every Link Soldered at no advance in price over the former Unsoldered
103-109 Oliver Street

Taylor & Co., Inc.
10-K. Jewelry — In make and finish unsurpassed by goods of any higher quality
XTK
47 Chestnut Street

Battin & Company
Small Wares—Gold and Silver
Salesroom, 320 Fifth Ave., N. Y.
106 Ogden Street

The Keller Jewelry Mfg. Co.
10-Karat Jewelry
Factory 251 N. J. R. R. Ave.
New York Office 64 Nassau Street

Charles C. Wientge Co.
Artistic 14-K. Gold Jewelry, Novelties and Silverware
14KWK
32 Marshall Street

Lee-Dodd Company, Inc.
14-Karat Jewelry—Christian Science Jewelry
13 Franklin Street

BROWNE, JENNINGS & LAUTER
Makers of Fine Platinum and Gold Jewelry
Also Special Work from Designs
N.Y. Office, 49 Maiden Lane 48-50 Walnut St.

Frederick B. Weiss, Inc.
The Up-to-Date 10-Kt. Line
<W>10K
473-475 Washington Street

John Chatellier
Specialties—Boxes, Cigarette, Vanity and Card Cases
In Gold and Silver
N.Y. Office, 341 Fifth Ave. 306 Market St.

EASTWOOD-PARK CO.
Silversmiths
Toilet Articles, Novelties and Mesh Bags
N.Y. Office, 15 Maiden Lane
Austin and Murray Streets

Kohn & Company
Makers of the Celebrated
10-K. Line with the 14-K. Appearance
Camp and Orchard Streets

Burstow, Kollmar & Co.
Bracelets and Bead Necks
18 Columbia Street

14K, 10K Gold, Platinum, Diamond Goods, Silver Novelties and Silverware.
Because These firms Employ the Most Expert Artisans In the Jewelry World and Produce the Newest and most Artistic Lines Shown to the Trade.

Link & Angell, Inc.
TRADE MARK
14-K. Jewelry
13 Franklin Street

William Link Company
Makers of Profit-making
Distinctively Designed 14-K. Jewelry
TRADE 14LK MARK
401-407 Mulberry Street

Charles W. Park
Maker of Fine Sterling Goods, Novelties
and Mesh Bags
Oliver and McWhorter Streets

Day, Clark & Co.
Bead Necklaces
449 Washington Street

Frank Krementz Co.
Makers of 14-Karat Jewelry
532 Mulberry Street

Garland, Fisher Company
10-K. Mesh Bags and General Line
N.Y. Office, 9 Maiden Lane
530 Mulberry Street

Abig & Wagner
Specialty: 10 and 14-K. Bracelets and LaVallieres
50 Columbia Street

Weizenegger Bros.
Sterling Silver Mesh Bags
358 Halsey Street

Hagerstrom & Chapman Co.
"The House of Originality"
14-K. and Platinum Jewelry
85 Columbia Street

Riker Brothers
TRADE R MARK
Manufacturing Jewelers—14-Karat Only
42-4-6 Court Street

Bride & Tinckler
Choicest Whole Pearl Line
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14K Courtois, Bush & Garrigus
Sporting Jewelry, Vanity Cases, Etc.
473 Washington Street

14K L. Fritzsche & Co. 10K
Fine Gold Jewelry
Patented Nail Bracelet
480 Washington Street

Van Moppes & Son
Diamond Cutters and Polishers and Importers
of Rough Diamonds for Mechanical Purposes
671 Broad Street (Wiss Bldg.)

La Pierre Mfg. Co.
Silversmiths
Candlesticks 50 Columbia Street

Eckfeldt & Ackley
14-K. only—Lockets, Links and Novelties
98-104 Murray Street

WORDLEY, ALLSOPP & BLISS CO.
14K. BRACELETS WAB
33 East Kinney Street

STROBELL & CRANE
Bracelets, Lockets, La Vallieres
Plain, Engraved, Jeweled
Ladies' and Children's Rings, Scarf Pins, Tie Clasps
Trade-Mark: S 14 C E. Kinney & Orchard Sts.

Allsopp & Allsopp
TOPPY
Inexpensive
Platinum Diamond Jewelry
18 Columbia Street

David C. Dodd Co.
Platinum, 14-K and Enamel High Grade Jewelry
Bar Pins a Specialty 23 Marshall Street

Henry Ziruth
Unbreakable Chains—High Grade 10 and
14-K. Gold and Platinum Chains
30 Court Street

READY TO SET
Crown Quality Ring Mountings
Made in Gold and Platinum
14K
ARCH CROWN MFG. CO.



They go in like a Needle



and hold like an Anchor

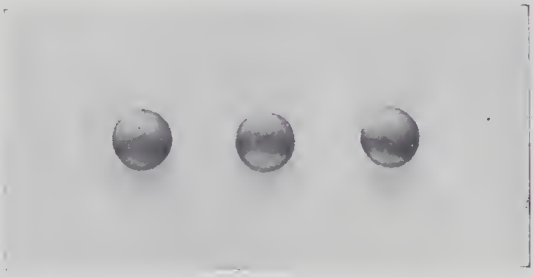
Never mar the stiffest shirt front
Cannot break, because
They have no spiral springs
No solder joints
No hinges
No tubes
No loose parts

Krementz Bodkin-Clutch Studs and Vest Buttons



Made in Krementz quality and Krementz workmanship, and backed with the Krementz guarantee—a new one free for every bodkin back that is broken from any cause. In every grade from Krementz rolled gold plate to gold and platinum set with precious stones.

Booklet "Solid Facts" gives full information
Yours for the asking



ROLLED GOLD

KREMENTZ & CO.

NEWARK, N. J.

NEW YORK: 286-288 Fifth Ave. **SAN FRANCISCO: 722 Shreve Bldg.**

PARKS BROS. & ROGERS, Providence, R. I.
Selling Agents to Jobbing Trade for U. S. and Canada



Plain, Engraved and Engine Turned

Frames Will Sell Forever

They Are Staple

Graff, Washbourne & Dunn Make Them

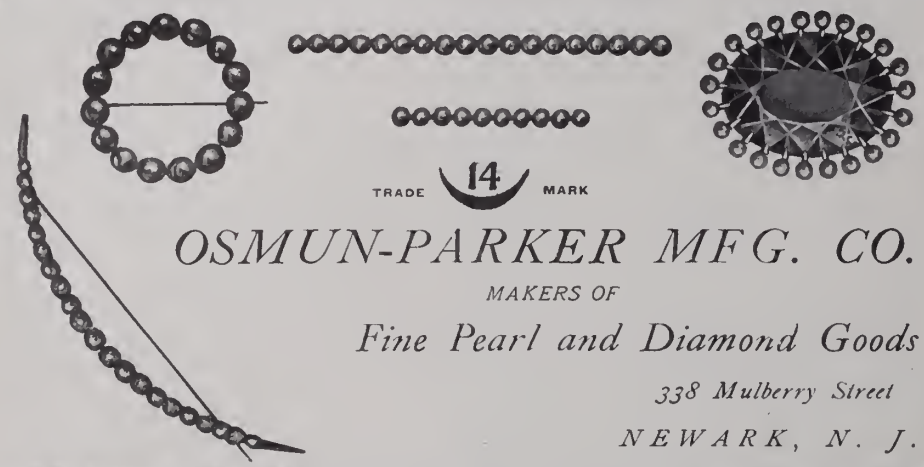
In Over 500 Sizes and Styles
At Prices of Wide Range
Of Quality "Par Exellence"

A Big Display Means Business

Graff, Washbourne & Dunn

SILVERSMITHS

Office and Factory, 142 West 14th Street, New York.



TRADE 14 MARK

OSMUN-PARKER MFG. CO.

MAKERS OF

Fine Pearl and Diamond Goods

338 Mulberry Street

NEWARK, N. J.



L. ADLER & SON

MANUFACTURERS OF

Diamond Mountings
Pearl Brooches
AND
Chains

142 FULTON St., NEW YORK

TELEPHONE 8283 CORT.



SPECIALIST

in

Black Onyx Mourning Jewelry
Also an Attractive Line of
Necklaces in Coral, Amethyst
Fancy and Black Onyx and Pearl

SAMUEL LAWSON

19 John St., New York **Established 1863**



Geo. O. Street & Sons

ESTABLISHED 1837

SIGNET RINGS

TRADE S MARK

35 Maiden Lane
NEW YORK

Est. of **A. O. BAUMANN**

Manufacturer of

IVORY and TORTOISE SHELL GOODS

Toilet Articles a Specialty
Repairing in all its Branches

53 West 37th St. **New York**

The Bowden Rings

ARE COMPLETE IN VARIETY, CORRECT IN QUALITY AND PERFECT IN FINISH. WE MAKE EVERY VARIETY OF FINGER RINGS

J. B. BOWDEN & CO.,

15, 17, 19 Maiden Lane, 2d Floor NEW YORK.

G. R. HOWE
W. T. CARTER
W. T. GOUGH

ESTABLISHED 1841 BY A. CARTER

F. R. HORTON
F. W. STANBROUGH
H. L. FARROW

CARTER, HOWE & CO.

MANUFACTURERS OF ARTISTIC—SALABLE—RELIABLE

GOLD JEWELRY

TRADE-MARK

TRADE-MARK

INCLUDING THE MOST COMPLETE ASSORTMENT OF

Vanity Cases, Mesh Bags and Purses in Gold and Silver, plain, engraved, engine-turned and etched designs.
All styles of Fancy Design Chains for Men and Women in 14 Kt. Gold and Platinum, including Lapel Chains, also Sautoir Chains in Fancy Enamels with Lockets to match.
Large variety of Lorgnettes in 14 Kt. Gold and Sterling Silver.

9-11-13 Maiden Lane, NEW YORK

Factory: NEWARK, NEW JERSEY



Success means

catering to the natural inclinations and tastes of your patrons. That explains the popularity of these bow knot brooches. Exquisite artistic designs, with a ribbon background changed at will to suit my lady's gowns and wishes. Do you wonder these goods are sellers with a big S? Have a selection package?

A. J. HEDGES & CO.

Makers of 14-Kt. Jewelry

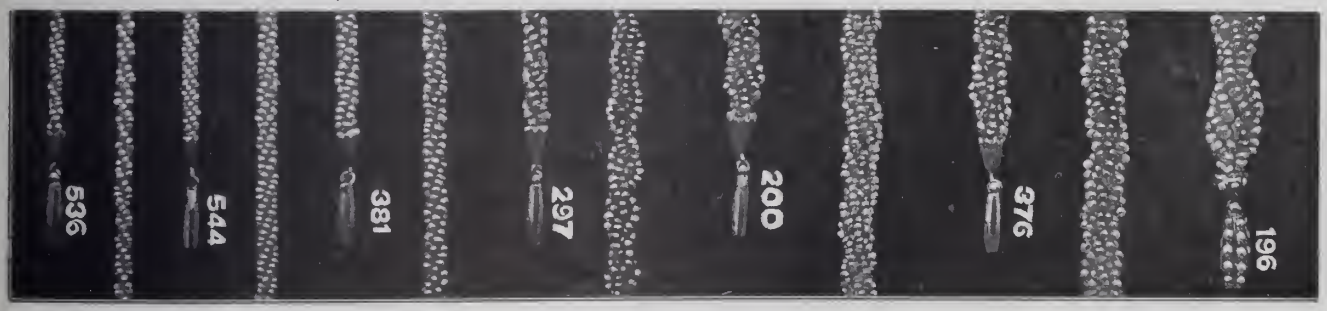
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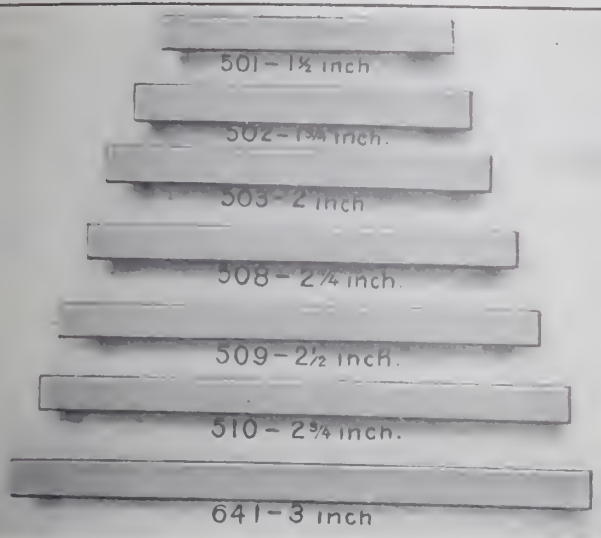
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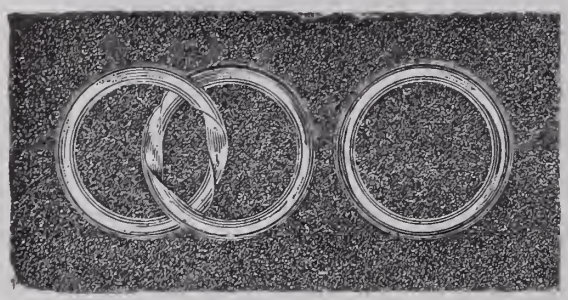
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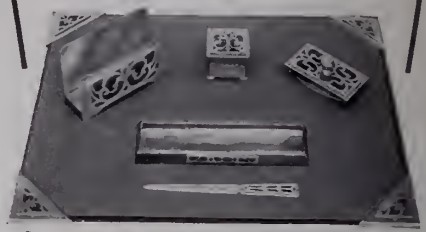
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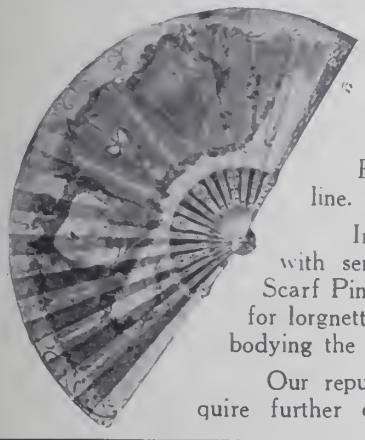
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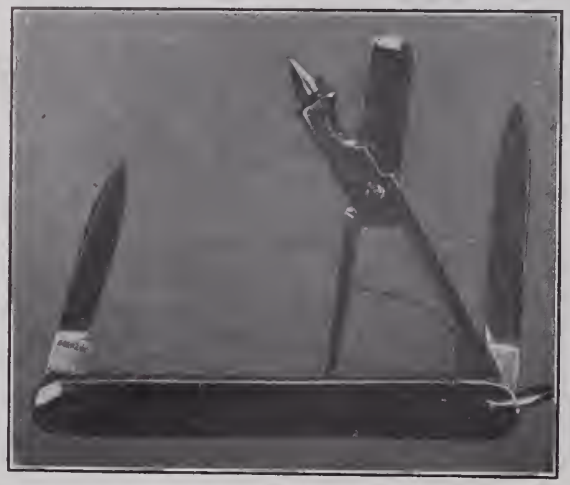
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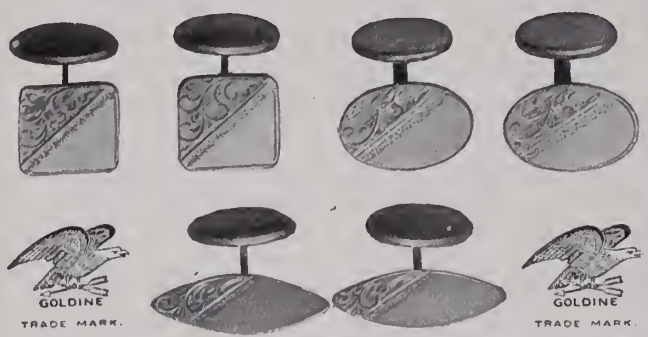
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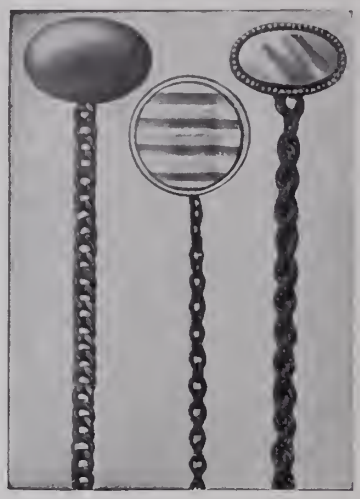
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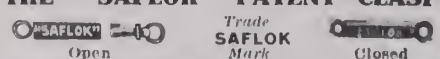
GOLD AND SILVER PLATERS

Gems and Precious Stones

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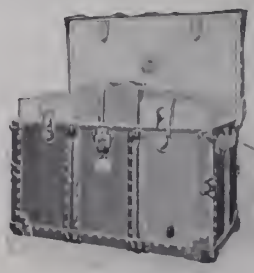
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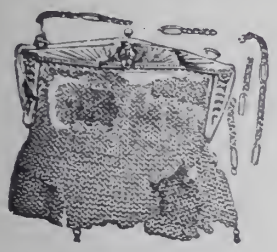
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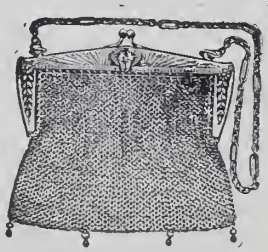
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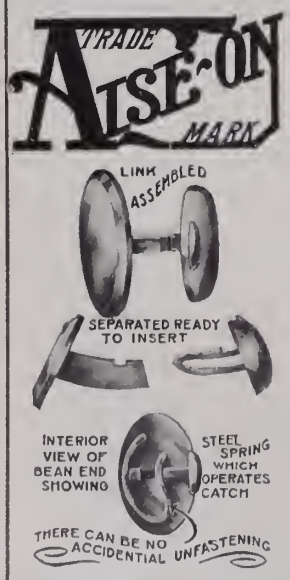


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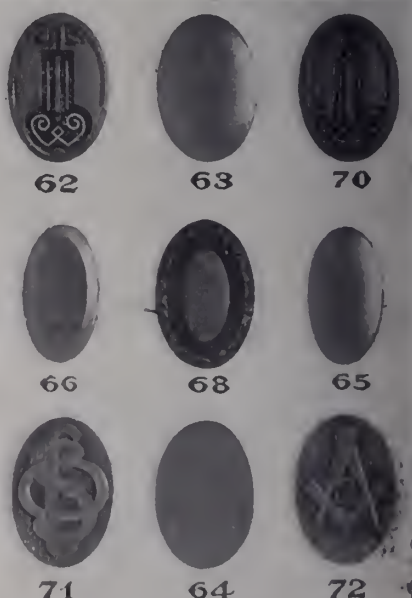
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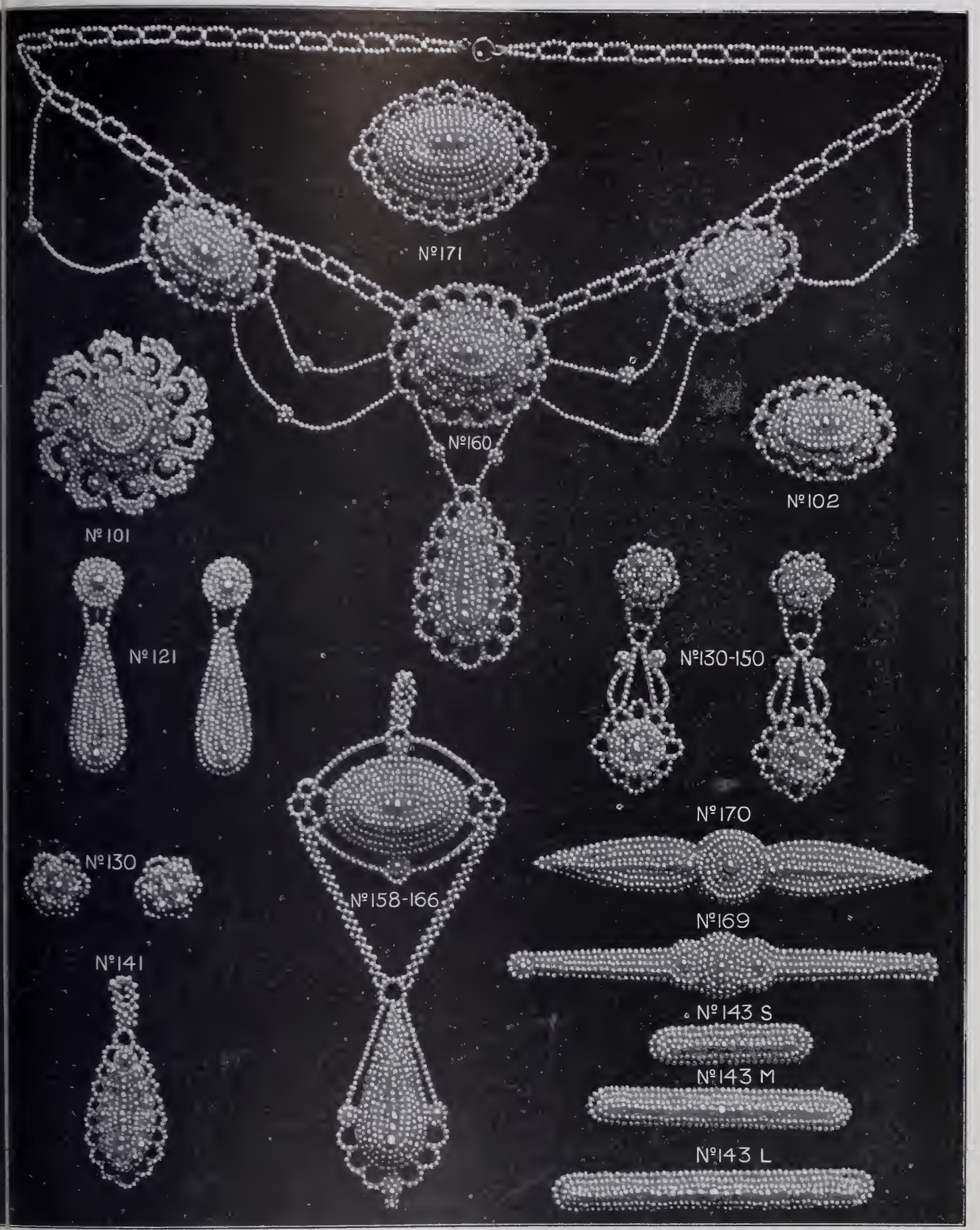
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THE JEWELERS' WEEKLY THE JEWELERS REVIEW

VOL. LXIII. WEDNESDAY, OCTOBER 11, 1911. No. 11.

ELSIE BEE'S FASHIONS.

NOVELTIES SEEN AND NOTED ON A LADY'S RAMBLES AMONG THE JEWELERS

A VELVET band, covered with a diamond network, is used for either the hair or the neck. Clasp or pins may be adjusted at the ends.

* * *

Seed pearl earrings in drop design are in vogue.

* * *

Ropes of seed pearls are exceedingly fashionable.

* * *

Slender line effects still prevail in brooches of platinum and small diamonds.

* * *

The neck band having a spring in the clasp commends itself to one's attention, as it is so convenient of adjustment and insures a snug fit.

* * *

A dainty little veil pin is slightly curved and is worn in the front of the hat to hold the veil in place at a point where it is apt to slip down.

* * *

Calibre setting seems to be coming to the fore again. In rings, scarf pins and pendants, it lends itself invaluably to the wondrous fairy-like designs that now prevail.

* * *

Mesh bags in stripped, figured and bordered effect are still in demand. Those of plain green gold having so fine a mesh that they have the luster of satin are considered the smartest.

* * *

The hat pin of triple use is still in vogue. Besides being movable so that it may be tipped in any position to show off to best advantage in the hat, it is also removable and capable of being used as brooch or pendant. It is circular in form, decorated with transparent enamel and diamonds.

* * *

An attempt at novelty is seen in the brooch that is in the form of a perpendicular rectangle, having slightly rounding corners. It is about two inches high by three-quarters of an inch wide, and has a suggestion of curve to fit the neck. Worn either as brooch in front or back, or pinned on a velvet band, it is very effective. But only the woman having a long neck could wear it.

* * *

Shapes in novelty watches are almost unlimited. Octagonal, rectangular, triangular, oval, they are beautifully decorated with delicate traceries of diamonds, the changeable enameled plate beneath giving the contrast of color and serving an important part in the usefulness of the ornament by permitting the matching of costumes. So small and dainty, with the chain to match—and this is sometimes attached by means of double pendant side chains—they are still worn as sautoirs or lockets.

* * *

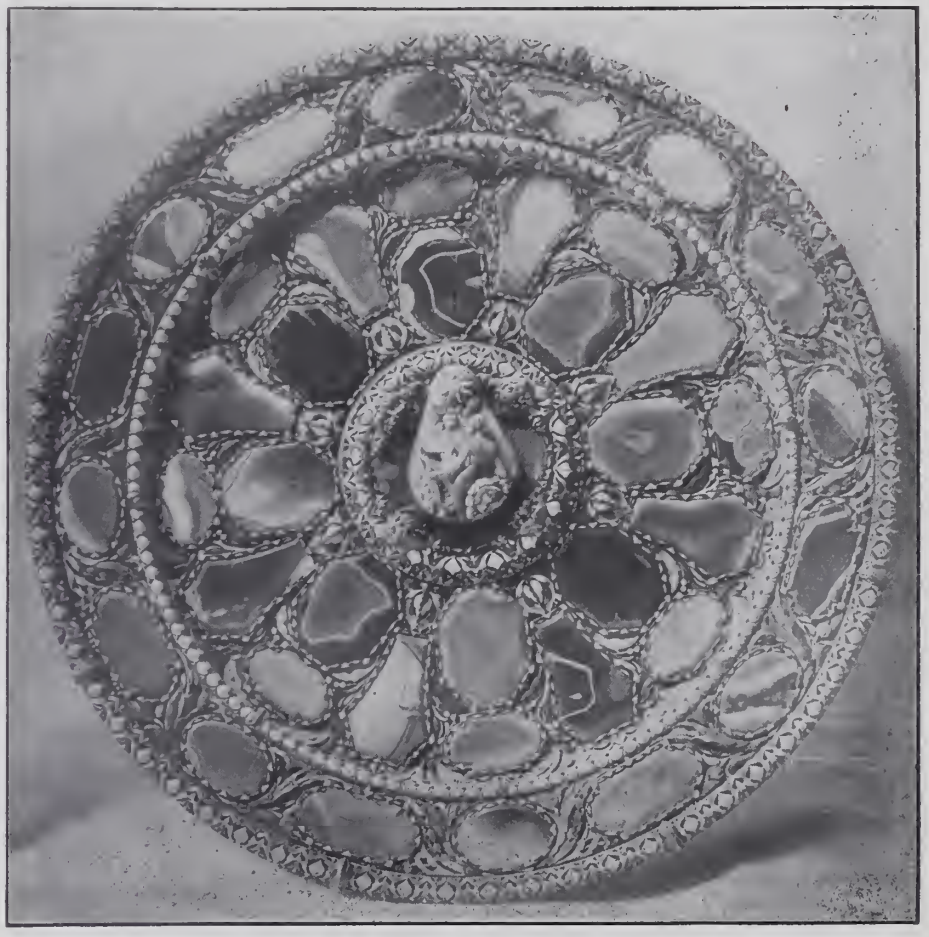
A new idea in a bar pin combines brooch, corsage, veil pin and flower holder. It is a bar made of closely set diamonds in an attractive conventional design, but set so that it is flexible. A spring is arranged in a way that by pressing the ends this flexible band slips forward upon the slender platinum frame, forming a half circle or loop through which the stems of flowers may be slipped. By removing the fingers from the ends, the spring releases, holding the enclosed flowers securely. The advantage of this ornament over the usual flower holder for the corsage is that it holds one flower or a bunch, the spring adjusting itself to the size of the enclosed stem or stems.

ELSIE BEE.

John Frank & Son have returned from business at New Prague, Minn., and have been succeeded by Jos. L. Frank.

Gorgeously Mounted Dishes of Lapis-Lazuli and Sardonyx Shown at Vienna.

ON the front cover of this issue is shown a very unique work of art, viz., an oval dish composed of 21 plates of lapis-lazuli in fine mountings of silver gilt and enamel. A similar round dish, composed of Sardonyx plates, is shown on this page. It is mounted in gold and enamel, and in addition bears a fine cameo of Diana in the center.



DISH COMPOSED OF SARDONYX PLATES, IN THE COURT MUSEUM AT VIENNA

Both dishes are preserved in the Court Museum at Vienna, and were made in the 17th century, when the materials of which they are fashioned enjoyed great popularity. The effect of the variegated plates in conjunction with the artistic mountings, is truly gorgeous.

C. A. B.

George Greer, who has been in the jewelry business in Gallaway, Nebr., for the past 15 years, has gone to Rushville, Nebr., where he will enter the jewelry business again.

The Puritan Signet

This smart-looking pattern is a decided departure from the ordinary signet ring. The new oval shape of table running across the finger produces an odd effect that appeals to everyone who appreciates a ring of character and originality.

They are made in steel dies, which means that every ring is uniform and smoothly finished. ¶ The quality is 14-K. gold and you can have them either perfectly plain or hand engraved in three different sizes—suitable for both men and women.

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Rare Specimens of Art of 17th and 18th Century Silverware Soon to Be Exhibited at the Metropolitan Museum of Art, New York.*

E. O. Jones, one of the foremost living experts on the silverware of the 17th and 18th centuries, arrived in New York recently, to arrange the forthcoming loan exhibition of early American church plate, supplemented with antique household silver, at the Metropolitan Museum of Art. He found awaiting him a list of 100 exhibits prepared by the officials of the museum and the Society of Colonial Dames of the State of New York. They included the treasures of many shrines in this State, Connecticut, New Jersey, Delaware, Virginia and Kentucky—gifts of English kings and queens to the struggling churches of their American colonies, basins, tankards and beakers cunningly wrought by the old American silversmiths, emblazoned with coats of arms and crests and inscribed with words of love and piety, and, finally, pewter vessels with which the missionaries of two centuries ago conveyed the sacraments to Indians in primeval forests.

Here was enough to engross the antiquarian. The mere mention of such a list delights the lover of old silver. The imagination is excited by hints of historic footnotes and romance in the stories of these sacred vessels. Yet none of these elements of interest exhaust the full significance of Mr. Jones's visit.

The exhibition is part of a State-wide movement to analyze and tabulate the sacred vessels of the colonial churches of America so that they shall become as definite a source of knowledge as the Elgin marbles, the clay tablets of ancient Nineveh, or the word symbols of the Egyptian tombs.

The domestic silver of colonial America is comparatively well known; the church silver is not. Yet it is the richer of the two in variations of form and historical significance.

This was the thought in the minds of leaders in the Society of Colonial Dames of Massachusetts when they invited Mr. Jones to visit America, he coming first to Boston, where an exhibition of American church silver was recently opened. His qualifications were attested by his authoritative works on the antique silver of the Czar of Russia, the famous Windsor collection of England, and the ancient silver at Oxford. He had prepared two catalogues of the treasures in silver in the collections of J. Pierpont Morgan for that connoisseur's private use.

"The thing that has impressed me most," said Mr. Jones to a New York *Times* reporter on the day he arrived, "is the remarkable richness of the New England churches in ancient plate. In New England alone I examined fully 1,000 examples of Colonial church vessels. I always thought the colonists were comparative poor. Yet in tracing these church vessels, by searching through wills, inventories, and similar records of the colonial period, I have been struck with the wealth of the people.

"Even this fact, however, does not explain the great number and value of the New England church vessels. We know, of course, that there were quantities of plate in the colonies. Yet one associates church silver with ritual, the Puritan churches seem to have been pervaded with a spirit that was the antithesis of this."

Mr. Jones spoke only of New England. While this group of colonists developed the art of the silversmith earlier than their sister settlements, and possibly carried it to a greater perfection, there is no reason to believe that the making of silver vessels was not also very popular in the other colonies, or that Mr. Jones will not find in this city and to the southward church treasures comparable in value and interest to those of New England.

An index to the popularity of the silversmith's craft in the colonies generally is found in a list of early American workers in silver recently prepared by R. T. Haines Halsey, a New York expert in old silver, in connection with an exhibition in Boston. In this collection there were 332 pieces of silver, representing the work of 90 American silversmiths in the 17th and 18th centuries. A list was given also of 329 other early American workers in the metal. Of these, 59 plied their craft in Boston, some as early as 1654. Of the 142 credited to this city, five were at work in 1698, and the list contains such familiar names as Brevoort, De Peyster, Goelet, Hamersley, Kip and Roosevelt. The Pennsylvania silversmiths came still later. They numbered 112, beginning with William England in 1718. The list also includes four in Baltimore, an equal number in Albany and Troy, three in Lancaster, Pa., and others in Stockbridge and Worcester, Mass., Morristown, Bound Brook and Burlington, N. J., and Henrico, Va.

So far as the church treasures of this and the States to the southward are concerned, the available information on the forthcoming exhibition at the Metropolitan Museum suggests that they will equal in interest and value those being shown in Boston. The collection of church plate belonging to Trinity Parish, in this city, for example, is one of the largest in the country. It includes nearly a score of pieces of altar silver belonging to the 16th and 17th centuries.

Among its treasures the oldest is the baptismal basin, dated 1684, and bearing the royal arms and initials of King William of England. Then there is the King William communion service, dated 10 years later, and similarly inscribed. It includes a flagon 11 inches high, a chalice and paten, and is similar in all respects to the set presented by the same ruler to Christ Church, Cambridge, except that in the latter the flagon and chalice are somewhat smaller.

One of the chief treasures of Trinity is the Queen Anne Communion set. Made in 1700, it comprises two flagons, each 12½ inches high; two chalices, 10½ inches high, two cover patens and an alms basin.

Other pieces of old silver in the Trinity collection are the following, with the years they were acquired:

1747—The beautiful Elliston alms basin, 12¾ inches in diameter, weighing 32 ounces, and handsomely inscribed.

1760—An alms basin and a paten by Mordecai Fox, inscribed with the royal arms and initials of King George II.

1764—A chalice similarly engraved.

1766—An alms basin by Fox, with the royal arms and the initials of King George.

Two flagons, similarly engraved.

A credence paten.

A tablespoon, nine and one-quarter inches in height.

The chief interest in the exhibition at the Metropolitan Museum will center, however, in the plate of individual pattern belonging to the early Dutch and Swedish churches of this State, New Jersey and Delaware. The churches of New Jersey alone will contribute fully 30 examples, the so-called "sick set" of the church at Perth Amboy, dated 1611, being among them.

An interest of a different sort will attach to 11 pieces of pewter which forms the communion service at the Presbyterian Church in Deerfield, Somerset County, N. J. In the churchyard of this rural shrine lies the body of the Rev. John Brainard, one of the earliest of the missionaries among the Indians. The communion service of the church he founded will interest connoisseurs, because pewter, the cheapest of colonial metals, symbolizes the poverty of the American pioneers, and sacred vessels of this metal, though not uncommon in their day, mostly disappeared when supplemented by cups and dishes of silver.

Other exhibits will come from Connecticut, Farms Union and Swedesboro, Readington, Rahway, Jersey City and Trenton, N. J. Mr. Jones will visit Delaware within the next few weeks to trace the communion silver from Wilmington, Lewiston and Dover, which will form part of the exhibtion. He has been invited to inspect the silver chalice and flagon given to Christ Church, Philadelphia, by Queen Anne in 1708. The famous "Jamestown set" of the Bruton Parish Church, Williamsburg, will represent Virginia. The First Presbyterian Church of Frankfort, Ky., has arranged to send its noted silver service.

Much practical instruction will be found by the layman in this exhibition of sacred vessels. There are the baptismal basins, for instance. Mr. Jones said that in England they are practically unknown. A number of them are found among the church vessels of New England. The Brick Church of this city treasures one presented to the congregation in March, 1791, "for the use of baptizing children in the New Church." It was in common use for that purpose for over 100 years, and is among the church's most treasured possessions.

These basins survived in America as symbols of Anglo-Saxon independence long after they disappeared in England, where

*From the New York *Sunday Times*.

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their existence was first demanded. During the Cromwellian rule the use of the baptismal fonts in churches was forbidden, as savoring too much of the old, kingly order. The baptismal basin was substituted. Thus the basin became a churchly symbol of a political upheaval. Those to be seen in the forthcoming exhibition will remind one of silver punch bowls. Like the old alms basin and patens they are plain, though often engraved with coats of arms, crests and inscriptions. Colonists to America brought the basins with them and continue their use long after the Restoration and the revival of the font in England as the vessel for baptisms.

The presence of beakers in these ancient American church treasures suggest another historical footnote of interest. The beaker in its simplest form is merely a tumbler-shaped cup hammered out of a flat piece of silver and tapering toward the bottom. Later a plain molding or splaying foot was added. Then this was evolved into a molded foot with the lower part of the cup gadrooned.

These silver cups were evidently borrowed from the household silver of colonials days. They were brought here about the beginning of the 17th century by emigrants from Holland and were used here, as in Holland and Scotland, as communion cups. To the Reformers the more familiar communion chalice or goblet suggested the altars of Episcopacy and Rome. They sought to put even such reminders of the old order from them

Equally reminiscent of the primitive life of the colonies and the religious simplicity of their people are the presence of tankards and flagons among the church treasures in the place of the more ecclesiastical silver ewers. The communion service given by Queen Anne to Trinity Church in this city comprised two such flagons. The silver treasure of King's Chapel, Boston, comprises three. There are four in the communion service of Old North Church, Boston, and another in that of the South Parish Church of Portsmouth, N. H.

The presence of secular vessels on colonial communion tables is partially explained by the limitations of the early American silversmiths.

"The best of these colonial artisans," said Mr. Jones, "men like Paul Revere and his contemporaries, were fully equal in their technical skill to the silversmiths of their day in England. But they did not originate designs; they merely copied the pieces of English silverware that had been brought to the colonies and which they found at hand. Indeed, I have not found any variations of note in America from the English models of the day. There is one exception—the small heads wrought on the handles of some of the flagons. In some instances these seem to be the heads of Indians. If so, of course they are distinctively American. But other heads are apparently intended to be cherubs.

"The porringers of the American colonies have been called distinctive of this country. I am inclined to believe that these are merely copies of similar vessels brought from Europe.

"The work of the American silversmiths, too, was very plain. There were none of the embossing or intricate ornaments found in the English silver of their day. We must remember, however, that English silver took comparatively simple forms until the end of the Commonwealth. It became ornate when Charles II ascended the throne. He seemed to bring back to England with him ideas for such elaborate ornaments which he had probably seen in France or Holland during his exile.

"Of course, I do not mean that American silver of the colonial period lacked all ornament. The old pieces show engravings of elaborate coats of arms, chests and inscriptions. But these decorations were engraved on the silver merely; the metal was not embossed.

"Nor can I find in the early American silver any appreciable traces of French influence from the Huguenots who came here in numbers. They had a deeper influence on the silver of England when the same class found refuge there. The Dutch, on the other hand, had a decided influence on early American silver. It may be noted in the presence of conventional ornaments. These are flat, however, not embossed.

"As I come southward from New England I note that the old silver becomes more ornate. This fact is appreciable in the specimens I have seen thus far in New York and makes me all the more anxious to see the old silver preserved in Maryland and Virginia."

Mr. Halsey, who is preparing an introduction to the catalogue of the forthcoming New York exhibition, gives an interesting explanation of the inspiration of the early American silversmiths. In a recent article on the exhibition of old silver in Boston he wrote:

The silver is of the period when the ancient geometrical shapes held sway among craftsmen; when purity of form, sense of proportion and perfection of line were preferred to elaborateness of design; when dignity and solidity were considered superior to bulk, and when the beautiful white metal was allowed to take its colors from its surroundings rather than be made a medium for the display of skill by workers in metal. It is natural that this silver should be fashioned after the types then in vogue in England, for the colonials gloried in the name of Englishmen and loved the customs of the old country. Their long struggle with their French neighbors on the north and their hatred of Popery, so clearly associated with all things French and Italian, prompted no inclination to depart from the fashions of old England.

The early American silver, as in the case of our early architecture and furniture, is thoroughly characteristic of the taste and life of the period in America. Simple in design and substantial in weight, it reflects the classic mental attitude of the people. Social conditions here warranted no attempt to imitate the magnificent baronial silver made in England. The communion silver recalls the early history of our New England churches, and the devotion of the people around which both political and social life revolved. Its assemblage of tankards, beakers and cans, in no way resembling the communion vessels of the Church of England, remind us of the abhorrence of the domination of the Established Church, which led to the settlement of New England.

To political rather than aesthetic causes Mr. Halsey traces the growth of the silversmith's art. In the depreciation of the Massachusetts paper currency he sees a motive for the rise of the New England artisan. The paper money was first issued in 1690 to replenish the treasury emptied by the cost of the disastrous campaign against Canada. For 23 years this paper money was maintained at par. Then the price of silver, fixed at eight shillings an ounce until 1712, rose to 12 shillings in 1715, to 18 shillings in 1728, and to 22 shillings in 1733. The fluctuations and depressions forced the thrifty New Englanders to hoard the Spanish silver won in their West Indian trade in the form of manufactured silver. They put their dollars into flagons and beakers.

Then churches felt the impetus of this movement. The communion service of Old South Church, Boston, for example, dates from 1730, with 34 pieces, each of solid silver with a special inscription and unique chasing. It includes five tankards, three flagons and nine chalices. This is probably the most historical collection of the sort in America. The church vessels of Old North Church bear dates from 1724 to 1733. While some of it was presented by King George II., it was largely contributed by members of the congregation.

These pieces of colonial silver were preserved in the country's ancient shrines, while the domestic flagons, tankards and platters of the same period have largely disappeared. The reason for the loss of the latter was that the household silver, representing a family's wealth—its bank account and saving fund—found its way piece by piece to the melting pot as the necessity for ready money arose.

A Necklace Supposed To Have Belonged To Mary Stuart.

A REMARKABLE story is reported from England to the *Paris Journal*. A young woman, touring on a bicycle in northern Scotland, entered the store of a small hardware dealer in a village to have the chain of her eyeglasses, broken in a fall, repaired. The merchant sought in vain through his little store for a suitable substitute, until he finally came across an old black pearl necklace with a fine chain, which he offered the lady for $3. The wheel-woman was somewhat excited over the high price, but, finding nothing else, bought the necklace.

On examining it more closely she realized that the black pearls were of extraordinary beauty, and sought a dealer in antiques. He promptly offered her $30,000 for it. It was (how this was proved is not stated) the necklace of Mary Stuart, missing for upwards of 300 years, and which the unfortunate queen had worn on the morning of her execution.

It is said to have since been resold for $80,000.

The business of J. A. Brady, Jr., has been incorporated as the Brady-Camp Jewelry Co., with an authorized capital stock of $7,000, of which $500 is paid in.

In a big fire in Ashland, Me., which destroyed one-third of the business section and did damage to the amount of about $100,000, the jewelry store of J. Woodside Loane was destroyed, also the store of F. W. McGowan, another jeweler in Ashland The losses are partly covered by insurance.

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MEMORANDUM ORDERS SOLICITED

Modeling as a Factor in the Production of Silverwork.

(Continued from issue of Sept. 6.)

WHEN carrying out an important piece of silverwork, such as a center-piece or challenge cup, it is advisable before commencing the actual work to model the whole thing up roughly in plasticine or wax, as by this method one gets a much better idea of the proportions and characteristics of the whole work than by merely drawing the design upon paper. It ought, in fact, to be the second stage in the production of important work—that is to say, after the first idea has been roughly jotted down on paper, the work should be modeled up in the round in the actual size that the silver object is to be.

In doing this part of the work, it must be remembered that before the wax, plasticine, or possibly clay, can be built up, it is necessary to construct a sound armature or framework on which to build the wax, and which will hold the whole model together. This can be made out of pieces of small lead piping, held together with strong wire, providing an upright iron center-rod is first fixed to give the whole work rigidity. Some little trouble should be taken in the making of this armature, if the model is to remain for any length of time, as if this should give way the model would speedily collapse.

Having made the armature, the actual building-up of the work can be proceeded with. If the work be not too large, modeling wax or plasticine should be used; failing this, modeling-clay will do equally well; but if the latter is used, it will be necessary to cast the whole model, when finished, in plaster of Paris, as the clay, if allowed to get dry, will speedily crack and crumble away. In fact, for workshop use, it is advisable to cast all models in plaster, as wax or plasticine are so easily damaged if handed about in the workshop.

Besides giving a much better idea of the correct proportions of the work in hand, it is possible at this stage to accurately determine the contours and strength of mouldings, the heights of the various reliefs required, and also give an idea as to the spacing-out of decorative borders which are to go right round. All these can be gauged much more accurately on a model roughly built up in the round than it is possible to ascertain from a mere drawing.

Having worked out the model in a general way, the next stage will be to get the main parts of the work made, so that those additions—such as small figures and handles—which have to be cast can be actually modeled on to the silver in the first place. It is a much better plan to model these applied pieces on to the actual silver, as these will fit so much more accurately when cast than if they had been modeled separately. Armatures or supports for these models can be lightly fixed with a soft silver solder, or where this is not advisable, with a little plaster of Paris. For the modeling of these parts on silverwork it is advisable to use some form of modeling-wax, but not plasticine, the latter corroding and staining the silver rather badly. Clay may, of course, be used, but it is not very practicable, as with small work it is very difficult to keep in condition.

While on the subject of modeled finials for cup-covers and such like, it should here be remarked that small accessories and details which are added to small figures, such as lances, swords, and shields, are much better if made separately, that is to say, made out of sheet-metal and wire, which of course, can be chased up and carved. These can then be fitted and soldered on to the figure after this has been cast in silver and chased up. It is no advisable to cast these little details with the figure, as they very often turn out weak and porous, and never look so clean and interesting as when actually wrought out of sheet-metal and wire, or carved out of the solid.

For small figures it is not advisable to follow the usual plan of taking a plaster cast from the modeled figure and casting from this in silver, the better plan to first obtain a casting in white metal, chasing this up, and using that as a pattern to cast from in silver. This plan has several advantages, the two chief being:—first, there is no possibility of the pattern being broken, a thing which is always happening when the caster gets a small plaster model, and, secondly, the resulting silver castings are always much cleaner and sharper when taken from a metal pattern than from plaster. This is due to the fact that the metal pattern can be finished up better than the plaster, and also, not being so fragile, it enables the caster to beat his casting-sand up tighter round the pattern, and so get a sharper impression than he could possibly get from a plaster.

The white metal used for this pattern work is like ordinary type-metal, very easy running, and can be readily poured into plaster moulds. It is composed chiefly of lead and tin, to which a small quantity of bismuth is added, this latter making the composition somewhat harder when set than would be the case with a composition composed solely of lead and tin, and this addition also produces a much sharper, cleaner casting.

Some little practice is necessary before this metal can be used with perfect success. In melting—which can be very well done on an ordinary gas forge, using an iron ladle for the purpose—care should be taken to get the metal sufficiently hot, yet not hot enough to burn any of the component parts of the composition. To ensure success, the metal must be just hot enough. If only a little too hot, or not quite hot enough, a poor casting will be the probable result. If the molten metal looks a dull red when taken over to a dark corner, it will be found to be about right for casting. The moulds for this soft metal-casting, as already mentioned, should be made of the finest plaster of Paris. If, for instance, a little figure, forming the top of a cup-cover, is to be cast, this, providing there is not much undercutting in the modeling, can generally be moulded in two halves.

For this work, the cup-cover should be fixed on a suitable board in such a way that the figure is placed in a horizontal position, without, of course, touching anywhere. Having done this, some soft modeling-clay should be carefully worked round in such a way as to imbed the figure half way. Care must be taken to bring the clay up closely to the figure, so that no plaster can run through. This must be done with a small modeling tool, in order not to damage the figure. The clay, besides imbedding the figure, should be brought beyond this so, as to also imbed that portion of the cup-cover immediately under the figure. This is necessary in order to provide a large pour.

It will be found in practice that for a small figure a comparatively large pour is required, as a heavy weight of spare metal is necessary to ensure a good casting.

Before putting any clay round the wax model, it is advisable to paint this over by means of a soft brush with a little ordinary sweet oil, so that the clay can be easily removed afterwards when one-half of the mould has been made. W. S.

(To be continued.)

Jewelry, Clocks, Watches, Silverware and Kindred Lines Exported from New York.

WASHINGTON, D. C., Oct. 4.—The following were the exports of jewelry, silverware and kindred lines from the port of New York for the week just ended:

Amsterdam: 1 case jewelry, $2,800.
Asuncion: 3 cases optical goods, $693.
Bombay: 34 cases clocks, $481.
Bremen: 6 cases clocks, $180; 62 cases watches, $6,554.
Buenos Aires: 22 cases clocks, $425; 22 cases plated ware, $1,591; 1 case jewelry, $620; 4 cases optical goods, $1,104.
Calcutta: 34 cases clocks, $655.
Cape Town: 9 cases plated ware, $601; 46 cases clocks, $238.
Colombo: 38 cases clocks, $557.
Dominica: 1 case jewelry, $190.
Glasgow: 38 cases clocks, $1,025.
Hamburg: 1 case plated ware, $219; 2 cases optical goods, $175.
Hamilton: 3 cases plated ware, $124.
Havana: 27 cases clocks, $267; 40 cases clocks, $478; 15 cases clocks, $301.
Havre: 1 case watches, $300.
Karachi: 31 cases clocks, $444.
Liverpool: 1 case jewelry, $200; 2 cases plated ware, $120; 71 cases clocks, $1,217; 11 cases jewelers' sweepings, $17,000.
London: 4 cases watches, $4,815; 46 cases clocks, $1,520; 14 cases optical goods, $5,647; 2 cases plated ware, $375; 4 cases optical goods, $1,874; 1 case clocks, $179; 4 cases watches, $3,860; 1 case silver ware, $200; 1 case jewelry, $188; 30 cases clocks, $360; 46 cases watches, $3,453; 5 cases optical goods, $3,096.
Montevideo: 7 cases plated ware, $703; 63 cases clocks, $588; 3 cases optical goods, $199.
Rangoon: 31 cases clocks, $404.
Rio de Janeio: 12 cases plated ware, $1,366; 4 cases watches, $1,135; 144 cases clocks, $3,722.
Sierre Leone: 11 cases clocks, $104.
St. Johns: 29 cases clocks, $212; 9 cases jewelers' material, $265.
Southampton: 5 cases scopes and views, $290; 1 case jewelry, $400.
Surinam: 2 cases jewelry, $108.
Sydney: 3 cases plated ware, $219; 4 cases watches, $115; 6 cases optical goods, $559.
Tampico: 2 cases clocks, $169.
Valparaiso: 2 cases watches, $845; 14 cases clocks, $257.
Zanzibar: 34 cases clocks, $449.

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THE NEWS FROM ENGLAND.

Bad Effect of Railway Strike on Trade, But Jewelers Anticipate a Good Christmas Season—Sheffield Cutlers to Protect their Name—Attempts Being Make to Form a National Wholesale Jewelers' Association—Crown Jewels Stolen a Few Years Ago, Reported Returned—Board of Trade Report Issued Regarding the Wages in Jewelry and Kindred Trades.

LONDON, Sept. 30.—In my last letter I referred to the long drought and the terrific heat as factors militating against business. Since then a worse thing has happened. I had made allusion to the strikes in the principal cities and their bad effect upon trade, but few anticipated that the whole country would be thrown into a state bordering upon civil war by reason of the railway strike However, it has passed for the time being, and it is to be hoped that the Royal Commission will be able to suggest not only a means of settlement, but a course which will obviate social anarchy. The effect of this strike may be seen in the continued decrease in the exports, which were badly affected in July by the strike. The exports had dropped over three and three quarter million pounds sterling, and there was a further fall of £2,556,000 in August! On the import side we have, after a long record of increases, to face a fall. The figures being under those of the previous month and £1,143,300 below those for August, 1910. The importation of raw material alone showed a fall of over £2,000,000, and the figures are only kept fairly high by an increased importation of foodstuffs, tobacco and wines to the value of over £1,500,000. The year so far has been a good one for British industries, for up to the end of August exports have increased by £12,745,000 when compared with the same period of last year.

* * *

Writing of our own trade, I fear little can be said for September. Usually a quiet month, it has been more depressed owing to the labor unrest and the prolonged holidays, due to the excellent weather. This condition of affairs has not, however, made a bad impression upon the jewelry and allied trades, for both in London, Birmingham and Sheffield manufacturers are so satisfied with the prospects of affairs that they are keeping their factories and workshops running full time Indeed, there is a general belief that, unless the labor troubles again threaten, the Christmas season will be a good one.

This is the feeling not only in the English manufacturing centers, but in Scotland, where the shopkeepers are very optimistic, and in Ireland also, until the railway strike broke out there and upset the calculations.

* * *

The Sheffield electroplate manufacturers and the cutlers also state that they have as much work in hand as they can execute during the next month or two. This is particularly gratifying to the local people, particularly so far as cutlery is concerned, for the manner in which the name of "Sheffield" has been used by unscrupulous continental makers is a standing disgrace. But Sheffield, determined to uphold her good name, has established a large fund to deal with those who dare to filch from her the name which her cutlery productions has made world famous.

* * *

In Birmingham the manufacturers are satisfied that the season will be a good one, and that the Autumn and Christmas trade is likely to make up for the slackness of the past months. It is noteworthy that the export trade done by Birmingham jewelers is on the increase, for the first eight months of 1910 the total exports were valued at £577,056. In 1909 they were £441,198, but this year they total £603,753, a steady increase, which will probably be maintained, for Birmingham is well awake to the need for artistic and technical education for her jewelers and silversmiths, while on the commercial side her people recognize the value of scientific education. In this respect I hold the opinion that the Birmingham manufacturers are more progressive than their London confreres, although the facilities provided in London are considerably greater.

* * *

I referred in my last notes to the composition of the jury at the Festival of Empire and Imperial Exhibition at the Chystal Palace, the very building in which the great exhibition of 1851 was held in Hyde Park, and I might now add that W. Augustus Steward, head of the jewelry, silversmithing and decorative metal working department of the Central School of Arts, in London, after serving as president of the whole of the juries, was elected to act as president of the superior jury.

* * *

An attempt is being made to form a National Wholesale Jewelers' Association. It would, of course, include silversmiths, electroplaters, watchmakers, etc. I am not certain, however, that the retailers will agree with its terms—indeed, I might state that I have heard from a prominent member of the National Association of Goldsmiths that there will be serious objection to the manufacturers setting themselves up as judges of what constitutes "wholesale retailing." Personally, I think that this vexed question will not be dealt with in the manner suggested in the letter, copy of which I have given herewith. The number of wholesale jewelers who will sink £50 as a permanent guarantee is small, while the reference to Herr Werner's remarks at the N. A. G. conference shows that they have been misunderstood by some of the wholesalers and manufacturers.

The idea that retailers would not need to consult the "in accord" list because membership of the National Wholesale Jewelers' Association would be sufficient proof that they are in accord with the objects of the Retail Jewelers' Association, as announced on all stationery and printed matter, will not be "a sufficient guarantee of the *bona fides* of any firm." The National Association of Retailers has found this out, and mistrusts the printed claim of firms who appear only on paper as being honorable in their dealings with the storekeeper.

* * *

It is alleged that the Crown Jewels stolen from Dublin Castle some years ago have been quietly restored, and that they were actually used at the investiture of the Earl of Granard! If this is the case, it is a scandal which must sooner or later have a sequel in the punishment of some delinquent and the reinstatement of the scapegoat, Sir Arthur Vicars.

According to a recent Board of Trade report dealing with the earnings and hours of workpeople engaged in the metal trade, it is stated that the average earnings of those employed in the gold, silver and electroplate industries was, in 1906, 36s. 6d. per week, while jewelers were paid 38s. Scientific instrument makers took 36s. 10d. per week, while those engaged in the watch and clock industry averaged only 32s. 7d. per week. An estimate is also given of the annual earnings, which in the jewelry trade are set down at £56 10s., and in the gold, silver and electroplate trades at £55, while scientific instrument makers take £65 and watch and clock makers only take £53. ST. GEORGE.

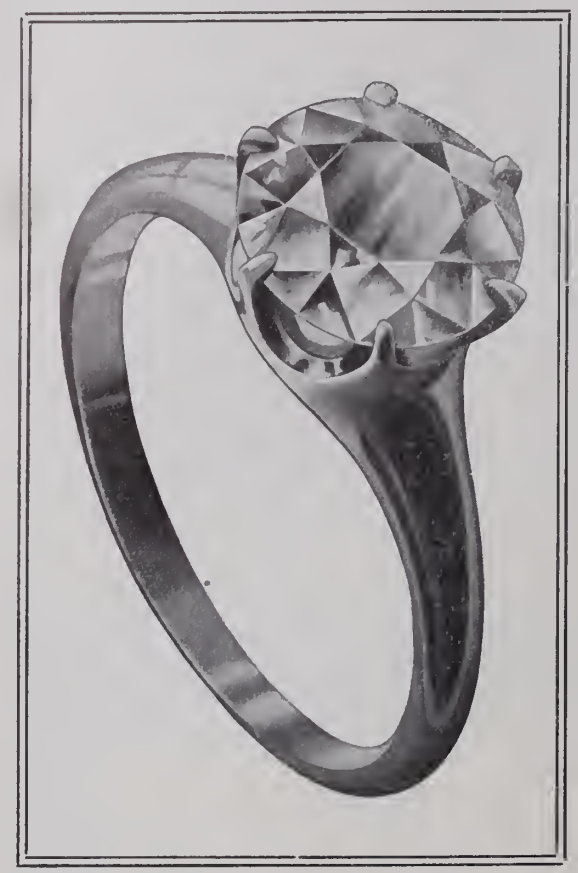
Importations at the Port of New York.

Weeks ended Oct. 1, 1910, and Sept. 30, 1911	1910.	1911
China, glass and earthen ware:		
China	$112,671	$43,109
Earthen ware	26,785	13,575
Glass ware	50,155	24,976
Optical glass	571	765
Instruments:		
Musical	20,514	13,184
Optical	13,099	12,926
Philosophical	10,584	10,436
Jewelry, etc.:		
Jewelry	37,230	26,325
Jewelry boxes	.....	556
Precious stones	398,173	1,196,675
Watches	33,938	34,037
Metals, etc.:		
Bronzes	5,268	18,687
Cutlery	24,781	60,512
Dutch metal	1,170	.....
Platina	61,407	111,160
Plated ware	1,149	1,039
Silverwware	3,622	1,052
Miscellaneous:		
Alabaster ornaments	184	546
Amber	16,222	9,516
Beads	5,583	11,530
Clocks	12,230	9,431
Fans	3,438	3,703
Fancy goods	19,772	22,291
Ivory	4,137	367
Ivory, manufactures of	228	477
Marble, manufactures of	5,490	12,616
Statuary	685	2,746

Spokane Watch Case Co. Files a Voluntary Petition in Bankruptcy.

SPOKANE, Wash., Oct. 4.—A voluntary petition in bankruptcy has been filed in the United States Court by the Spokane Watch Case Co., 510 Columbus building, which concern was run by Harold A. Zuelsdorf and O. Frank French. It is not believed that the liabilities are very large.

Both members of the concern are said to be watchmakers and were formerly employed by jewelry concerns. They began business in the Fall of 1909 with a very small capital and for some time met their obligations very promptly and became well regarded in the industry. The concern sold watches on the watch club plan.



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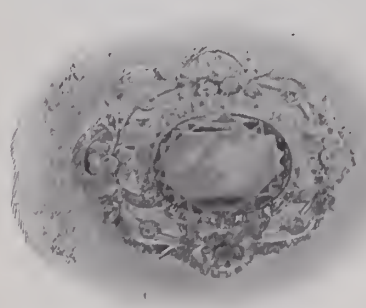
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Police Believe They Have Murderer of Adolph Stern.

Detectives Arrest Porter on Charge of Being the Man Who Shot Jacob Jacoby's Nephew and Clerk When Robbers Smashed the Jeweler's Window and Stole a Tray of Rings—Prisoner Who Is Said to Have Been Identified by Eye Witnesses of the Murder Waives Examination and Is Held for Trial Without Bail—Story of How the Police Obtained Their Clue.

Martin Garvey, the young express porter of old Greenwich Village, Manhattan, who was arrested Tuesday night of last week charged with the murder on July 22 last of Adolph Stern, a jewelry clerk who was employed in the store of Jacob Jacoby at Sixth Ave. and 13th St., New York, was arraigned Thursday before Magistrate Corrigan in the Jefferson Market Police Court. He waived examination and was held without bail to await the action of the Grand Jury. Garvey was to have been examined by Magistrate Corrigan last Monday, but asked for an immediate arraignment. He was returned to the Tombs.

Following the arrest of Garvey on Tuesday night of last week, he was taken to Police Headquarters and on Wednesday morning, as reported in last week's issue of THE JEWELERS' CIRCULAR-WEEKLY, was held without bail for arraignment on Monday. At the time that Garvey first appeared in the police court, on Wednesday, William Demarest, of 49 Gold St., said to be a chum of Garvey's, to whom, according to the police, Garvey is said to have admitted killing Stern, was arraigned and, on his own request, was remanded to the care of the police for 48 hours as a material witness for the State.

The details of how the police obtained the clue upon which evidence was obtained to bring about the arrest of Garvey came to light last week. A young Normal College girl named Beatrice Wolf figures as one of the prominent links in the chain of evidence which the police say will result in the final conviction of Garvey.

While Miss Wolf was attending a party in Jamaica last Summer she became acquainted with William Demarest, the friend of Garvey, and in the course of her conversation with him, Demarest is said to have told Miss Wolf that he knew the man who had killed Adolph Stern. Miss Wolf told Samuel Webberman, her uncle, who lives at 453 E. Houston St., what Remarest had said, and it was through Webberman that the police gained the first tangible clew upon which to work.

Ever since the robbery of Jacoby's store Lieutenant Charles McKenney, of Police Headquarters, has been relieved from all regular duties and was told to give up all other work until he found the man who shot Stern. From that time on Headquarters saw little of McKenney, or Deteetives Slevin, Finnan and Campbell, assigned to help him. The detectives were not long in finding Demarest, and in learning that one of Demarest's friends was a young man whose bulging eyes were his most prominent features. This was a characteristic of the murderer that had been remarked by eye witnesses of the shooting.

At the time that Detective Finnan was called into the case he had been reeently appointed a policeman, and was acting as a chauffeur for Deputy Commissioner Dougherty. He was taken from his car and assigned to run down the elew furnished by Miss Wolf. The detective pretended to be a chauffeur and, dressed as such, rented a room at 36 Grove St. He claimed he was out of employment, but gave the impression that he had saved enough money by which to support himself. He engaged the room three weeks ago. Once having established himself, he cast



MARTIN GARVEY, UNDER ARREST ON CHARGE OF MURDERING ADOLPH STERN.

about for means by which he could gain the friendship of Demarest. After a time he learned the man with whom he desired to be acquainted was a member of the "Neighbors' Sons," and spent much of his time at the clubhouse. The detective joined this club, and slowly but surely came to know Demarest very well. After he had gained Demarest's confidenee, he decided to take a party of friends on an automobile ride, and included Demarest among those he invited. He explained that a friend had agreed to let him use his employer's car. The invitation was accepted, and on the Saturday night previous to the arrest of Garvey Detective Finnan got a car from Deputy Commissioner Dougherty, picked up his friends and Demarest and started on a joy ride for the Bronx.

Arriving at a roadhouse on Jerome Ave., much frequented by chauffeurs, Finnan entertained his guests in royal style, and within a short time the men became talkative. Finally the conversation led up to the murder of Adolph Stern, on July 22, and, the police claim, Demarest then told Detective Finnan that he knew who shot the jewelry clerk, and that the man's name was Garvey.

This was the revelation for which Finnan had been planning. He told Commissioner Dougherty of the information he had obtained, and detectives at once located Garvey, who was kept under observation for a time until three witnesses of the crime had been given an opportunity to see the man and identify him as the one who they saw commit the erime. Identification having been established to the satisfaction of the police, Garvey was arrested.

One witness used by the police in the identification is John O'Flaherty, of 183 W. Houston St., an employe of the Department of Water Supply, who is 65 years old and a Civil War veteran. O'Flaherty is reported to have said that he stood within six feet of the man who fired at Stern. Another witness is Michael McKeown, of 127 Edgecombe Ave., Bronx, a night watchman in a department store. MeKeown stated that he was at 13th St. and Sixth Ave. when he heard a disturbanee in Jacoby's jewelry store, and ran across the street in time to see the man who shot the jewelry clerk jump into a waiting taxicab. A third witness, Henry Peterson, living at 1000 Finlay Ave., the Bronx, a chauffeur and mechanic, so say the police, stood within a short distanee of the store at the time the crime was committed. These witnesses of the crime were taken to a saloon in the Greenwich Village seetion and, aceording to the police, identified Garvey (who was there with a erowd of about 30 men) as the one who murdered the jewelry clerk. Garvey has what are sometimes called "pop eyes," and this was a strong factor in the alleged identification. One of the witnesses was not sure of the identity of the man under suspicion until he had seen him walk, and was then satisfied that he was the man wanted by the police.

When arrested, Garvey remained firm in declaring that he was innocent, and when arraigned in the Jefferson Market Poliee Court, last Wednesday, had nothing to say. Two attorneys appeared for him, and asked for an adjournment.

Lieutenant McKenney made the formal charge against Garvey in eourt. The affidavit read:

> Charles McKenney, member of the New York police force, being duly sworn, says:
>
> "I do hereby charge the defendant, Martin Garvey, of the crime of murder in the first degree, eommitted on July 22, 1911, at 9:40 P. M., for the reason that I am informed by John O'Flaherty, of 183 W. Houston St.; Michael McKeown, of 127 Edgecombe Ave., and Henry Peterson, of 1000 Finlay Ave., the Bronx, all now here, on said date, saw Martin Garvey, at 13th St. and Sixth Ave., in said city, point and discharge a revolving pistol at one Adolph Stern. The bullet from said pistol struck said Stern in the right side of the breast, and I am further informed by Jacob Jacoby, of 163 Sixth Ave., that said Adolph Stern then and there died as a result of said wound."

Deputy Police Commissioner Dougherty, when seen by a reporter of THE JEWELERS' CIRCULAR-WEEKLY, was firm in the belief that the police had at last succeeded in arresting the man responsible for the crime. He stated that another witness had been obtained, by the name of Bruley. When questioned regarding the finding of the missing jewelry, he said that no clew as yet had been obtained to the articles stolen from the Jacoby store.

A third arrest in the case was made Thursday. Philip Goodwin, an engineer, of 190 Waverley Pl., was taken as a material witness. Goodwin, a friend of Demarest,

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was at the "dollar racket" at Jamaica, L. I., where the truck driver boasted of the bad men he knew and laid the trail of suspicion which ended in Garvey's arrest. Goodwin, the police think, may know about the killing of Stern. Magistrate Corrigan remanded Goodwin to Police Headquarters for 48 hours.

The murder of Adolph Stern, the jeweler's clerk, on the night of July 22, has proved one of the most difficult cases which have come to the police of the metropolis in years. At about closing time a taxicab drew up in front of the store, and while



BEATRICE WOLF, WHO GAVE THE FIRST CLUE WHICH LED TO THE ARREST.

thousands of people were passing two men jumped from the taxi, broke the front window and grabbed a tray of jewels. Stern, who saw the robbery and tried to interfere, came toward the front of the store. One of the men shot him dead. The gang then leaped into the waiting taxicab and disappeared. The boldness of the attempt was responsible for its success, and despite every effort on the part of the police it was not until two weeks ago that a tangible clew was picked up.

According to one story published after the arrest of Garvey, the taxicab went only a short distance when the occupants alighted and returned to mingle with the crowd at the scene of the crime.

The police authorities are satisfied that they at last have in their power the man responsible for the shooting, and hope to discover the others implicated in the crime.

Market Prices for Silver Bars.

The following are the quotations of silver bars in London and New York as reported last week:

		London.	*New York selling price, 999 Basis.*
Oct.	3	24 1-4d.	$0.54⅝
"	4	24 1-4d.	.54⅝
"	5	24 5-16d.	.54⅞
"	6	24 1-4d.	.54⅝
"	7	24 1-4d.	.54⅝
"	9	24 3-16d	.54½

Sixty Per Cent. Duty Applies Only to Gold and Platinum.

Board of United States General Appraisers Decides that White Metal and Gun Metal Fob Chains Are Dutiable at Specific and Ad Valorem Rates Aggregating 85 Per Cent., Under Par. 448 of the Tariff Act—Jewelry Schedule Carefully Analyzed.

A DECISION was handed down last week by the Board of United States General Appraisers at New York in which it was held that fob chains composed of gun metal and white metal, valued at more than 20 cents per dozen pieces, commonly and commercially known as jewelry, are dutiable at rates equivalent to 85 per cent. ad valorem under Par. 448 of the Tariff Act of 1909, and not as articles commonly or commercially known as jewelry at 60 per cent. ad valorem under the same paragraph. The provision for "articles commonly and commercially known as jewelry" is limited to those composed of gold or platinum. The fob chains were imported by Marshall Field & Co., Chicago, who asked for the lower duty.

Judge Sharretts, who writes the decision for the Board says:

This case would probably never have arisen had not the Government appealed from decision G. A. 7019 (T. D. 30612), on the ground that the Board erred in holding that the provision in Par. 448 for "Articles commonly known as jewelry" was not limited to articles composed of gold or platinum. The decision cited, which involved articles of personal adornment set with imitation jet was affirmed by the United States Court of Customs Appeals, on a collateral issue however, namely, that articles set with imitation jet were not commonly or commercially known as jewelry. The contention referred to on the part of the Government inspired importers to file thousands of protests, they contending with some degree of force that the provision for "articles commonly or commercially known as jewelry" is more specific than for articles * * * designed to be worn on apparel or carried on or about or attached to the person.

Such is the contention relied upon in the case now before us for decision. In G. A. 7019 (Supra) the Board purposely omitted finding as a fact that the merchandise covered thereby was not commonly or commercially known as jewelry in order to secure a ruling of the court whether or not the goods "composed of gold or platinum" apply to jewelry, or were limited to mesh bags and purses. In the absence of such ruling we feel constrained to again discuss the issue here involved.

Additional words must be read into the law to warrant the conclusion that "all articles commonly or commercially known as jewelry," regardless of material, are dutiable at 60 per cent. ad valorem under Par. 448. Jewelry of a prescribed kind having been provided for in the first part of this paragraph, if it was intended that all other jewelry was to be included in the last clause thereof, it is reasonable to suppose that Congress would have manifested such an intent by using one of the usual phrases, "All other articles commonly or commercially known as jewelry not specially provided for herein," or Provided, "That no article commonly or commercially known as jewelry, including chain, mesh mesh bags, or purses, shall pay a less rate of duty than 60 per cent. ad valorem."

It would be a strained construction to hold that the lawmakers omitted using one of these phrases common to all tariff acts, had their intention not been to limit the last clause of the paragraph to jewelry composed of gold or platinum. * * *

The two provisions in Par. 448, namely, "All articles of every description * * * composed wholly or in chief value of silver, German silver, white metal, brass or gun metal * * * and all articles commonly or commonly known as jewelry," without limitation as to material or value, furnish an excellent example of contradictions standing together. If the two provisions can be read as they are written without regard to punctuation, so as to avoid all repugnancy and have their proper operation, the interpretation of words or phrases designed to effect a different meaning are not permissible.

It is conceded that a comma after the word "purses," eliminates the necessity of construing the provisions of Par. 448 with regard to jewelry, for, so punctuated, the first part of the paragraph relates to jewelry composed of silver and base metal, while the concluding clause would apply only to jewelry composed of gold or platinum. * * *

It certainly is not straining the law to pepper Par. 448 with one more comma to make it reasonable and harmonious throughout. That Congress intended the words "composed of gold or platinum" to apply to jewelry, including chain, mesh bags and purses, is borne out by the history of the times coincident with the passage of the present tariff act. In addition to this it is important to note that the clause involved is punctuated in precisely the same manner as a number of other paragraphs in the act.

The decision at this point quotes a number of other illustrations in the tariff laws, and in conclusion overrules the protest and affirms the collector's decision.

Uncle Sam Demands Duty on Jewelry Smuggled by Millionaires Who Admit Their Guilt.

Two forfeiture suits have been instituted by United States Attorney Wise in the United States District Court, New York, against Nathan Allen and John B. Collins, who, as told in the last issue of THE JEWELERS' CIRCULAR-WEEKLY, pleaded guilty to indictments charging them with smuggling jewelry. The suit against Allen to recover the value of the jewels and wearing apparel involves $150,000, and in the action against Collins the Government asks for judgment to the amount of $35,000.

As reported in the last issue, Allen was fined $12,000 and Collins $4,000 after their pleas of guilty had been made in court. Allen, who is a big leather manufacturer of Kenosha, Wis., it is claimed, lavished large amounts of money upon Mrs. Helen Dwelle Jenkins, for whose adornment the jewelry and clothing brought from Europe were chiefly intended. It was upon the accusations of Mrs. Jenkins that Allen and Collins became entangled with the customs authorities. Mrs. Jenkins attracted much attention in September, 1909, when jewelry valued at $300,000 was stolen from her apartment in a New York hotel.

Allen was before the Federal grand jury last week and was questioned regarding the incidents surrounding the smuggling. He admitted that he returned from Europe in June, 1909, under the name of J. W. Jenkins. Under that name he brought in, he said, the jewels, diamond rings and a diamond-set pin costing $1,700, watches, sapphires, laces and clothing. He told the grand jury that he bought a pearl necklace at Tiffany's in London worth $33,000 and two pearl earrings for which he paid $5,000. He said that he also bought two pearls for $9,000 and a necklace for $3,500, together with articles of clothing valued at a considerable sum. He testified that after leaving the pier he went to the Hotel Wolcott and that toward dusk one of the inspectors who passed his trunks met him at the hotel and received $50 or $60.

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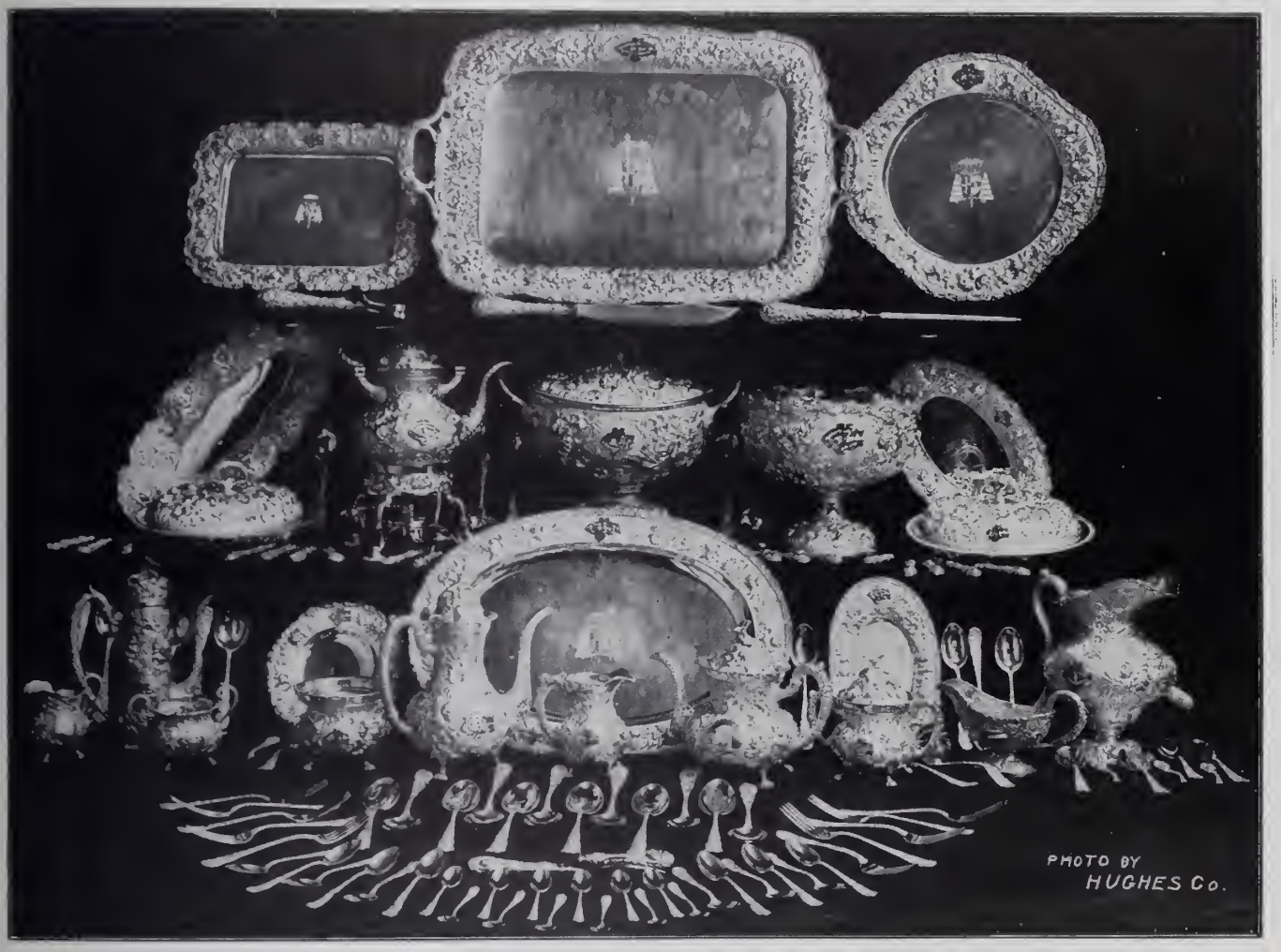
AMSTERDAM 8 Tulpstraa

Magnificent Silver Service Presented to Cardinal Gibbons by the Citizens of Baltimore.

BALTIMORE, Md., Oct. 7.—One of the most beautiful silver services ever turned out in this city, or in fact ever shown in this section, is the magnificent service presented to James Cardinal Gibbons at noon, to-day, in the Mayor's reception room at the City Hall. This is the first event of the great celebration that will occur this Fall, during which many honors are to be shown to Maryland's distinguished prelate. The gift is a testimonial to the cardinal from the people of Baltimore, irrespective of creed or religious belief, and commemorates the 50th anniversary of his ordination to the priesthood and the 25th anniversary of his elevation to the cardinalate.

The ceremony of presentation was brief and dignified, the presentation speech being made by Mayor Preston, in the presence of Governor Crothers, Bishop Corrigan and a host of other prominent citizens of the city distinguished in the political, professional and religious, as well as the business worlds.

The silver service, of which an illustration is given herewith, is the work of the Stieff Co., 17 McLane Pl., this city, and in its design and workmanship is both a credit to the donors and to the manufacturers who turned it out. It consists of 23 pieces of hollow ware and a complete set of flat ware (knives, forks, spoons, etc.), the decorations on all of which are in repousse On all the larger pieces the cardinal's monogram appears in gold, and his crest is also engraved in a prominent place. The knives, forks and spoons contain the monogram alone.



MAGNIFICENT SILVER SERVICE PRESENTED TO CARDINAL GIBBONS BY THE CITIZENS OF BALTIMORE, MD.

Bowling Green, Ky., Police Hold Two Men Accused of Robbing Jewelry Store.

BOWLING GREEN, Ky., Oct. 5.—Two men, believed to be professional thieves, committed a bold robbery in the store of Robt. L. Morris, on Main St., early yesterday morning, and though they got away with two diamond earrings, valued at $50 each, the men were eventually captured, and both earrings recovered. The police found on the men other diamonds that did not come from Mr. Morris' store, and it is surmised that they are the products of another jewelry robbery.

The men walked into the jewelry store about 10 A. M., and were waited upon by Mrs. Morris and Miss Welch. They first looked at lockets, then earrings, and finally picked out a pair of diamond earrings which they asked the ladies to put into a box, one of the men saying that he wished to bring his sweetheart to look at them before deciding upon the purchase.

As the men walked out Miss Welch noticed that one of them stuck something up his coat sleeve, and this led to an investigation, which disclosed the loss of two earrings, together worth $100. The women notified a passing physician, who chased the men in his buggy, and notified the officers. The thieves were located in the L. & N. station, sitting on a trunk, and waiting for the train, and though they ran when they saw the officers coming, both were captured. Later a porter found one of the diamonds near the place where the men were sitting in the station, and still later the second earring was found on the platform.

The prisoners, who denied the charge against them, were held for examination. On one man the police found three diamonds, a part of a necklace, but this had not been taken from the Morris store and the owner is not known. The elder prisoner is about six feet tall, weighs 150 pounds, has light hair, and is about 30 years old. The younger is about five feet six inches tall, weighs about 150 pounds, has dark hair, and is about 25 years old. Both men were neatly dressed.

Theodore Oshanna, Brawley, Cal., has moved his business to San Bernardino.

The Patterson-Evans Jewelry Co., Uvalde, Tex., recently filed an amendment increasing its capital from $5,000 to $8,000.

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Members of Jewelers Board of Trade Adopt Proposed Amendments to Constitution and By-Laws Changing the Name and Increasing Its Scope.

At the meeting of the members of the Jewelers Board of Trade, which was held last Wednesday afternoon in the Silversmiths' building, New York, proposed amendments to the constitution and by-laws of the board were acted upon and unanimously accepted. The amendments adopted provide for the opening of a San Francisco office, the increasing of the number of directors of the board and changing of its name from the Jewelers Board of Trade to the National Jewelers Board of Trade. Changes in the number of members of the nominative committee are also incorporated in the amendments as adopted.

The meeting was called to order shortly after 2 P. M. by M. D. Rothschild, the president, who took up the proposed amendments and outlined each, explaining the benefits which would be derived from the proposed changes. He then placed the matter in the hands of the meeting, and on motion of A. L. Stearns, the amendments were unanimously adopted. They are in full as follows:

AMENDMENTS TO THE CONSTITUTION.

Article 1.—This corporation shall he called The) *National* Jewelers Board of Trade.

Article IV., Section 1.—Changing (33) directors to "40."

AMENDMENTS TO THE BY-LAWS.

Article IV. Section 1.—The government of the corporation is vested in a board of (35) "40" directors.

Amend same section, 12th line, by substituting "10" for (seven) and adding after the word directors, on the 20th line and before the period: *Three of these members of the nominating committee shall reside respectively in the territories known as Chicago or its vicinity, Providence or its vicinity, and San Francisco or its vicnty."*

Substitute the word "40" for the word (33) page 17, 7th line. Add to word vicinity and after the comma on the 25th line: *"Seven of whom shall be members resident in the city of San Francisco, Cal., or its vicinity, or partners, officers or duly authorized representatives of firms or corporations, members of the corporations and doing business in San Francisco or its vicinity."*

Add on page 19, at the end of Article IV., Section 1—*Section 1a. The Board of Directors shall appoint three eligible persons, one from Chicago or its vicinity, one from Providence or its vicinity, and one from San Francsco or its vicinity, to serve on the nominating committee until the annual meeting in 1912, and seven directors from San Francisco or its vicinity, to serve on the board until the annual meeting in 1912, or until their successors shall have been elected.*

On page 23, Section 14, second line, insert a comma after "Chicago," transpose the word "and" so that it follows "Providence," and insert the words "San Francisco," making this paragraph read:

Section 14. The directors in the cities of Chicago, Providence and San Francisco shall organize * * *.

NOTE.—Matter) left out in brackets ( ), new matter italics.

ssets and Liabilities of Groveman & Kahn, New York, as Shown by the Schedules Filed Under Their Assignment.

Schedules in the assignment of Groveman & Kahn, silversmiths at 77 White St., New York, have been filed in the New York Supreme Court. They show liabilities of $5,958 and nominal assets of $1,942 and actual assets of $1,942.

In September Groveman & Kahn made an assignment to Charles Herbst for the benefit of creditors. A meeting of the creditors was held within a short time and a settlement proposition of 10 cents cash in 10 days and 15 cents in unendorsed notes was refused by creditors.

There are about 35 creditors, among whom as listed in the schedules now on file are:

Etna Mfg. Co., $208; E. Huebner & Sons, $100; J. J. Jackson, $236; Leach & Garner Co., $170; Haldie Nicholson, $401; Wm. F. Renziehausen Co., $382; A. Schneider, $139; Edwin Lowe Gold Plate Co., $550; Vennebeck & Clase Co., $925; A. T. Wall Co., $327; Goldsmith Bros., $181; Morgenstein & Goldstein, $170; Standard Trading Co., $119; National Acme Mfg. Co., $125 (rent); Irving Kohn, $100; Grendel Groveman, $300; Harry Altman, $100; Mottel Groveman, $100; Yetta Nissenbaum, $100; State Bank, $200; Isadore Brown, $500.

Recent Decisions of General Appraisers on Jewelry and Kindred Lines.

The Board of United States General Appraisers at New York handed down a number of decisions of interest to the jewelry trade during the past week.

T. Buettner & Co. failed to secure lower duty on imitation precious stones pierced vertically, and claimed by the Government to be intended as ornaments for theatrical garments. Duty was assessed at 35 per cent. ad valorem as "beads" under the act of 1909. The protestant claimed a rate of 20 per cent. ad valorem as "imitation stones." The protest is overruled, although it is stated that the collector's classification as "beads" is erroneous. The merchandise should have been assessed at 45 per cent on the value as "manufactures of paste." Judge Sharretts points out in his decision that the law of 1909 differs from that of 1897 in that the present act limits imitation precious stones to those suitable for use in the manufacture of jewelry.

The Mark Cross Co., New York, imported gold pencils which were assessed with duty at 60 per cent. ad valorem under Par 448 of the act of 1909. The collector writes that on the authority of a previous decision that he is willing to reliquidate the entry of the merchandise on the basis of 45 per cent. ad valorem under Par. 199 of the same act. The importers having made a corresponding claim, the Board sustains the protest to the extent indicated.

Mesh bags composed of gun metal were imported by Kaufmann Bros., Pittsburgh. Duty was assessed at rates equivalent to 85 per cent. ad valorem under Par. 448 of the act of 1909. The importers claimed the merchandise dutiable at 45 per cent. under Par. 199 of the same act. The Board sustains the protest on the authority of a previous decision.

Cigarette cases composed of white metal and brass respectively were imported by J. W. Hampton, Jr., & Co. et al., New York. Duty was assessed at 85 per cent. ad valorem under Par. 448 of the act of 1909. The importers put in a claim for duty at 60 per cent. ad valorem under Par. 475 of the same act. The Board sustains the protest of the importers and reserves the collector's decision.

Death of Charles A. Boynton.

Charles A. Boynton, for years a well-known traveling salesman in the jewelry trade, and at one time president of the Brotherhood of Traveling Jewelers, died at his residence, 259 W. 129th St., New York, last Friday, following a long illness. His death was due to an attack of paralysis. The funeral was held Sunday afternoon.

Mr. Boynton was born in Fayettesville, N. Y., in 1850, where he spent his early life. His first connection with the jewelry



THE LATE CHARLES A. BOYNTON.

trade was as a young man, when he opened a store in Marshall, Mich. He remained in Marshall for about 18 years and then removed to Chicago, where he conducted a jewelry business for several years until the great fire of 1871 which destroyed his store and stock. He then came to New York and became a representative of William B. Kerr & Co. He was later associated with Ingomar Goldsmith & Co., for whom he traveled through the west. While employed by this concern he was injured in a railroad accident. Following his first stroke of paralysis he retired from business.

During his connection with the jewelry trade, Mr. Boynton was active in trade matters and was one of the founders of the Brotherhood of Traveling Jewelers in which he held a number of important positions, being for some time the secretary and later the president of the organization. He was widely known and popular as a salesman, and his death will be deeply regretted by many friends. He was a member of Amity Chapter, No. 190, A. A. M., of Sagamore Lodge, No. 371, F. & A. M., and of the Palestine Commandry, No. 18, K. T.

Deceased is survived by a widow and one son, Charles.

H. Bruch, Allentown, Pa., has again resumed in the jewelry business after a period of several months, having been forced to give it up temporarily on account of ill health.

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A. C. Guth, Du Bois, Pa., Files Bankruptcy Petition, Following His Offer to Settle with Creditors at Fifty Per Cent.

Du Bois, Pa., Oct. 9.—A. C. Guth, a retail jeweler, has filed a voluntary petition in bankruptcy following an offer to settle with creditors at 50 cents on the dollar. According to a detailed statement sent out by the National Jewelers' Board of Trade, under date of Oct. 3, the total assets are placed at $23,201, with total liabilities of $20,402. The assets include watches and jewelry, $5,501; silverware, clocks and china, $4,500; fixtures, $1,500; accounts, $500, and merchandise pledged, $11,200.

According to the statement sent out by the Board the liabilities differ slightly from those reported by attorney for the debtor in his recent letter to creditors. This is due, it is explained, to the fact that one judgment is secured to the extent of at least $350, and that three other accounts have credits appearing on the books of the debtor, all of which have been deducted from the liabilities.

The assets also differ, it is stated, in that the attorney for debtor failed to list the amount of goods hypothecated with the secured creditors. These goods have an estimated value of $11,200, leaving a paper equity of $1,000. The above statement also includes the fixtures and book accounts. The item of silverware and clocks in attorney's letter was estimated at selling value. The above statement shows the same item as estimated at cost. The equity in the hypothecated goods, of course, is problematical.

The fixtures are six years old and will probably bring very little at sale. The accounts are also doubtful, as debtor has been in need of funds for a long time past and has probably collected all good accounts possible.

Mr. Guth has been pawning goods and has depleted his stock of all expensive pieces. This, together with an auction held by him in the early part of this year, at which he sold $8,000 worth of goods, has taken the best of the stock, and that which remains is in very bad condtiion.

The failure is due to excessive expenditures and also to depressed local conditions. The landlord has a lease under which he may claim rent for one full year, amounting to $1,100. The laws of Pennsylvania provide that rent shall be a preferred claim.

The National Jewelers' Board of Trade sent a special representative here to investigate the financial conditoin of the Guth business.

Jacob Schwenn has been appointed receiver of the assets.

Clocks, Watches, Jewelry and Gems Imported Into Canada.

Toronto, Can., Oct. 4.—The monthly report of the Canadian Department of Trade and Commerce for June gives the value of imports for home consumption in the jewelry and allied trades as follows:

	Month of June,		*Three months ending June,*	
	1910.	1911.	1910.	1911.
Clocks:				
United Kingdom	$3,968	$4,869	$8,330	$11,065
United States	30,329	24,760	91,424	74,784
Germany	8,556	11,984	18,199	27,471
Other countries	1,575	2,826	6,134	4,841
Totals	$44,428	$44,439	$124,087	$118,161
Watches:				
United Kingdom	$3,498	$6,924	$10,412	$21,093
United States	70,223	68,416	174,171	165,265
France	3,749	2,784	4,231	3,248
Switzerland	28,040	26,300	72,862	55,078
Other countries	743	2,508	2,215	7,956
Totals	$106,253	$106,932	$263,891	$252,640
Jewelry:				
United Kingdom	$33,071	$37,900	$90,061	$98,752
United States	47,195	61,225	165,924	167,598
France	5,611	6,090	19,148	15,319
Germany	8,109	17,423	26,040	43,366
Other countries	2,899	3,844	9,641	14,610
Totals	$96,885	$126,572	$310,844	$339,645
Gold and silver and manufactures of:				
United Kingdom	$36,769	$51,458	$99,548	$125,448
United States	31,801	20,733	73,621	64,049
Germany	2,868	3,720	11,344	9,919
Other countries	1,277	2,497	4,808	7,435
Totals	$72,715	$78,388	$189,321	$206,851
Nickel-plated ware:				
United Kingdom	$5,280	$9,363	$20,774	$25,125
United States	50,503	74,401	153,214	198,047
Other countries	1,364	2,343	2,737	6,180
Totals	$57,147	$86,107	$176,725	$229,352
Precious stones of all kinds and imitations of (dutiable):				
United Kingdom	$3,367	$9,272	$42,035	$58,901
United States	3,044	3,348	10,444	11,586
France	4,587	5,223	36,769	26,254
Germany	3,640	5,120	11,650	10,519
Other countries	290	1,293	1,002	3,564
Totals	$14,928	$24,256	$101,900	$110,804
Precious stones of all kinds and imitations of (free):				
United Kingdom	$52,291	$40,939	$290,102	$159,458
United States	16,919	17,583	54,454	$61,000
Belgium	.....	39,235	.....	91,199
France	8,551	7,747	57,046	40,636
Holland	88,229	3,015	119,208	227,048
Other countries	71,302	.....	169,745	6,872
Totals	$237,292	$108,517	$690,555	$586,213

Fine Collection of Ecclesiastical Silverware Placed on Exhibition in Providence, R. I.

Providence, R. I., Oct. 7.—An interesting collection of the ecclesiastical silverware of this State before 1825 has been gathered and placed on exhibition at the Rhode Island School of Design. The collection was assembled under the direction of the Society of Colonial Dames in Rhode Island for the purpose of having Rhode Island fully represented in a forthcoming work on "The Church Plate of America," by E. Alfred Jones, of London, England. Mr. Jones has been in the city for several days inspecting the exhibit.

The collection is one of the largest ever gathered together in this State and has attracted wide attention, silver experts from all parts of New England having already visited the exhibit and made special studies of many of the pieces. One of the interesting features of the exhibit is a chalice and paten marked 1702, a gift of Queen Anne to St. Paul's Episcopal Church, of Wickford, which has the Latin inscription, "Anna Regina." One beaker, inscribed Nathaniel Kay, 1734, bears the peculiar legend, "Nathaniel Kay, a publican, for use in the Church of England." Two pewter plates, a pewter tankard and two pewter beakers, dated 1774, formerly the property of the now extinct Fruit Hill Baptist Church, were also interesting features.

It is stated that the Metropolitan Museum of Art in New York has made application for the use of considerable of this silver in an exhibit which is to be held there soon as a part of a collection to be gathered from all parts of the country.

Jewelers' Gold Bars Withdrawn and Exchanged at New York.

Week ended Oct. 7, 1911.

The U. S. Assay Office reports:

Gold bars exchanged for gold coin	$2,256,253.60
Gold bars paid depositors	81,115.84
Total	$2,737,369.44

Of this the gold bars exchanged for gold coin are reported as follows:

Oct. 2	$2,108,530.21
" 3	147,539.30
" 4	67,172.53
" 5	164,240.29
" 6	106,620.52
" 7	62,150.75
Total	$2,656,253.21

Christopher A. Young has become successor to H. W. Perry & Co., Opelousas, La.

CORAL HEADQUARTERS

THE SOURCE OF CORAL AND SHELL CAMEOS

A New Shipment of Uniform and Graduated Coral Strings Just Arrived



A Large Assortment of Coral Buttons Drops and Cabochons Just In

The 20,000 dollar Coral tree, biggest in the world. Fished in Japan Sea, near Kobe, weighing 30 pounds. Worked by Borrelli & Vitelli, in their own factory in Italy.

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19 Rue d'Hauteville

LONDON
57 Hatton Garden

Fire in the Penn Building at Pittsburgh Disturbs Many Jewelry Firms Who Suffer Damage by Smoke and Water.

PITTSBURGH, Pa., Oct. 9.—A disastrous and stubborn fire started this morning at 7 o'clock in the Penn building, 706-10 Penn Ave., the "Maiden Lane" of Pittsburgh, causing a loss to jewelry and other concerns amounting to $100,000. The structure, which was built 20 years ago and one of Pittsburgh's early skyscrapers, being eight stories in height, is owned by J. Alexander Hardy, president of the Hardy & Hayes Co., who bought the building 10 years ago.

A dozen jewelry concerns have stores and offices in the building and some of the tenants had just arrived when the fire was discovered. Several of these, including George L. West and G. S. Voorhees, of West, White & Co., were almost overcome by smoke and, after groping their way through the building, reached the street from the second floor, where their establishment is situated, in an almost suffocated condition. Mr. West told THE JEWELERS' CIRCULAR-WEEKLY correspondent, who was on the scene shortly after the fire started, that had he been compelled to remain in the building a few seconds longer he would have choked to death. He was nearly unconscious when he staggered to the sidewalk.

The blaze started in the basement of the establishment of Julius H. Cohen & Co., dealers in tailors' trimmings and tailoring goods at 710 Penn Ave. The fire was a most stubborn one, starting in a pile of rubbish, it made much smoke. The store of Grafner Bros. is situated at 706 Penn Ave., it being on the west side of the entrance to the Penn building, the latter being at 708 Penn Ave.

The store of S. Davis & Co., which adjoins the Penn building and which Mr. Hardy also owns and is a new structure of modern type, is situated at No. 712 Penn Ave. The Grafner store and the Davis store filled rapidly with smoke. The Holmes Electric Protective Men were on the scene on the first alarm and telephoned the proprietors of all of the jewelry concerns whose places of business were in danger. Emanuel Grafner called a taxicab and arrived on the scene shortly after the fire started and his brother, Jacob Grafner, followed later. Mr. Hardy was telephoned to at Sewickley and came on the first train.

All this time Mr. West and Mr. Voorhees on the second floor of the building were struggling to close the safes, which they had opened preparatory to beginning the day's business. Mr. West smelled smoke and at once concluded that the radiator was on fire and began removing about 50 boxes of jewelry of the cheaper grade goods outside of the safes. The smoke became more dense and the safes were his first thought and after great difficulty managed to close them. Then he and Voorhees fled for their lives. The fire department had arrived by this time and made an entrance to the West, White & Co. establishment by breaking the front windows with their ladders, thus letting out the dense smoke.

Frank Braxendell, superintendent of the building, and his wife, were asleep on the fourth floor and they were rescued by being brought down a ladder to the street. A tremendous crowd had collected and it became necessary to rope off the street, thus shutting pedestrians out of the path of Heeren Bros. & Co., M. Bonn & Co., the Samuel Weinhaus Co. and the Pittsburgh Watch & Metal Co. stores, all situated in the block between 8th and 7th Sts., in Penn Ave., where the Penn building is situated.

The store of Grafner Bros. was not opened until Emanuel Grafner arrived. His first thought was for the safe, for this firm carries a stock valued at $100,000. When he found that the flames had not yet reached his place of business he heaved a sigh of relief. S. Davis was soon on the scene looking after his store.

The only establishment suffering from flames was that of the Cohen firm, but smoke and a little water damaged the stock of Grafner Bros. and all of the other tenants of the building. The S. Davis Co. carry a stock valued at $60,000, fully covered by insurance and which was only damaged by smoke. Most of this concern's stock is new, for the firm only moved into the present quarters this year. West, White & Co. carried insurance for $20,000 on the stock not locked in safes and their loss is fully covered. Grafner Bros. probably will be the largest individual losers among the jewelry firms, as they carried a big line of silver goods, bric-a-brac and other goods easily damaged by smoke.

Other jewelry concerns in the Penn building are as follows: Keystone Mfg. Co., I. Iseman & Co., J. Long, watchmaker, A. Deinert, engraver, Iron City Jewelry Co., L. W. Hakes, engraver, Joseph Weser, watchmaker.

Just what the total loss will be cannot be conjectured at this writing, for it is likely that an appraisement will have to be made. But all of the merchants named are open for business as usual. Mr. Hardy says that $10,000 will cover the loss on the building.

Some of the tenants of the building, including West, White & Co., had just renovated their establishments. All of the jewelry firms in the building desire to inform the trade through THE JEWELERS' CIRCULAR-WEEKLY that they are open for business and will accept all orders offered.



SCENE AT THE PENN BUILDING, PITTSBURGH, PA., DIRECTLY AFTER THE FIRE.

FOR

CORAL

OF ALL KINDS

AND

Shell Cameos

SEND ORDERS TO

VITELLI & CO.

71 NASSAU ST.

NEW YORK

TELEPHONE
Cortland 906

Oldest Established House in the World

Assures you, Mr. Dealer, of
Quality—Quantity—Price

CORAL CORAL



Trade-Mark. Established 1856.

Coral Cameos, Shell Cameos, Strings, Oval Flats, Button Drops, Mosaics, Pearls, Parisian Jewelry, Etc.

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71 Nassau Street New York
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Factory: Torre del Greco
Branches: Pforzheim, London, Paris

Amsterdamsche Bank

AMSTERDAM

Branch Office, Sarphatistraat

Center of the Diamond Trade

Safe Deposit Vaults of the Newest Construction

Spacious Office Rooms

with good daylight to let.
Applications to Head Office

WEIDLICH BROS.' LINE
Fine Art Metal Goods
BEST FOR THE JEWELER

Our Newest Creation
Lock and Key Boxes
THE HIT OF 1912
In all new finishes
Brush Gold, Brush Silver, Brush Brass

Jewel Cases, Clocks, Trays, Dresser Sets, Pin Cushions, Candlesticks, Candelabra, Tobacco Jars, Puff Jars, etc.



Send for our New Catalog and Illustrations

The Weidlich Jewelry Company

510 Locust St.
St. Louis, Mo.

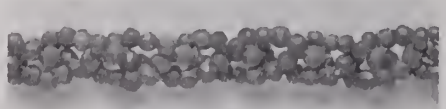
Established 1856.

68 Nassau St., New York

Our advertisement in *The Jewelers' Circular Weekly* last week brought us 117 inquiries from the trade.

No greater proof of the demand for Coral and Shell goods need be had.

We Can Supply Your Immediate Needs from Stock





CORAL BRAID, Assorted Sizes — **TWO LEADERS** — CORAL ROPE, Assorted Sizes

B. fu C. MAZZA

Branches:
Pfaffendorferstrasse 24, Leipzig, Germany
London, England

Factory:
Torre del Greco, Italy

68 Nassau St., NEW YORK

Requirements of Stop Watches and Comparing Watches for Which Government Is Now Soliciting Bids.

WASHINGTON, D. C., Oct. 9. In view of the fact that the Government is asking for proposals for stop and comparing watches, the latest requirements may not be without interest to prospective bidders.

For stop watches it is required, first, that the movements must be reliable, of good workmanship, stem-winding and stem-setting, with lever detachment, and to have sweep second and fly back, with perfect stop. The works are to be protected by a standard silver open-face case of about 2 ounces weight, the open face to be fitted with best quality of glass. The movement of the sweep second must be regular throughout its revolution. The dials must be concentric in their readings. All watches of this class are subjected to a trial of six weeks in a horizontal and vertical position, and must not have a greater change in weekly rate than 35 seconds for any two consecutive weeks when in either an horizontal or a vertical position, and when changed from one position to the other the change in weekly rate must not exceed 65 seconds.

The requirements for comparing watches are that they must be of American manufacture, stem-winding and stem-setting, the movements to be protected by a standard silver open-face case of about 3 ounces in weight, the face to be fitted with best quality of Geneva glass. A thin watch will be preferred, other things being equal.

The parts of the movement are to be reliable and of good workmanship. As in the case of stop watches, the comparing watches are to be subjected to a trial of six weeks in a horizontal and vertical position, and shall not have a greater change in a weekly rate than 25 seconds for any two consecutive weeks when in the same position (either horizontal or vertical), and when changed from one position to the other the change in weekly rate shall not exceed 60 seconds.

* * *

WASHINGTON, D. C., Oct. 9.—The Bureau of Supplies and Accounts, Navy Department, is calling for proposals until Oct. 31, 1911, for 24 glazier's diamonds, for cutting double-thick glass, for the Mare Island Navy Yard.

Boston Police Injured While Testing Fuses Found After Robbery of Jewelers' Safe—Safe Robbers to Be Tried This Week.

BOSTON, Mass., Oct. 9.—While testing several small fuses encased in copper tubes found in the jewelry store of Samuel E. Ullian on Washington St. the morning after his safe was rifled by Joseph Goldberg, Jacob Goldberg and Harris Rothstein, Inspector Michael J. Morrisey and Edwin P. Cochran, an employe of the Boston Police Signal System, were injured to-day by an explosion of fulminating mercury at headquarters. Inspector Morrisey lost the middle finger of his right hand, and Cochran was bruised and burned about the chest and left hand. Both were taken to the City Relief Hospital, where Inspector Morrisey's finger had to be amputated.

The fuses were said to be used by the Goldbergs and Rothstein to aid them in the robberies. All three prisoners will be brought up to-morrow for trial.

Ill Health Causes Joseph H. Grinspan, Denver, Colo., to File a Petition in Bankruptcy.

DENVER, Colo., Oct. 7.—Joseph H. Grinspan has filed a voluntary petition in bankruptcy in the United States Court here, and his schedules show liabilities of $9,000 and assets of $1,400. His assets are listed as stock in trade, $1,100; fixtures, $250, and small book accounts, $50.

A trustee has been appointed and is now in possession of Mr. Grinspan's business. It is understood that the reason for the failure is that Mr. Grinspan has been ill for the last two years, and this, combined with financial troubles, forced him to file the petition.

Mr. Grinspan is a watchmaker, and began in business originally at St. Joseph, Mo., in 1896. He came here in 1903. He has been dealing in second-hand leather goods, and carried a small line of cutlery. He also did watch repairing.

Trade Gossip.

A catalogue, well made up and containing numerous half tone illustrations, was recently issued by the Tilden-Thurber Co., Providence, R. I. The catalogue is 9½ x 6 inches in size, and is printed on heavy glazed paper of a buff tint. The cuts show travelers' sets, including brush and comb cases, shaving sets and other toilet accessories.

Considering the cost, the most effective advertising for a retail jeweler is a street clock or street sign. An improved globe post street sign is now being placed on the market by Schwartchild & Co., Heyworth building, Chicago, that it is claimed is a big improvement over the globes ordinarily used and that the expense of operating is about one-half. The globes are semi-translucent, smooth both sides and diffuse beautifully. The post is 10 feet high, made entirely of metal of an artistic Corinthian design.

The E. Howard Clock Co. has installed the following: Special design interior clock for the Williams Printing Co., New York City; an astronomical regulator and master clock for the University of Washington, Seattle; watchman clock for the New Richmond Hotel, Boston; marble dial clock for the Wells Cloth Shop, Chicago; hour and half-hour striking tower clock for Mrs. E. A. Harriman at Arden, New York; illuminated dials for the Court House, Tyler, Tex.; special clock for the International Harvester Co., Chicago; special interior clock for the Jewish Synagogue, Chelsea, Mass.; marble dial clock for the National Bank, Middlebury, Vt.; special interior clock for the Jenkins Co., jewelers, Richmond, Ind.; marble dial clock for the turbine room of the Edison Electric Illuminating Co., South Boston; double-dial illuminated clock for N. E. Nelson Co., jewelers, Concord, N. H.; special marine clock for the St. Paul Lumber Co., Winton, Minn.; watchman clock for the Riverbank Land Trust, Boston.

Base Ball Players Buy Diamonds.

MAJOR league ball players have a weakness for diamonds, says the New York *Sun*. As soon as they graduate from the bushes and begin to draw fairly large salaries one of the first things they invest in is a diamond. The diamond may be in a ring or in a pin, it makes little difference to the player as long as he possesses one. Veterans as well as youngsters are continually purchasing diamonds, not only for their own use, but for their wives or their sweethearts.

To supply this demand for diamonds among the players there is one jewelry salesman who makes a specialty of that kind of business. He is known personally to almost every player in both of the big leagues. He hobnobs with them in the hotel lobbies when they are visiting New York, talking over the games and the success of the teams. He never talks business unless the team is winning, for when a ball team is going good the men are light hearted and happy. On a losing team the men are grouchy and it is useless to try to interest them.

The jewelry salesman carries about $10,000 worth of gems around with him. From three or four pockets he brings forth cases containing precious stones. If a player is interested and acts as if he might buy the jewelry salesman will permit him to wear a ring or a pin for the entire stay of the team. He does not ask the player for a deposit of any kind, knowing there is no fear of the player getting away. Sometimes three or four players are wearing diamonds that the jewelry salesman has loaned them in an endeavor to make a sale.

If a player after purchasing a diamond and wearing it for a year tires of it and wants to sell it back to the jewelry salesman he will buy it back less 10 per cent. commission. He keeps a record of all his sales and knows the price of every diamond he has sold. Not long ago the captain manager of a National League team sold to the salesman a $600 diamond ring he had purchased the year before. Then the player promptly bought a pair of diamond earrings for his wife.

Advance in Price of Sheffield Cutlery.

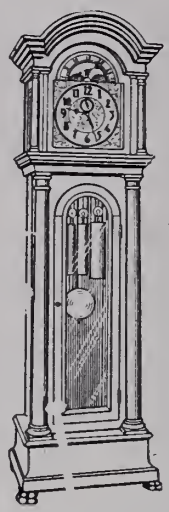
(From Consul CHARLES N. DANIELS, Sheffield, England.)

Sheffield cutlery manufacturers have decided to advance at once the selling price of all classes of cutlery 5 per cent.

This action has been under consideration for some time. The reason assigned is the increased cost of production caused by carrying out the Home Office regulations for dust extraction from grinding shops, which has required the installation and maintenance of new plants and extra engine power. The heavy and continuous advance in the cost of raw material has also helped to bring about this result.

Complaint is made that the cutlery trade is suffering badly from the prevalent fashion for cheap goods; one leading maker is quoted as saying that much of the penknife trade is carried on at a loss. Machinery may help the manufacturer to meet this demand eventually, but at the present it appears to be an unprofitable industry.

Coral Cameos Coral Necklaces
AND
EVERYTHING
IN
CORAL
AT
F. DE SIMONE'S SON
71 NASSAU ST., NEW YORK
Fine Shell Cameos Coral Roses
Selection Package Sent Immediately Upon Request
Tel. 2784 Cortland



IT is as important to know who has made the tubular bells as it is to know who made the works of a clock.

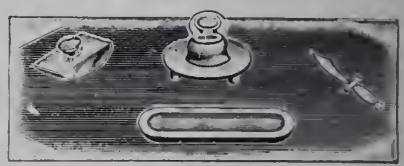
Mr. R. H. Mayland, the celebrated bell specialist, makes exclusively for us, our bells. Each bell bears the patent stamp Dec. 4, 1900.

No tubular bells are imported, as the public is led to believe.

Things change. English clocks and fusée watches had once a reputation of superiority. Enterprise and improved machinery have enabled manufacturers of other countries to produce better goods and more variety.

BAWO & DOTTER, Limited
Manufacturers of Chiming Clocks
Established 1864
24 to 34 Barclay St., New York

HIMALAYA MINING COMPANY
Miners, Importers and Cutters
Of Precious and Semi-Precious Stones
SPECIAL
FROM OUR MINES
Tourmaline, Chrysoprase and Turquoise
IN ROUGH OR CUT
ALL ORDERS PROMPTLY EXECUTED
37 MAIDEN LANE NEW YORK CITY



No. 2 BRUSHED BRASS WRITING SET
Sample set sent prepaid
on receipt of $2.50
Ink Stand, 4¾ inches Pen Tray - 9 inches
Blotter 5 " Knife - - 8 "
Pad with brass corners - - - 12 x 18 inches
L. W. LEVY & CO.
Novelties in Desk Requisites and Smokers' Articles, Gun Metal Bags, Cigarette Cases, Jet Jewelry.
6 W. 22d STREET, NEW YORK

WE BUY FOR CASH
up to any amount, Jewelers' Surplus or Entire Stocks, Manufacturers' Job Lots, consisting of Loose Diamonds, Old Mine Stones, Diamond Mounted and Gold Jewelry, etc.
All Communications Strictly Confidential
H. A. GROEN & BRO.
52 Nassau St., NEW YORK

Boston Diamond Cutting Co.
387 Washington St., BOSTON, MASS.
CUTTERS, POLISHERS, REPAIRERS and DEALERS in
DIAMONDS
of all sizes, weights and shapes.
OUR REPAIR DEPARTMENT
is equipped with the newest and best mechanical devices known.
Our workmen are specialists and experienced artisans.
MAY WE HAVE A TRIAL ORDER?

MEXICAN OPALS
AND PRECIOUS STONES
LOUIS N. MARX, 37 Maiden Lane, New York
Telephone, 4944 John Memorandum Packages Sent Upon Request

GARREAUD & GRISER
45 John St., New York
LAPIDARIES PRECIOUS STONES
GEMS in Unique Cuttings

Manipulation of Steel in Watch Work
BY JOHN J. BOWMAN
Reduced Price, 50 cents, Postpaid
Jewelers' Circular Publishing Co.
11 John St., New York.

Providence.

TRADE CONDITIONS

There has been a slight improvement noticeable in the general conditions of the manufacturing jewelry business in this vicinity during the past week, but no rush has yet developed and few shops are working overtime. There have been a number of buyers down within the past fortnight and several are scheduled for next week, but there has been comparatively little buying. Orders have been for small quantities and moderate priced goods.

Augustus A. Greene, of this city, was a visitor at New York last week.

Emery J. San Souci has been elected a trustee of the Olneyville Free Library Association.

John Kelso and wife have returned after a several weeks' sojourn in the White Mountains.

William T. Lewis has resigned his membership on the Republican Town Committee of Barrington.

The Waverly Novelty Co.'s plant, 33 Eddy St., is working evenings to keep up with its orders.

Douglass Mitchell was in Boston last week in the interests of J. O San Souci & Co., of this city.

A. Tingley Wall and wife, who have been spending several weeks in western New York, have arrived home.

Walter Hallam, of the Hallam-Rice Co., of this city, was a caller upon the firm's New York trade the past week.

Peter Turney is on his initial trip through the south in the interests of C. Sydney Smith & Co., of this city.

Edwin A. Bush, of C. S. Bush & Co., has been to Rochester, Vt., the past week on business connected with the firm.

Mr. and Mrs. Henry A. Kirby have closed their Summer house at Warwick Neck and are back in the city for the Winter.

Ernest L. Manning has just qualified to operate an automobile and the past week registered a fine 32 horse-power touring car.

Plans are being prepared for a brick storage building at the corner of Page and Pine Sts. for the Lederer Realty Corporation.

Mr. and Mrs. Frank N. Young, who have been Summering at Buttonwoods, have closed their cottage and returned to this city.

Harvey J. Flint, of H. J. Flint & Co., has just registered a 23 horse-power touring automobile with the State Board of Public Roads.

Mr. and Mrs. Joseph A. Fowler opened their Winter home in this city the first of the week after a season's sojourn at Buttonwoods.

The E. F. Miller Co., which has been engaged in the coloring and plating business for some time at 9 Calender St., has given up business.

Horace F. Carpenter, of H. F. Carpenter & Son, has been re-elected president of the Arion Club, the principal musical organization of this city.

Henry D. Sharpe, of Brown & Sharpe Mfg. Co., has been re-elected a member of the board of trustees of the Providence Institution for Savings.

Mr. and Mrs. Meyer Harzberg and Mr. and Mrs. Walter B. Frost have returned from the White Mountains, where they had been on an automobile trip of several weeks.

The Hanson Mfg. Co., which recently began the manufacture of bracelets at 40 Chapel St., has removed to more commodious quarters at 95 Pine St.

George Frey arrived back early last week from a two months' business trip through the west and southwest for the Ford & Carpenter Co., of this city.

Adamo R. Aiello, the Atwell Ave. jeweler, has been renominated by the Democrats of the 17th Assembly District as candidate to the General Assembly.

Walter B. Frost has been renominated by the Republicans of the Sixth Ward of this city as candidate for the school committee from that ward for three years.

Mr. and Mrs. William H. Manchester are on an extended automobile trip through Maine, New Hampshire and Vermont, expecting to be gone the rest of this month.

Howard Sisson, who has represented the E. A. Bennett Co., of this city, in New York for many seasons, has taken on the lines of W. G. Clark & Co. in addition thereto.

The French Import Co. has enlarged both its salesroom and stock room at 50 Exchange Pl., this city. Their representative, A. Kilkenny, has met with good success on the road.

Fred B. Luther, of William H. Luther & Son, who has conducted an extensive range of greenhouses aside from his jewelry business, has announced his retirement from that business.

Evan Zandt has been in this city the past week buying for Cornelius Stack, manufacturer and importer, 402 Lafayette St., New York. He was formerly with C. B. Rouss, of New York.

Charles H. Such was a member of the Rhode Island golf team that defeated the Brae Burn team of Massachusetts at the grounds of the Agawam Hunt in East Providence on Saturday.

Harry Cutler, of the Cutler Jewelry Co., has accepted an invitation to be the presiding officer at the annual Harvest Pilgrimage at the National Farm School at Berks County, Pa., on Oct. 15.

Paul Newman has gone to Los Angeles, Cal., where, if he finds the conditions to suit him, it is reported that he intends to remove his manufacturing jewelry plant from this city to the Pacific Coast.

Mr. and Mrs. William L. Mauran have returned to their villa at Narragansett Pier after a fortnight's stay in a camp in the Maine woods. They will return to their home in this city the latter part of this month.

John Helgerson, Cranston, R. I., entered a suit in the Superior Court on Wednesday on book account against Joseph W. Heller, of this city. The alleged amount due the plaintiff is $2,705.25 and the *ad damnum* is placed at $3,000.

Charles E. Austin Co., Summer St., has just added another shop room to his plant, so that there is now about 4,000 square feet of floor space occupied in the manufacture of mesh bag linings, display pads and boxes and similar goods.

Extensive alterations, repairs and renovations have recently been made in the interior of the Crown Jewelry Co., corner of Weybosset and Clement Sts. The entire interior has been rearranged and new furnishings introduced.

Col. George H. Webb, Commissioner of Industrial Statistics, has been confined to his house for about a fortnight suffering from nervous troubles and other complications. As soon as he is able to do so, he will take a western trip for the benefit of his health.

At the installation of officers of St John's Commandery, Knights Templar, on Monday evening, Frank T. Pearce assisted as grand marshal. Among the officers installed were Edgar C. Lakey as Sword Bearer and Horace E. Remington as Guard.

The Moore-Lonergan Co., a manufacturing jewelry concern with a capital stock of $15,000 and located in this city, has been incorporated the past week at the office of the Secretary of State. The incorporators are Robert H. Moore, Roy D. Hollis and Edmund J. Lonergan.

Nathan B. Barton, of the Ostby & Barton Co., is treasurer of the movement that has been started for the purchase of Church House corner of Fountain and Mathewson Sts., as a shelter for homeless and discouraged men. Among the subscribers are N. B. Barton, $500, and Samuel M. Nicholson, $100.

The Calender St. building, corner of Sabin and Calender Sts., which was the scene of a fire Nov. 21, 1882, wherein four persons were killed and several injured in their attempts to escape from the jewelry shops in the structure, is, after all these years, to be equipped with fire escapes, work thereon having commenced last week.

A meeting of the creditors of the Jewelers' & Silversmiths' Co. has been called for Monday, Oct. 16, at 11 o'clock, at the office of Chester W. Barrows, referee in bankruptcy, room 47, at 87 Weybosset St., this city, for the purpose of proving claims, appointing a trustee, examining the bankrupt, etc. The corporation was adjudged bankrupt Sept. 18.

Among the buyers who visited this city during the past week were included the following: Harry Pichel, of Samstag & Hilder Bros., New York; L. M. Howland, of Crowley, Milner & Co., Detroit; Frank Karel, of the Boston Store, Chicago; George Johnson, Baltimore; D. S. Michaels, of Michaels Co., New York, and T. O. McDonald, of A. E. Piper, Somerville, Mass

Among the foreign importations received at this port the past week through the Providence Custom House were the following articles of interest to the manufacturing jewelry industry: From Bremen—One package of imitation precious stones and two of manufactures of metal; from Havre—one package of manufactures of metals and one of mirrors; from Liverpool—four packages of manufactures of metal, one of china; from London—five packages of bristles.

William Davies, 21 years old, who has been employed by the E. L. Spencer Co., manufacturing jewelers, 95 Chestnut St., this city for some time, committed suicide a few days ago in an unusual manner. He went to the shelf where the sulphuric acid was kept in a large bottle and pouring out a tumbler full drank it and died at the Rhode Island Hospital a couple of hours

Purchase reliable merchandise at legitimate prices and you will make your business a big success. Every article manufactured by us is guaranteed.

Ask For Bigney's "Mirror Finish" Chains

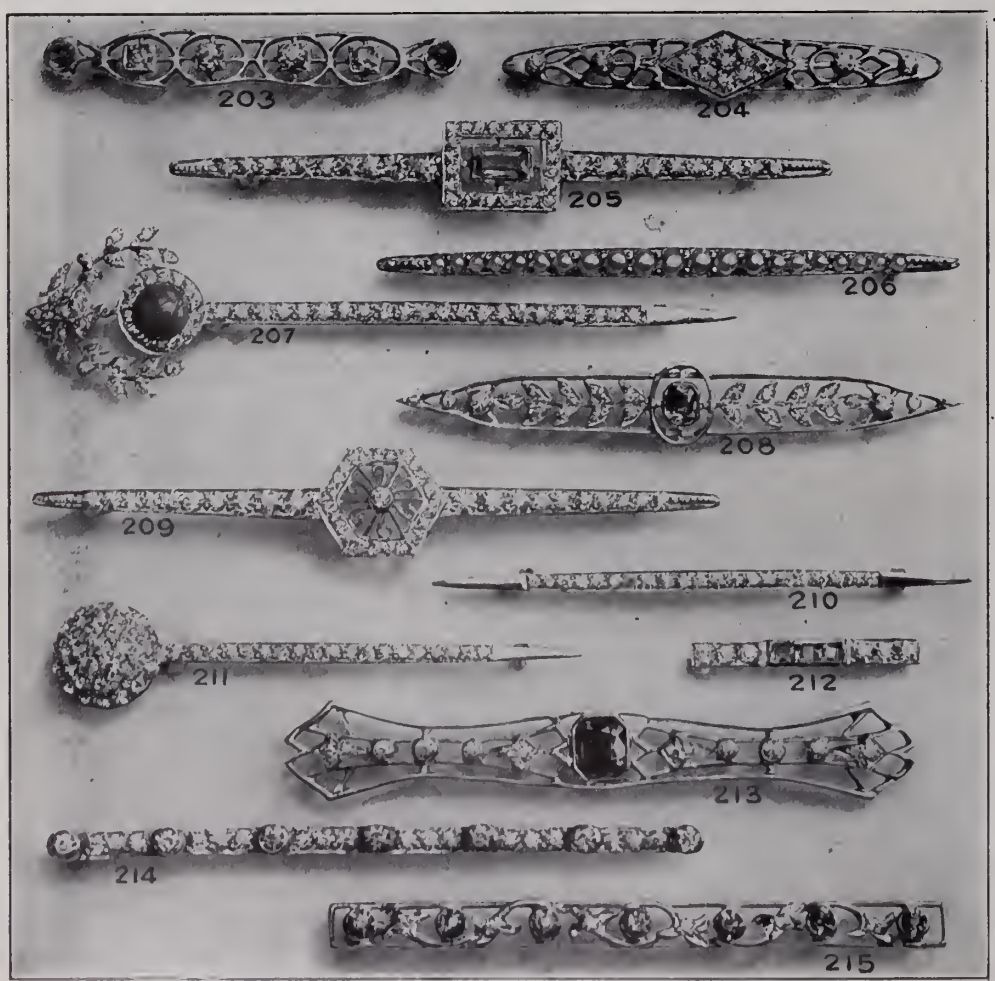
Send For One of Our Velvet Gold Embossed Banners



S. O. BIGNEY & CO.

New York Office: 3 Maiden Lane

Attleboro, Massachusetts



Our holiday line contains a choice selection of these dainty

BAR PINS

they have the appearance of the costly platinum diamond pins and can be retailed from $1.00 to $10.00 each.

Discriminating purchasers are demanding now, more than ever before, distinctive designs bearing the impress of individual thought and delicate workmanship.

Write for samples.

14 KT. GOLD STERLING 925/1000 ON SILVER

Fishel Nessler Company

Manufacturing Jewelers

79-81-83-85 Crosby Street NEW YORK

Established over a quarter of a century

later. During the forenoon the youth went an errand for one of the men in the shop and upon his return a dispute arose regarding the change and as a result fellow workmen took the matter up and began to badger Davies, keeping it up until he was frantic. Late in the afternoon the young man arose suddenly and going to a rear room drank the acid. He was hurried to the Rhode Island Hospital, where he died a few hours after he was admitted. Davies lived with his widowed mother and, with a younger brother, was the support of the family, which consisted of several smaller children. A fund was started in the shop, which, with contributions from the firm, amounted to about $100, which was sent to the mother.

The Dyer St. Land Co. building, on Peck, Friendship, Orange and Dyer Sts., occupied by a number of large manufacturing jewelry concerns, has just been equipped with electric power, supplanting the steam power that has furnished power for the shops since the erection of the structure. In the electrification 35 motors have been installed aggregating 275 horse-power. In the electrification the main driving belts have been eliminated and many improvements have been otherwise made in and about the building.

At last week's meeting of the advisory council of the New England Manufacturing Jewelers' and Silversmiths' Association, the president, George H. Holmes, announced the appointment of Harry Cutler, Henry G. Thresher, William A. Copeland, John M. Buffington, Frank T. Pearce, all of this city; Harold D. Sweet, of Attleboro, and Charles T. Paye, of North Attleboro, as a committee to present to the annual corporation meeting of the association, the latter part of this month, a list of officers for the ensuing year.

Baltimore.

A number of jewelers have pledged themselves to become members of the City Club, now in progress of organization.

Mr. and Mrs. Howard Plitt Sadtler have returned to Springfield Farm, their country home, near Timonium, from a short stay at Old Point.

George Robert Black, who is interested in the jewelry business of Atlanta, Ga., with Mrs. Black and daughter, spent a few days in Baltimore last week.

Frank A. Heywood, who had his leg broken Aug. 16, is still confined to his house. He will hardly be able to walk without the aid of crutches before Christmas.

The retiring Water Engineer, who leaves the employ of the city government after a service of 11 years, was presented with a silver punch bowl last week by the employees of the water department. The bowl, which was made by the Hennegen-Bates Co., is of massive silver with a Louis XV. border.

Mrs. Mary Augusta Curley, 80 years old, widow of James A. Curley and sister of Joseph M. Walter, a Eutaw St. jeweler, died Oct. 3 in New York. She was buried in Bonnie Brae Cemetery in this city Oct. 5.

Howard H. Bell, a check operator wanted in many places, was convicted of forgery at Frederick, Oct. 3, and sentenced to the penitentiary for six years. He is also known as F. I. Stone, alias P. B. Snow, and his description has been in the hands of the jewelers of Norfolk, Va., Colorado Springs, Colo., Dayton, O., Topeka, Kan., and other places for some time.

John Ethridge, 2236 East Oliver St., was arrested and held for trial Oct. 4, on the charge of defrauding his employers, S. & N. Katz, of $1,000 worth of jewelry. It is said to be the second time that Ethridge has been charged with this offense while in the employ of the firm. Once before it is said that he defrauded them of $100 worth of jewelry, but the charge was not pressed.

Becoming suspicious of a man who was trying to dispose of a watch and charm to the jewelers in the vicinity of Baltimore and Harrison Sts., Oct. 4, Detective Porter and Patrolman Kerns arrested him after a chase of several blocks through the business section. At headquarters he gave the name of William Kemp and admitted that he was a deserter from the United States training ship *Franklin* at the Norfolk Navy Yard, where he had enlisted under the name of William Fink.

Attleboro.

The Attleboro Chain Co. is running its factory on a 13-hour schedule.

Edward L. Mumford has severed his connections with the Winthrop Mfg. Co., of this place.

Mr. Parker, of Bates & Bacon, was in Philadelphia last week in the interests of his concern.

Clarence L. Watson, S. M. Einstein, Hon. Edward Sweeney and Hon. S. O. Bigney attended the Republican State Convention last Wednesday.

An automobile containing William H. Garner had a collision with a machine owned by Isidore Cole, of Pawtucket, last Wednesday evening. Mr. Garner was not hurt.

Peter Nerney, treasurer of the Bay State Optical Co., has filed the following corporation report: Machinery, $28,578; cash and debts receivable, $53,109; manufactures and merchandise, $30,000. Total, $111,687. Capital, $60,000; accounts payable, $10,867; floating debt, $14,000; profit and loss, $26,820. Total, $111,687.

Commissioner James E. Blake, of the Park Commission, last week, accompanied Judge Lee, the representative of Mrs. Fred Newell, through the new building known as the Newell Shelter House, at Capron Park. This building has been donated in memory of the late Fred Newell, a prominent jewelry manufacturer.

The jewelry section at the New England exposition, which is being held in Boston under the auspices of the Boston Chamber of Commerce, came in for a great deal of attention last week. Unlike the other industries which have their firms scattered in various sections of the building, the jewelers have bunched their displays. The jewelry makers occupy the space near the Huntington Ave. side, and take both sides of the main aisle. The samples are shown in brilliantly lighted show cases. Among the exhibits are those from the R. F. Simmons Co., Electric Chain Co., Bates & Bacon, Standard Button Co., S. O. Bigney & Co., Fontneau & Cook Co., C. D. Lyons Co., D. F. Briggs & Co., J. F. Sturdy Sons' Co., and Whiting & Davis.

North Attleboro.

V. H. Blackinton & Co. are running their plant on a 13-hour schedule.

Charles H. Clark left Monday for the west in the interests of W. G. Clark & Co.

J. R. Fletcher has accepted a position as patternmaker for the Boss & Baldwin Co.

Mauran Furbish was one of the Republican delegates to the State convention last week.

G. S. Mandalian has returned from a business trip taken in the interests of his concern.

Claremon Hunt has returned from an automobile trip enjoyed in the White Mountains.

W. C. Sherman returned last week from a business trip made for the O. M. Draper Co.

Howard Sisson has been engaged to show the line of W. G. Clark & Co. in New York.

George A. Chisholm left last Saturday evening for the west in the interests of the Bugbee & Niles Co.

Daniel M. Chisholm returned last week from the west, where he has been in the interests of Sturtevant & Whiting.

In the suit of John P. Ballou against William Maintien a decision was handed down last week by Judge Byram for the plaintiff to the amount of $101.28.

G. K. Webster, who has been confined to his home the past month by illness is reported as being very much improved.

Earle L. Middleton, the local watch repairer, has accepted a position as manager of the repair shop of a large manufacturer of Providence, R. I. He will conduct his local shop just the same, having engaged a competent repairer.

The following firms had advertisements for help in the local papers last week: The Webster Co., R. Blackinton & Co., Whiting & Davis, Paye & Baker Mfg. Co., C. Ray Randall Co., Geo. L. Paine & Co., J. F. Sturdy Sons Co. and the H. H. Curtis Co. This is considered an indication of good business with these firms.

William H. Bell has been selected as chairman of the committee that will have charge of the Independent Evening Industrial School which will be conducted at the local high school building this Winter. This school will be devoted to designing and other studies which will aid the jewelry workers of the town.

Last Tuesday evening the following men connected with the jewelry business were made honorary members of the Masonic Fraternity, having been members of the local lodge of Masons for over 40 years: John Stanley, William A. Bennett, Samuel Fisher, Walter Ballou, George W. Cheever, E. D. Sturtevant and Frank L. Shepardson. Worshipful Master A. T. Parker made the presentation speech to all those who were honored with the exception of John Stanley, who was given his certificate by his son, Charles Stanley, New York salesman for the O. M. Draper Co., who came from New York to perform for the occasion.

It Has Been Well Said

That "the label and trade-mark of a well-known and responsible manufacturer is the best protection the public can have." The TRADE MARK Gorham Trade-Mark STERLING stands for all that is good in sterling silverware, in quality, design and workmanship.

For sale only by Jewelers



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GORHAM SILVER POLISH — The Best for Cleaning Silver

THE JEWELERS' CIRCULAR
WITH WHICH ARE CONSOLIDATED THE HOROLOGICAL REVIEW, THE JEWELERS' WEEKLY, THE JEWELERS REVIEW

PUBLISHED EVERY WEDNESDAY BY
THE JEWELERS' CIRCULAR PUB'G CO.
L. J. Mulford, Pres. & Treas. V. S. Mulford, V.P. & Sec.
11 JOHN ST., COR. BROADWAY, NEW YORK.

TELEPHONE: 1148 CORTLAND. CABLE ADDRESS: JEWLAR, NEW YORK

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Notices of changes in standing advertisements must be received one week in advance, new matter can be received up to Monday.

No attention paid to communicotions unless accompanied by full name and address of the writer. This is asked not necessarily for publicotion, but as an evidence of good faith.

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Only Gold and Platinum Jewelry Dutiable at 60 Per Cent.

AN interesting decision on the interpretation of the jewelry paragraph of the Tariff law was handed down last week by the Board of the United States General Appraisers when that body decided that fob chains of white metal or gun metal were dutiable at the specific and ad valorem rates of Par. 448 of the Tariff Act, amounting in all to 85 per cent., and were not dutiable at 60 per cent. under the last part of the paragraph providing for "articles commercially known as jewelry, * * * including chain, mesh and mesh bags, and purses composed of gold or platinum, whether set or not with diamonds," etc. In this decision, Judge Sharretts reiterated the point, made in previous decisions, that the 60 per cent. duty provided for in Par. 448 refers *only to jewelry made of gold or platinum*, claiming that these words after mesh bags and purses, etc., apply to the whole sentence beginning with "jewelry," and were not intended to apply only to chain mesh and mesh bags and purses.

That this was the intent of those who drew up the paragraph, there can be no doubt and no one is more competent to speak of the meaning of the paragraph as it was framed for the bill sent to Congress in 1909, than is Judge Sharretts, as his expert advice was relied upon in the formation and framing of the section in question. In fact, he is more familiar with everything connected with the section from the time of its first proposal to its enactment, than is any man in the country, and he, if any man, should know what the law means. His decision, which is published in detail in another column of this issue, is a clear expression of the jewelry paragraph and its meaning, and it is particularly interesting in its logical reasoning showing that Congress, in enacting the act had the same intent in view as had those who originally proposed the jewelry section in the present form.

The ambiguity in the law, if any there be, is due wholly to punctuation, practically to the position of a comma, and it does not seem likely that the courts will upset the intent of a statute on an ambiguity that is latent at best, particularly in the light of the clear reasoning of the last decision of the General Appraisers.

Murder Suspect Captured by New York Police.

IT was with distinct gratification that members of the jewelry trade learned last week that the police of New York had taken into custody a man whom they state positively is the murderer of Adolph Stern, clerk and nephew of Jacob Jacoby, a New York jeweler, who was killed by the robbers who looted Mr. Jacoby's show window July 22. At the time of the robbery, the thieves came up to Jacoby's store in a taxi cab, smashed the window and grabbed a tray of rings, and when Mr. Stern, who was in the store at the time, attempted to interfere with them, one of the robbers shot him dead in his tracks. The robbers and the murderer then jumped into the taxicab and escaped.

This crime caused a shudder of horror to run through the entire jewelry trade, and the police of New York, realizing the importance of the capture of the thieves and the murderer, have bent every effort to discover their whereabouts. Deputy Commissioner Dougherty personally took an interest in the case, and from time to time assured representatives of THE JEWELERS' CIRCULAR-WEEKLY and the Jewelers' Board of Trade that no stone was being left unturned in running down every clue available.

As a result of the work of a special detail of detectives assigned to the case, the arrest of the man claimed to be the murderer was made on Tuesday evening, Oct. 3, after THE JEWELERS' CIRCULAR-WEEKLY had gone to press; but so important was this news to the jewelry trade, that we stopped our presses in order to publish a brief story of the capture. Unfortunately, some copies of our last issue had been mailed and circulated before this story was printed, but the great majority of our readers were able to read the bare details of the capture in our issue of Oct. 4.

The direct clue which led to the capture of the suspect was a statement by one of the friends of the prisoner that the latter was the murderer of Stern and had admitted the act. Acting on this, the detectives located the man and had him identified by three eye witnesses to the crime, who state positively he was the man who did the shooting. A full and detailed story of the incidents that led up to the capture and arrest of both the man charged with the crime and two of his friends who are held as material witnesses appears in another column of this issue.

It looks as if the police of New York had "made good," but it is yet too early to pass judgment upon the guilt or innocence of the captured man until after the Courts have examined and determined the competency and conclusiveness of the evidence against him. As the prisoner has waived examination and is held for the Grand Jury, no idea of the way he intends to meet the charge can be had until the case comes to trial.

Gem Imports Again Break All Records.

GEM imports continue to increase at an astounding rate, another record being broken in the importations of September just passed. According to the report of the appraiser at New York, the precious stones and pearls brought through that port during the 30 days of last month amounted to nearly $4,000,000, or, to be exact, $3,964,342.42 or $926,000 more than in September last year and about $646,000 more than in September, 1909, which until now held the record.

The increase is shown both in the cut stones and pearls, which last month amounted to $2,910,822.63, as against $2,446,976.17 last year, and in the uncut or rough stones, principally diamonds, which last month amounted to $1,053,519.79, as against $591,761.33 a year ago, indicating that both the importers and cutters of gems feel the unusual demand that is evidenced by these figures. There can be no doubt that the large gem importations during the

NEW FALL PENDANTS



A few samples from our extensive line of New, Popular Priced, and thoroughly dependable Gold Jewelry.

A 80-7	Baroque Pearls	$3 00
A 80-8	Baroque Pearls and Sapphire	3 00
A 80-6	Baroque Pearls	4 00
A 80-3	Baroque Pearls, Sapphire or Ruby centre	10 25
A 80-4	Baroque Pearls, Amethyst or Topaz	12 25
A 80-12	Baroque Pearls, Sapphire or Ruby centre	13 50
A 80-2	Baroque Pearls, Turquoise Matrix	9 50
A 80-1	Baroque Pearls, Amethyst or Topaz	10 25
A 80-10	Baroque Pearls, Coral	5 50

Prices quoted are for pendants only. Fifteen-inch chains, **$2.50 extra.**
All pieces are 10K gold, and all stones are genuine with the exception of sapphires and rubies, which are reconstructed.

Prices Subject to Jewelers' Circular Key Discount

CROSS & BEGUELIN

TWENTY-THREE MAIDEN LANE

NEW YORK

last few months indicate that the diamond and gem trades can look for one of the biggest years in their history.

How the gem import figures of last month compare with those of the same month in previous years can be seen by a glance at the following table:

Sept.,	*Cut.*	*Uncut.*	*Total.*
1911	$2,910,822	$1,053,519	$3,964,342
1910	2,446,976	591,761	3,038,737
1909	2,652,340	666,001	3,318,341
1908	1,731,098	181,304	1,912,402
1907	1,679,428	790,169	2,469,597
1906	1,796,911	748,846	2,545,757
1905	2,240,987	1,009,892	3,250,880
1904	1,018,053	1,174,550	2,192,603
1903	1,099,860	862,524	1,962,384
1902	1,235,051	818,473	2,053,524
1901	978,611	384,345	1,362,957
1900	754,930	202,799	957,730
1899	1,123,628	325,916	1,449,544
1898	858,601	257,884	1,116,485
1897	852,476	219,510	1,071,986
1896	57,673	88,447	146,121

Harrisburg, Pa.

Mr. and Mrs. George A. Hutman and family enjoyed the week-end at their Mt. Aetna cottage.

The room formerly occupied by R. H Conlyn in Carlisle, Pa., is being remodeled for the Farmers' Trust Co.

Homer G. Seibert has improved the appearance of his store front at 1902 N. 6th St., with a new coat of paint.

Mr. and Mrs. Myer Baturin gave a farewell party at their home last week in honor of their niece, Miss Bertha Foreman, of Baltimore.

Among those taking a prominent part in last week's meeting of the East Pennsylvania Lutheran Synod at Lebanon, was E. G. Hoover, of this city.

Mrs. Mindil, widow of the late Gen. Geo. W. Mindil, has removed from New York to her old home in Harrisburg, and is residing at 128 Walnut St.

The new store front for the Gately & Fitzgerald Co., 29, 31, 33 S. 2d St., is attracting much favorable comment. This firm now has a building 30 x 105 feet.

Frank Sites, watchmaker for C. Ross Boas, made a fine run for the Democratic nomination for County Commissioner. He made the nomination on the Keystone ticket, however.

The bronze tablet commemorating the great military mobilization camp at Camp Curtin during the Civil War has been placed in position on the 6th St. front of the Camp Curtin School building, and will be unveiled with appropriate ceremonies Oct. 14.

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New York Notes.

The Varga Jewelry Co., formerly located at 907 Broadway, has moved to very attractively furnished quarters at 324 Fifth Ave.

Percy Clap, of the Daggett & Clap Co., 7 Maiden Lane, spent a part of last week at the factory at Attleboro, Mass.

Mr. Rider, of W. E. Hayward Co., Attleboro, Mass., returned to this city last week on his way back to the factory from a western trip.

W. S. Pitcairn, 44 Murray St., who recently attended a meeting in Chicago, went from there further west on a business trip, which will take him to the coast.

B. H. Cheydleur, a jeweler of Norwich, N. Y., visited this city recently, and spent some time in the pottery and glassware district in addition to his visit to the jewelry trade.

Charles Stanley, local representative of the O. M. Draper Co., 15 Maiden Lane, has returned from North Attleboro, where he went last week to take part in a masonic meeting.

E. Reubenstein, who was for 20 years with the old firm of B. H. Davis & Co., has started in business for himself as a manufacturer of artistic diamond jewelry at 45 John St.

Julius Rosefeld, of the firm of Lazarus & Rosenfeld, 60 Murray St., sailed for Europe recently on the *Mauretania*, where he will visit the firm's factories concerning new ideas in pottery and glassware.

James W. Beath, a lapidist and jeweler at 129 S. 12th St., Philadelphia, Pa., was among the out-of-town jewelers in this city during the past week who paid a visit to the offices of THE JEWELERS' CIRCULAR-WEEKLY.

The first meeting of the creditors of Patteck & Berman, 168½ Delancey St., which was set for Friday, was again adjourned until Nov. 3. An involuntary petition in bankruptcy was filed against this firm last April.

The engagement of S. H. Levinson, of I. Levinson & Son, importers of diamonds, 45 John St., to Miss Sarah F. Rosen, Hartford, Conn., has been announced. The reception was held at 9 Canton St., Hartford, Conn., Sunday.

The Tiffany Studios at Madison Ave., cor. 45th St., will undergo important changes. James P. Wiskeman has charge of the alterations, which will include an eight-story addition, 10 x 65 feet, and one or two stories to the present building.

Otto A. Bauer, with Bauer Bros., jewelers at Zanesville, O., was one of the out-of-town jewelers in the city during the week, who called at the offices of the JEWELERS' CIRCULAR-WEEKLY. He has been making his headquarters at the Herald Square Hotel.

Charlton & Co. is the name of a concern which has been incorporated under the laws of the State of New York to do a jewelry business. The concern has a capital of $100,000, and the incorporators are: John W. Schrlton, 64 Fifth Ave.; Robert S. Chapin, 61 E. 73d St., and Alex. R. Peacock, Pittsburgh, Pa.

Frank Kirshbaum, "right-hand man" of Theodore Schisgall, clock importer at 116 Chambers St., and Miss Cornelia Deutsch, daughter of Mrs. Mary Deutsch of 10 E. 109th St., will be united in marriage on Sunday evening, Oct. 22. The ceremony will take place at the residence of the groom's uncle, M. Kirshbaum, 18 W. 113d St.

Under orders from Commissioner Edwards, employes of the Street Cleaning Department were searching last week for a small gold baseball. It is the property of W. F. Preson, 60 Wall St. He was manager of the Princeton baseball team of 1904, and the trophy was given to him to remind him of the success of the team that year. It is supposed that some careless maid in the Preston home swept it into a waste basket, and it was carried away.

A decision of interest to jewelry salesmen was handed down last week by the Court of Appeals. It was held that a trunk that is being moved by an express or transportation company, or otherwise apart from and disconnected with the transportation of the person who owns the trunk, is not baggage, and such company receiving and losing it is liable for its full value. The action was against the New York Transportation Co., which contended it was liable only for $100. A judgment of $1,200 was affirmed.

A Chinese millionaire arrived at this port last Tuesday night bringing with him a lot of baggage and a bracelet. The bracelet was given to a steward on board the vessel who, instead of mailing it on board the boat, decided to post it in Hoboken. He waited until all the passengers had landed, and taking the package started to go ashore, but was detained and ordered to return within the Custom's lines. The Chinese millionaire was finally called upon to explain the matter, and went with an inspector and posted the package himself.

The pawnbrokers of this city, who have been waging a legal fight against the provisions of the Sullivan gun law, as it affects them, won their first victory last Wednesday, when Supreme Court Justice Gavegan held that a pawnbroker may not be punished under the law for possessing firearms. The decision was in the case of Ivan Prince, who sued out a writ of habeas corpus. The District Attorney will take the case to the Appellate Division at its next term, and a decision will be sought in the Court of Appeals, so that the law on the rights of pawnbrokers with respect to dangerous weapons may be known.

Two brokers with offices in Broad St., were held in bonds of $2,000 each by Magistrate Kempner in the Adams Street Police Court in Brooklyn last Wednesday on a charge of grand larceny entered by Maurrice Neubauer, a watchcase manufacturer of 266 Ralph Ave., Brooklyn. Mr. Neubauer charges that on Aug. 2, he gave $400 to the brokers as a margin to invest in Union Pacific stock on their representation that if he played both sides of the market he could not lose. On Sept. 17 he said he had demanded his profits and was informed there was nothing left of his account. Both brokers denied the man's statements.

The case of Rose Dessler, an 18-year-old girl, who was arrested last June on complaint of Philip Tushnett, 45 John St., charged with the larceny of gold material, came up in Part I of the Court of Special Sessions last Thursday. After taking testimony the Court paroled the prisoner in the custody of her attorney until a further investigation of the case can be made. Shortly after Miss Dessler's arrest, Mr. Tushnett said he received a letter in which the girl admitted the thefts and asked for clemency, saying that she was in ill-health and that she had been tempted by others to steal the gold. When the young woman went on the stand in her own behalf she admitted that she had written the letter while she was highly excited, and did not then realize the serious nature of her statements.

The Good and Welfare Committee of the National Jewelers Board of Trade held its regular meeting Thursday, at the rooms of the Board, 15 Maiden Lane, when reports of various committees were received. Among these was a report of the committee appointed to award the prizes to those who supplied information to the Board during the past year, the result of whose decision appeared in the last issue of THE JEWELERS' CIRCULAR-WEEKLY. The luncheon committee which has charge of the project to prepare monthly luncheons for the Board reported progress, but it is not probable that the first luncheon will take place until next month. The stamping law committee and the committee on memorandum were among others which made a report, while

(*New York Notes continues on page* 103.)

The amount of advertising published in THE JEWELERS' CIRCULAR-WEEKLY last month beat all records for September of any year. THE JEWELERS' CIRCULAR-WEEKLY published 455 pages of advertising. The 7 other jewelry periodicals *combined* published only 420 pages. The reason why THE JEWELERS' CIRCULAR-WEEKLY publishes more advertising than all the other jewelry papers put together is because it has the close attention of the buyers of over 90 per cent. of all the goods sold to the jewelers of the country.

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Elected to membership in the NEW YORK CLEARING HOUSE ASSOCIATION, making checks on this company, in payment for drafts, etc., acceptable by all banks and trust companies, members of the Clearing House, and checks certified by us acceptable by the U. S. Collector of Customs in payment of duties on imports.

Designated a Depository for the General Funds of the State of New York, in addition to those of the City of New York.

Paid 2% extra as a Christmas Dividend, in addition to the regular dividends for the year, which amounted to 6%.

Increase in Capital & Surplus from $1,500,000.00 to $2,000,000.00, enabling the company to broaden its business.

Increase in Resources to over $10,000,000.00.

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1850 *The Jewelers' Bank for half a century in the same location* 1911

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The Market and Fulton National Bank of New York

ORGANIZED 1852 — 81-83 FULTON STREET

CAPITAL, $1,000,000 — SURPLUS, $1,700,000

PROGRESSIVE—CONSERVATIVE—SUCCESSFUL

ALEXANDER GILBERT, - President
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Invites the Accounts of Jewelers

Will extend every facility that good banking will justify

SAFE DEPOSIT VAULTS

AUGUST OPPENHEIMER, President — J. HEYNEN, Secretary

THE JEWELRY TRADE IS INVITED TO INSPECT THE REMODELED AND IMPROVED PREMISES OF THE

New Maiden Lane Safe Deposit Co.

170 Broadway, Cor. Maiden Lane, New York

WHICH HAVE BEEN ESPECIALLY EQUIPPED FOR THEIR REQUIREMENTS

Trunks and Packages received at all hours, day, night, Sundays and Holidays, at our special 24 hour rate

Main Vault accessible every business day from 8.30 A.M. to 6 P.M. Use of sample rooms to renters of safes

Safes built to hold 1, 2 and 4 to 6 telescopes

New York Notes.

(*Continued from page* 101.)

the question of investigating the quality of platinum sold to the jewelry trade was among the subjects discussed.

Mando Wolff, Omaha, Neb., has taken a position with Wendell & Co., 45 John St.

Herman Levy, 65 Nassau St., returned from Europe recently on the *Mauretania*.

N. T. Wright is making a trip through New York State for G. C. Hudson & Co., 12 John St.

A. E. Sipe, Buffalo, N. Y., sailed from this city Wednesday on the *Mauretania*, bound for Europe.

Benjamin F. Recs, of Zimmern, Rees & Co., 170 Broadway, sailed for Europe last Wednesday on the *Mauretania*.

Milton B. Rosenback, of William I. Rosenfeld, 1 Maiden Lane, sailed for Europe last Wednesday on the *Mauretania*.

Edward Holbrook, president of the Gorham Co., returned to this city recently on on the *St. Louis* after a trip in Europe.

Charles A. Whiting, of Whiting & Davis, Plainville, and C. Ray Randall, North Attleboro, were visitors in this city last week.

Albert Kohn, of Theodore A. Kohn & Son, 321 Fifth Ave., returned recently on the *Nieuw Amsterdam* from a trip to Europe.

O. D. Wormser and J. D. Frankel, of Jos. Frankel's Sons, 578 Fifth Ave., sailed for Europe last Wednesday on the *Mauretania*.

The Metal Specialties Corporation, of 39 W. 8th St., has been incorporated with a capitalization of $10,000. The concern will make specialties.

Gustave Apfelbaum, a pearl buyer, who makes his headquarters at Beardstown, Ill., arrived in this city yesterday from the western fisheries.

C. H. Webb, representing the F. H. Sadler Co., 180 Broadway, is on a business trip through New York State and to other points for his concern.

Judge Holt has appointed George S. Kakabian receiver for the Caesar D. Abd-El-Nour Importing Co., dealers in oriental goods at White Plains, N. Y.

L. Bauman, of the L. Bauman Jewelry Co., returned from Europe to this city last week and, after staying a short time here, departed for his home in St. Louis.

Max Arnstein, of Arnstein Bros. & Co., 170 Broadway, returned yesterday on the *Kronprinzessin Cecilie*. He has been on an extended visit to the European diamond markets.

Frank H. Cutler, of F. H. Cutler & Co., and Charles Peckham, of J. H. Peckham & Co., North Attleboro, Mass., were among the eastern visitors in the city during the past week.

Hugh Oppenheim, of Oppenheim & Strauss, 87 Nassau St., sailed for Europe on the *Kaiser Wilhelm II.* Tuesday of last week. He will visit the European diamond and pearl markets on a business trip.

Oscar Caplan, 9 N. High St., Baltimore, Md., submitted to creditors an offer of settlement at 12½ cents on the dollar a short time ago, and through the efforts of the National Jewelers Board of Trade this offer has been raised to 25 cents cash and 10 cents in notes due in eight months. This proposition is net to the creditors.

Mrs. Henry A. McAleenan, wife of a well known pawnbroker, reported to the police last week the loss of a $12,000 pearl necklace. It is thought it was lost on the train between Allenhurst, N. J., and this city.

Among visiting jewelers in this city during the past week were C. F. Chouffett, Buffalo, N. Y.; Samuel Perkin, Allentown, Pa.; Oscar Allan, Vancouver, B. C.; Michael Samuels, of Samuels Bros., Youngstown, O.

Dr. George F. Kunz, gem expert for Tiffany & Co., was one of those who attended a dinner given by the alumni of Columbia University in honor of President Nicholas Butler. The dinner was attended by about 350 graduates of Columbia.

The Unique Art Manufacturing Co. is the name of a concern incorporated under the laws of the State of New York to engage in the jewelry business. The capital is $6,000. The incorporators are Samuel Berger, 46 E. 112th St.; Lazar Singer, 22 E. 102d St., both of New York City, and S. H. Schiff, 1038 Hoe Ave., the Bronx.

Moise Engelmann, Paris, accompanied by his wife, was recently a visitor in this city. He is the foreign representative for a number of large importing concerns in the Maiden Lane district, and while here on his way back to Paris from San Francisco, he stopped at the Hotel Majestic, where he gave a reception to a number of his old friends.

Alfred Nathan, representing Henry Baschkopf, manufacturer of diamond mountings, 49 Maiden Lane, has been compelled to return to this city, because of sickness. He was taken sick in Chicago, and could not finish his trip. It is hoped that he will be able to go out again in about a week and will then finish his trip in the Middle West.

The directors of the Jewelers' Safety Fund Society, 15 Maiden Lane, with the view of making changes in its form of policy, which will permit the organization to give greater facilities to the members and possibly an increase in the amount of insurance granted on a single risk, has submitted to members a set of questions, by which it is hoped to gain valuable information.

Mrs. Anna Moore, 85 Warren St., Brooklyn, took last week a clock for repair to the jewelry shop of Mrs. Annie Meren, on Myrtle Ave., Brooklyn. She called for it Friday. When she took it home she says she found it would not go. She returned to the store, and before the startled proprietress realized what was happening Anna had smashed the showcase. Anna was fined $10 by Magistrate Kempner.

Ira Barrows, of the H. F. Barrows Co., 15 Maiden Lane, accompanied by his wife, arrived in this city on Saturday on the *Cedric* from a trip to Europe. He intended to sail for home on the *Olympic*, which was delayed by the recent accident to that ship. He was in Cherbourg when the accident occurred and expected to board the ship at that point. Mr. and Mrs. Barrows have been away about two months touring Europe.

Mr. and Mrs. Isaac Friesner, 136 W. 96th St., celebrated their golden wedding on Sunday by giving a dinner and reception at their Hernstadt, E. 115th St. Mr. Friesner is 80 years old and his wife 10 years his junior. They were married on Oct. 6, 1861. Mr. Friesner came to the city from Germany in 1848 at the age of 17 years. He went to Albany, where he learned his trade as a jeweler. In 1861 he went into partnership with Joseph Friend at 33 John St. and they conducted a jobbing business. He retired from the jewelry business about 12 years ago.

Two men were held in $1,000 bail each for the Grand Jury in the Fifth Ave. Police Court, Brooklyn, last week, on a charge of grand larceny. They are charged with the theft of 156 watches, retail value $2 each, from the steamship *Hawaiian* of the American-Hawaiian Steamship Co. Detectives Duffy and Black of the Fifth Ave. police station heard that a jeweler on Third Ave. was selling watches at less than $1 each. They investigated, and the jeweler told them that two longshoremen had offered him 156 watches at 50 cents each. The arrests followed.

Among the out-of-town department store buyers in this city during the past week were: F. W. Gremmels, buyer for the Bird, Thayer Dry Goods Co., Kansas City; W. G. Brooks, buyer of silverware for the Jordan, Marsh Co., Boston; E. E. Buckner, buyer for the Rice, Stix Dry Goods Co., St. Louis; L. F. Lapoint, buyer for the Jordan, Marsh Co., Boston; J. C. Gardiner, buyer of silverware for Carson, Pirie, Scott & Co., Chicago; Miss A. Brown, buyer for the Ives, Upham & Rand Co., Meridan, Conn.; F. J. Starrett, buyer of silver novelties for the R. A. McWhirr Co., Fall River; J. H. Mustard, buyer for the King, McLeod Co., Newport, R. I.

Marie Elise Depollier, wife of Jacques Depollier, head of the Dubois Watch Case Co., died Tuesday, Oct. 3, at her home, 813 Eastern Parkway, Brooklyn. Mrs. Depollier's death was due to a disease with which she had been troubled many years. She was born in Sweden, 69 years ago, and had been a resident of Brooklyn for about 37 years, the last eight having been spent at the Eastern Parkway address. Mrs. Depollier is survived by her husband, one son, Charles L. Debollier, and a daughter, Mrs. Dubois. Funeral services were held at her late home last Thursday evening. Interment at Greenwood Cemetery.

Detectives Marron and Kenny, of the 30th St. police station, last week arrested a man who said he was Louis Goldberg and who was later identified by Henry J. Brockman, a jeweler's clerk, as the man who had entered an uptown jewelry establishment and stolen jewelry valued at $167. Two men have recently been visiting wholesale jewelry houses and, after presenting the business cards of M. Feltman, a jeweler at 2304 7th Ave., have ordered goods in the jeweler's name. In several cases they managed to purloin jewelry before they left the store. When Goldberg was arrested it is said that a number of Mr. Feltman's business cards were found in his possession. Magistrate Corrigan held the prisoner for

(*New York Notes continued on page* 105.)

"THE CASE THAT COURTS COMPARISON"

Mr. Retailer:

A Gold Filled Watch Case is and always will be "an unknown quantity"

BUT

you never "buy a pig in a poke" when you buy a *Solid Gold* Case—that's just BULLION and ART, that's all;

AND

as no manufacturer can get a corner *in* nor cut the rates *on* the BULLION. Why! ART is the principal feature.

WELL!

ART and INDIVIDUALITY enable "SOLIDARITY" to produce "THE CASE THAT COURTS COMPARISON" and to be the principal factor in the gold case business to-day.

ANY WATCH JOBBER will gladly supply our cases.



SOLIDARITY WATCH CASE CO.

(Established Over a Quarter of a Century)

54 Maiden Lane - NEW YORK

JOHN W. SHERWOOD, Vice-President LOUIS J. MONTAGNON, Sec'y-Treasurer

"SWAN SAFETY"

THE PEN OF QUALITY

Millions of people are to-day reading of the special features of the "Swan Safety" in the National Periodicals, Magazines, Newspapers, etc.



Connect up with the publicity we are giving the "Swan Safety." It means sales and profits to you.

STOCK and SELL THE "SWAN SAFETY"

With Its Distinctive and Unique Features

LADDER UNDERFEED
GOLD TOP FEED

Patent Screw Cap Air-Tight Nib Chamber
Absolutely Non-Leakable

Mabie, Todd & Co. Gold Pens

Prove the superiority of the "Swan Safety" for yourself. Let us send you a sample for your thorough examination and personal test.

Prices, $2.50 up. Quality and Handsome Profits

MABIE, TODD & CO.

17 Maiden Lane, New York
209 South State St., Chicago
124 York St., Toronto

New York Notes.

(*Continued from page* 141.)

the grand jury, when the case came up in the Jefferson Market Police Court last Friday.

The firm of Braunstein & Fischer has been dissolved. J. Braunstein continues under the style of J. Braunstein & Co.

Percy Savory, New York representative for the Wadsworth Watch Case Co., 15 Maiden Lane, was on a trip to Cincinnati and other middle western points last week.

William E. Bliss has been elected president of the E. A. Bliss Co., 366 Fifth Ave., with factory at Meriden, Conn. He succeeds as president his father, the late E. A. Bliss, who died July 26 last. Henry M. Smith has been elected a director of the corporation.

An examination in the bankruptcy proceedings against Edward U. Kahn, a corporation formerly in business at 604 Broadway, which imported and manufactured jewelry novelties, belts and ladies' neckware, was held yesterday before Commissioner Gilchrist in the United States District Court. The examination was under Section 21A of the bankruptcy law and was directed toward an inquiry regarding certain entries on the salesbook and ledger of the corporation. Miss Z. Abrams, a bookkeeper, was called and questioned at some length regarding entries in the books. The examination was still in progress as THE JEWELERS' CIRCULAR-WEEKLY went to press. Another meeting in the same matter is set for this afternoon at 3 P. M. before Referee in Bankruptcy William Allen. A petition in involuntary bankruptcy was filed a short time ago against Edward U. Kahn and Jesse Watson was appointed receiver of the corporation under a bond of $3,000.

In sustaining a protest filed by A. J. Dale, the Board of United States General Appraisers Monday held that cigarette cases composed of brass or gun metal are not to be regarded under the terms of the present tariff act as "articles worn on the person for adornment," as specified in Par. 448. They were returned for duty by Collector Loeb at the rate of 85 per cent. on their value. Judge Chamberlain holds that the contention of the importer for a tax of 60 per cent. as "smokers' articles" is well founded and must be sustained. The Collector's assessment is reversed. Hensel, Bruckman & Lorbacher also made a claim for a reduction in the duty assessed by the Collector on articles returned at 85 per cent. as being intended for personal adornment. In this case the articles consisted of merchandise composed of brass or metal set with imitation precious stones made of paste or glass, valued at more than 20 cents per dozen pieces. The goods were alleged to be dutiable as "manufactures of glass or paste," and as such liable to assessment at 45 per cent. Judge Sharretts holds that the protest is without merit.

F. E. Lynch, Sheldon, Ia., has been in Old Mexico for several years, and a recent letter from him states that he was fortunate enough to get three sections of land in the oil and gas region of the Aquilas fields. He expects to go there for several months from Sheldon.

News Gleanings.

Richard A. Green, Jena, La., has moved to Bernice.

W. A. J. Mills, Tenaha, Tex., has moved to Hope, Ark.

L. Yax has succeeded Louis Rieckhoff at Brighton, Mich.

S. C. Cumberledge, Muskogee, Okla., has moved to Hanna.

W. E. Smith, Dexter, Kans., has moved to Winfield, Kans.

Sam Rice has succeeded Morrow & Hudson at Anson, Tex.

Antoine Levesque, Fort Kent, has moved to Edmunston, N. B.

Jaeger & Ries, Alden, Ia., have been succeeded by Ries Bros.

L. L. Brown, Presser, Wash., has sold out to H. L. McLean.

William Thurman will engage in the retail business at Sidney, Ia.

Braley Bros., Columbia, Tenn., have been succeeded by R. L. Brooks.

W. E. Church has succeeded Hulett & Church at Ogdensburg, N. Y.

Calvin D. Lyon, Freehold, N. J., has moved to Middletown, Conn.

Benj. Frumness, Denver, Colo., has been succeeded by Edward Kleiger.

Lierley Bros. have become successors to E. Parker at Gilman City, Mo.

R. J. Baldwin has become successor to Wm. Connolly at Cresco, Iowa.

Anton E. Johnson, Versailles, O., has been succeeded by Don. D. Elliott.

Geo. W. Hickox, Albuquerque, N. Mex., has been succeeded by Mr. McKee.

Wm. M. Allen & Son, New Bedford, Mass., has succeeded Wm. M. Allen.

Fail Scovil, Fort Madison, Ia., has succeeded to the estate of Theo. Ernst.

J. H. Johnson, Louisburg, N. C., has been succeeded by Johnson & Price.

R. C. Wilson & Son, Garfield, Wash., have removed into their new building.

Samuel Dobrin & Son have succeeded Samuel Dobrin at Minneapolis, Minn.

J. G. Knabe, of Sioux City, Ia., will engage in the retail business at Willmar, Minn.

H. Amundsen, Clear Lake, S. Dak., has been on a visit to Watertown, S. Dak., where he formerly resided.

Miss Bertha Moen has bought the jewelry stock of J. H. Nelson, Toronto, S. Dak., and has taken possession.

It is reported in Morrisville, Vt., that the mortgagee has taken possession of the store of F. H. Bartlett in that town.

John Amodt, Detroit, Minn., is getting ready to open a new jewelry store in Mahnomen, Minn. Fixtures are now being installed

Guy E. Hanson, of Sioux City, Ia., has returned to Madison, S. Dak., where he formerly lived, and will engage in the retail trade at once.

The firm of Hollingsworth & Son, Paoli, Ind., has been dissolved. J. W. Hollingsworth continues there and J. C. Hollingsworth at French Lick.

Thomas D. Dunn, Atlantic City, N. J., has sold his S. Carolina St. store to Joseph Stine, there, but will continue his business as formerly at 731 Boardwalk.

H. G. Austin, Plainview, Minn., has moved his jewelry stock into the new store building owned by H. A. Thom. The new fixtures are now being installed.

Jewelers in Bangor, Pa., will close their stores at 6 o'clock every Tuesday, Wednesday and Thursday evenings, remaining open on the other evenings of the week.

Mrs. L. M. Eldred has sold her jewelry store at Estherville, Ia., to R. I. Morse, Duluth, Minn. Mr. Morse has been with the Hendrickson Jewelry Co. in Duluth.

Jay E. Gould has moved his jewelry stock into the McPartlin building at Glencoe, Minn. The entire store has been remodeled and a new store front installed.

A new jewelry store has been opened by the S. Finn Jewelry Co. in Savannah, Ga. A complete line of jewelry will be carried. The main store of the company is in Walterboro, S. C.

C. A. Windau, pearl buyer, Red Wing, Minn., has just paid $2,000 for a pear-shaped pearl of brilliant luster, weighing 49 grains, which was found in the St. Croix River, above Stillwater, Minn.

Frank Hyde, Sioux Falls, S. Dak., has recently moved his stock to a new location about four blocks distant from the old store. New fixtures complete have been installed throughout, new safe and outfit, making the store one of the finest in the State.

The store of the Gaskill Jewelry Co., Rochester, Minn., recently purchased by Messrs. Robinson & Rideout, has been redecorated, remodeled and a new plate glass front put in. Mr. Rideout will manage the store, his partner having charge of the buying.

A facetious correspondent writes to THE JEWELERS' CIRCULAR-WEEKLY representative that a certain Baltimore jeweler broke two mail-order hammers and busted his fingers rescuing old screws from a mail-order watch he was tearing to pieces last week. He was going to use the screws on a new barn.

One of the show windows in the jewelry store of S. E. Fegley & Bro., Lititz, Pa., was smashed recently by a thief, who threw a brick wrapped in newspaper through it. Jewelry to the value of $100 was stolen, the loot consisting of rings, watch chains, lockets and gold pins. A man giving the name of Preston Moffett was arrested charged with the crime, and it is said he admitted his guilt. He was committed to jail to await trial.

Lowell, Mass.

Roderick E. Jodoin, formerly with F. N. Labelle, has opened a store at 122 Aiken St.

H. E. Harris, a well-known Appleton St. jeweler, attended the Brockton Fair, with an auto party recently.

Geo. H. Wood, formerly at 149-153 Central St., is now located in fine new quarters in the Harrington building.

S. P. Bailey & Co., formerly at 42 Appleton St., are now located in their fine new store in the new Keith Theater building, 39 Bridge St.

J. E. Lyle has made extensive improvements in his branch store, 259 Middlesex St., and divided his watchmakers from his main store to his branch. F. A. Robbins is manager.



THIN MODEL BRUSHES

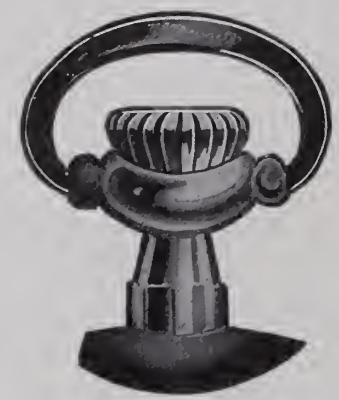
FOR THE TRAVELER

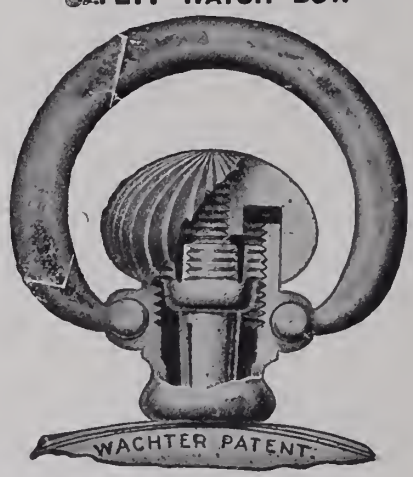
A large line of Thin Model Cloth Brushes, Military and Hair Brushes, Shaving Brushes, etc., attractively cased.

Send for Catalogue of the Travelers' Line

TILDEN-THURBER CO., Dept. "C," Providence, R. I.

SAFETY WATCH BOW





PATENTED: NO. 795665, JULY 25, 1905
NO. 38576, MAY 21, 1907
NO. 918809, MAR. 30, 1909



Buy Watches with the Wachter Safety Watch Bow

The Wachter Mfg. Co.

Should your Jobber not have them in stock, then write to us

Hartford, Connecticut

Established 1844 *Incorporated 1902*

THE 1912 CATALOGUE

OF

THE CLEMENS OSKAMP CO.

CINCINNATI, OHIO

Will be ready for delivery by November 1st. Let us send you one

Remember, we have dealt honestly with the Retail Jewelers 68 Years

TO THE TRADE

The undersigned hereby give notice that they have liquidated the business of M. S. Fleishman Company, in accordance with the terms and conditions of the Trust Agreement of July, 1910, and have severed all connection with said business, and are not responsible for any purchases that may be made in the name of M. S. Fleishman Company.

ROBERT E. BUDLONG
HENRY UNTERMEYER
H. M. CARLE

Dated Chicago, Ill., Oct. 2, 1911.

Gems and Precious Stones

Flexible Cover, postpaid, 50c.

PUBLISHED BY
The Jewelers' Circular Publishing Co.
11 John St., New York

Newark.

H. W. Falstrom, of this city, has been granted a patent for a buckle.

The family of Joseph M. Riker, Lincoln Park, has returned home after spending the Summer in Summit.

J. J. Kraus, of the Kraus Co., 67 Hamilton St., visited the trade in various cities throughout Connecticut last week.

E. N. Mandeville is on a trip through Pennsylvania in the interests of the Arch Crown Mfg. Co., Camp and Orchard Sts.

Charles Van Ness, of the Layman-Van Ness Co., Oliver St., will spend a large part of the month in Florida and other parts of the south.

Perry C. Burnham left Thursday for a trip through the south and middle west in the interests of the Wordley, Allsopp & Bliss Co., East Kinney St.

A patent for a hatpin fastener was issued to A. Arendarczyk, of Newark, last week, and one for a coffee percolator to E. Aborn, of East Orange.

The Eastwood-Park Co., silversmiths, Austin and Murray Sts., is now working nights to fill orders. Mr. Gustavus Sickles, treasurer and manager, reports excellent business and a particularly good outlook for Fall and holiday trade.

Walter Burstow, of Burstow, Kollmar & Co., 18 Columbia St., visited the trade in Philadelphia, Baltimore and Washington last week. Ralph Wakefield, the company's representative in the middle west, is reporting good business.

Arthur Rosenberg left last Wednesday for a trip through the south and far west in the interests of Alling & Co., 13 Orchard St. Raymond C. Gowell, another representative of the same concern, visited the trade in Baltimore and Washington last week.

Part of the property of the Yuenge Cutlery and Tool Co., Inc., 67 Hamilton St., was sold at a chattel mortgage sale last Wednesday, the mortgagee being Theodore M. Hindenlag. The sale was originally advertised for Wednesday, Sept. 27, but had been postponed.

John G. Rindell left last week for a trip through the south in the interests of Champenois & Co., 50 Walnut St. Charles F. Sweasy, another representative of the company, left on Friday for a trip which will include visits to the cities of Pennsylvania, New York and the New England States.

R. L. Seely leaves this week for a trip in the interests of the C. E. Fenniman Co., Mulberry St., which will include visits to Philadelphia, Boston and the cities of the middle west. E. F. Skinner is representing the company in the New England States, Pennsylvania and New York State. A. L. Spier carries the company's line through the south.

Much interest is being shown in the coming dinner of the Board of Trade, which will be held in the Symphony Auditorium on Wednesday of next week. It will be known as a "Boost Newark" dinner. It is expected that there will be more than 800 members present. An attractive program has been planned in which prominent speakers will participate.

Twenty-one teams will play in the third annual bowling tournament of the Jewelers' Bowling League, which will start the season on Monday, Oct. 30. Entries closed last week with the admission of teams representing the Richardson Mfg. Co., and the Long & Koch Co. The schedule of games for the season is being arranged by Secretary Albert E. Johnson.

A certificate of incorporation for the Wye-Kay Realty Co. was filed in the office of the county clerk last Thursday. The incorporators are Julius Koch, James J. L. Young and Sadie Le Roy Koch, all of Newark. The new company will have its place of business at 762 Broad St. Mr. Koch is president of the Long & Koch Co., manufacturing jewelers, at 14 Oliver St.

Application has been made for a recount of the votes cast at the Republican primary election by Frank L. Driver, a candidate for the new County Commission. Mr. Driver, who is at present a Freeholder, is contesting the selection of August L. Lacombe, a jeweler, to a Republican place on the general election ticket as a candidate for the County Commission. According to the primary returns Driver lost by 19 votes.

The alleged use of the adjustment bureau of the Newark Association of Credit Men for the furtherance of some bankruptcy court practitioners was discussed at a meeting of the association's Board of Trustees last week. No definite action was taken but plans were discussed for the widening of the scope of the work of the association. Among the things suggested is the establishment of a bureau for the exchange of credit information on lines similar to those adopted by associations in other cities. The matter will be brought before the members of the association at a later date.

John Trucone, 16 years old, a bootblack living at 366 S. Jefferson St., Orange, is said to have confessed to Policeman Edward Tracey, of South Orange, that he entered the home of A. D. Tichenor in Raymond Ave., a member of the manufacturing jewelry firm of Tichenor & Farnow. The boy is said to have stolen a pin, a watch and two rings. Before the alleged confession was made it was not known that the rings had been stolen. Trucone was arrested on the description given by a servant in a neighboring house, who said she had seen him enter the Tichenor home. Trucone said that he gave the goods to a colored boy of Orange. This boy was arrested and the goods were recovered. The boys were sent to the House of Detention pending a disposition of their cases in the Juvenile Court.

The general jobbing catalogue of the Clemens-Oskamp Co., Cincinnati, O., will be ready for circulation on Nov. 1. The new book lists everything the firm is carrying, instead of as heretofore only clocks and flatware. A marked innovation which will appeal to the retailer has been made in the book. The initials of the manufacturer have been placed under each article, and in the front of the book a chart has been arranged of the manufacturers. The advantage to the buyer is that he will be protected from substitution, as a glance at the manufacturer's mark will assure him whether the piece he has received is the one he ordered.

Connecticut.

An auction sale was held at the store of C. F. Bates, Stamford, last week.

Harold Gwillim, son of Thomas I. Gwillim, a prominent jeweler in Bristol, Conn., was recently appointed traffic manager for the Bell Telephone Co., Topeka, Kans. Last week he was a visitor in Bristol.

Chas. H. Clapper, New Haven, Conn., died suddenly of apoplexy while at work in the D. & E. T. Fitch factory, that place, last week. Mr. Clapper was a jeweler by trade, but owing to ill health was compelled to retire from active business some time ago.

Patrick Colwell, who for the past 35 years had been in the employ of the Waterbury Clock Co., died in Waterbury of paralysis last week. Mr. Colwell was a native of County Caven, Ireland, and came to Waterbury about 40 years ago. He is survived by a widow and one son, James F. Colwell.

The petition of a Stamford jeweler to have his name changed from Sigismonakronholtz to Kronn was denied by Judge Curtis, of the Superior Court at Bridgeport. The plaintiff said every one called him Kronn, and that his own name was too long for a display sign over the store. The judge said that the petitioner owned property, and that a change of name might lead to complications.

After 30 years of continuous employment with the Bradley Hubbard Mfg. Co., Meriden, Conn., Charles D. Newbury has severed his connection with that concern and has associated himself with Peck, Stowe & Williams, in Southington, Conn. On Mr. Newburgh's departure from the Bradstreet Co. his associates presented him with a purse of gold and a written testimonial of esteem which was signed by 47 of the office employes, headed by Clarence B. Bradstreet, of the firm.

N. Burton Rogers, Mayor of Danbury, Conn., and president of the Rogers Silver Plate Co., denied last week the report that he was to bring a suit against the Rev. Walter J. Shanley for alleged insult. The mayor stated that he did not find any evidence that Father Shanley had connected his name with any abusing remark. The source of the report that Father Shanley had made disparaging remarks regarding Mayor Rogers was due to the fact that Father Shanley has been waging a war against the city officials of Danbury.

Miss Jeannette Beech Rogers, daughter of Mayor Rogers, president of the Rogers Silver Plate Co., was married in Danbury, Conn., last week to Charles G. Frisbie of Hartford. The ceremony was performed by the Rev. H. C. Meserve, pastor of the First Congregational Church, and was the first wedding to take place in the edifice. Many relatives and friends were present. The wedding was the occasion of a reunion of the Rogers family. Mayor Rogers, who is the youngest of five brothers, is 63 years of age, and the eldest brother, Hervey, is 83. The other three brothers, Cephas B., Gilbert and Wilber F., are all prominent citizens of Meriden.

Aloysius Gerber has been succeeded at Edwardsville, Ill., by the Gerber-Nicodemus Mercantile Co.



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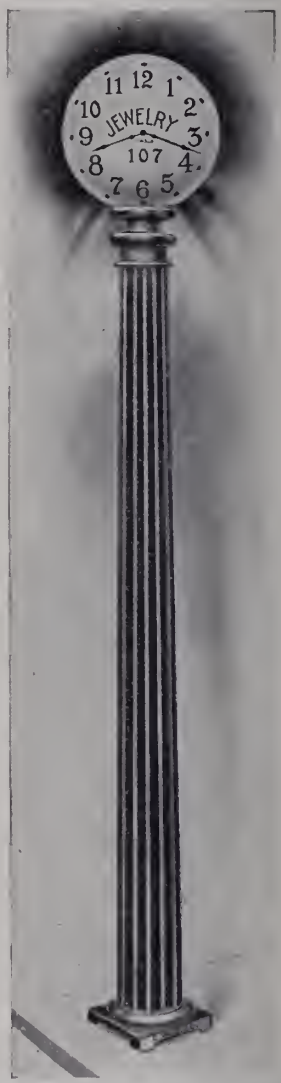
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Pittsburg.

Otto Heeren, Heeren Bros. & Co., has been laid up at his home for a week with a severe cold.

Rodney Pierce left last week for a three weeks' road trip for his firm. He reports good business.

Dr. Brashear has written to some of his friends, telling them of the delights of his present trip abroad.

N. Gallinger was among those who contributed last week to the fund being raised for the Austin flood sufferers.

The Samuel Weinhaus Co., last week, issued a new catalogue, which is one of the largest ever gotten out by this firm.

D. T. Reed, who has been ill with pleurisy, was able to go to his store last week for the first time, after a month's illness.

Gillespie Bros. have erected a handsome new sign, advertising their business, in Sixth Ave., between Webster and Wylie Aves.

J. T. Montgomery, New York manager for the M. A. Mead Co., spent a day or two recently in Pittsburgh on his way to Chicago.

Louis Cerf, a traveler for the Sol Cerf Co., last week subscribed $5 to the fund being collected here for the Austin flood sufferers.

J. R. Reed & Co. have finally installed the new clock in the tower of Trinity Episcopal Church, and it is now telling thousands the time.

J. W. Grubbs, Wheeling, W. Va., has built a new front in his place of business. Mr. Grubbs is the oldest established jeweler in Wheeling.

William Pfaff, McKeesport, spent last week in New York buying goods for the holiday trade. Clement Wilkerson is managing the business during Mr. Pfaff's absence.

W. W. Wattles, head of W. W. Wattles & Sons, and William Heeren, Heeren Bros. & Co., spent last week at Gettysburg, exploring the famous battlefields. Mr. Wattles formerly lived in Gettysburg, but this was many years ago.

Out-of-town buyers in Pittsburgh last week included the following: A. Smith, Wellsburg, W. Va.; A. Teplitz, McKeesport, Pa.; G. W. Pipes, Cameron, W. Va.; Mr. Goodman, Butler, Pa.; M. B. Burston, Uniontown, Pa.; John Linnenbrink, Rochester; B. E. Brown, Monessen; Fred Kropff, Tarentum.

It begins to look as if the Jewelers' Duckpin League of the 24-Karat Club will not begin operations until after the holidays. It was hoped to hold a meeting last week, but it failed. There is a general expressed sentiment, however, that nothing be done toward organization until after the first of the year.

The Pittsburgh Association of Credit Men listened to a discussion on "Credits" at last Thursday noonday luncheon of that organization. President Enoch Rauh announced that Gov. John K. Tener, of Pennsylvania, will be the association's guest at to-morrow's luncheon, and the judges of the new county court at the following Thursday's luncheons.

Addison L. Stephenson, treasurer of the Marsh, Brown, Mather Co., is back on the job again, having returned from his vacation. J. R. Brown, of the same firm, returned from a trip through Ohio, West Virginia and Michigan, and had one of the best trips of his career. Mowry Means, of the same firm, left for Pennsylvania points last week.

The W. J. Lukens Co. has been incorporated under the laws of West Virginia. The name of the firm was formerly W. J. Lukens, the latter being engaged in business in Wheeling. Mr. Robb and other employes of the Lukens establishment have been taken into the company, having been sold stock by Mr. Lukens. Alterations have been made to the store and new fixtures installed. A new vault also has been built.

D. Bellano, Johnstown, Pa., a banker and jeweler, whose customers were principally foreigners, has been thrown into bankruptcy by creditors whose claims aggregate $847. It is held that in making an assignment, Sept. 25, to H. B. Mainhart, he committed an act in bankruptcy. Bellano has been summoned to appear in the United States District Court here Oct. 12, at 10 A. M., to give reasons why he should not be declared a bankrupt.

Sam F. Sipe and Steele F. Roberts, who are members of Pittsbugh's Industrial Commission, are expected to help raise $200,000 to advertise the city, in the campaign to bring new industries here. Mr. Sipe and Mr. Roberts are expected to look after the jewelry interests. A gold medal is to be awarded the person who coins the best slogan. It is desired to get a catchy phrase. This, it is said, has been sucessfully tried in Germany.

A. J. Thomas, who formerly was in business at Sistersville, Pa., has rented the storeroom in Wheeling formerly occupied by John Murphy, Wheeling, W. Va., and has moved his stock from the old place to the Wheeling store. Murphy is now in bankruptcy and was therefore compelled to give up the room. The store is in the McClure block, which is one of the best locations in the "Nail City." Many improvements have been made to the place.

Roy Stewart, of Heeren Bros. & Co., and Mr. Dallas, of the Pittsburgh Association of Credit Men, appointed appraisers to place a value on the stock of Ira E. Ridenback, against whom bankruptcy proceedings have been filed, have completed their work, but it will be several days before the appraisers present their statement to the court. A. C. Ellis is the receiver. The goods were scheduled to be sold Monday, Oct. 9, at 2 P. M., at public auction. It is believed that creditors will not receive much.

The Pittsburgh Association of Optometrists will hold its fifth annual convention at the Monongahela House, Oct. 17. A number of the most prominent optometrists in the State will make addresses, including officials of the Pennsylvania society. Past and present legislative campaigns will be discussed. All those desiring to be present at the banquet should notify Secretary William Van Essen, 345 Freeland St., Pittsburgh, at the earliest possible moment. The association was organized in 1907 with eight members, and now nearly every optometrist of western Pennsylvania is on the rolls. The affair will be informal. All jeweler-opticians are requested to come in business clothes.

Dr. John A. Brashear, "Pittsburgh's grand old man and special friend of the jewelers," last month attended the 500th anniversary of the founding of the University of St. Andrews, Scotland, and during the festivities was one of the speakers, others of note being Lord Balfour and Lord Rosebury. Mr. and Mrs. Andrew Carnegie also were guests, and Dr. Brashear is to be their guest in Scotland, where he now is. He has been visiting some of the noted astronomers of the world and also lens manufacturers. He is seeing the latter in the special interest of the Allegheny Observatory to secure a proper lens for the big telescope which is now complete and which is the third largest in the world.

Mr. and Mrs. I. S. Harris celebrated their silver wedding anniversary the last week in September, the function starting at the Anderson Hotel, where Mr. Harris gave a dinner to the employes of his Liberty Ave. store. Following this function the couple entertained a number of friends at the Fort Pitt Hotel, as well as near relatives, among the former being Dr. and Mrs. J. Leonard Levy. Mrs. Harris entertained about 60 of her friends at a card party and luncheon. Mrs. Harris was, before her marriage, Rachel B. Smit, daughter of the late M. J. Smit, founder of the M. J. Smit Co., the former being one of the oldest jewelers in Pittsburgh. Mr. and Mrs. Harris were the recipients of many gifts and kind wishes.

Pittsburgh's Council last week passed the ordinance providing all transient merchants to take out a license at a cost of $200. This is the measure which President Steele F. Roberts, of the American National Retail Jewelers' Association and head of the firm of E. P. Roberts & Sons, advocated. The measure was presented to the Council by Enoch Rauh, president of the Pittsburgh Association of Credit Men. It is believed that the passage of the ordinance will exclude those persons from Pittsburgh who have been renting rooms at local hotels and opening up a line of stock in competition with legitimate Pittsburgh dealers and at practically no expense. Mayor Magee has not as yet signed the ordinance, but he is expected to do so.

A sneak thief on the night of Oct. 8 threw a brick through the jewelry store display window of Abraham Schmidt, 832 Braddock Ave., Braddock, and made away with goods valued at $200. The work was done much in the same fashion as that at the store of R. Siedle & Sons, Pittsburgh, a few weeks ago. A short time before the robbery a stranger approached a policeman and asked him how near it was to the police station; the number of policemen in the town, and their method of chasing criminals. Whether this was the thief or not is not known, but the man who did the questioning is at least suspected. It is also considered amazing that such a thing should happen in the light of so many questions. A brick lying in the show window was the only clew the police could find to work on.

Boston.

H. Levitan, Jewelers' building, started Monday on his Maine trip.

The Hub Jewelry Repairing Co., 9 Province Court, has enlarged its quarters owing to increase in business.

E. L. Britt has returned to Boston from a week's automobile tour through the White Mountains.

W. O. Caldon, Meredith, N. H., has sold out his business. He will go to live in Los Angeles, Cal.

C. W. Coleman, Los Angeles, is now associated with Bigelow, Kennard & Co., in the silver department.

H. B. Burnham, of the Ripley-Howland Mfg. Co., is taking a two-weeks' vacation on his farm in Georgetown, Mass.

The Artistic Jewelry Co., 15 School St., Boston, will probably make a change Nov. 1, as the increase in the concern's business makes larger quarters necessary.

Manson Low, Dorchester, has moved into his new store, 11 Milton Ave., Mattapan. The premises have been fitted out with new fronts.

Norman Hayes, formerly traveling salesman for D. C. Percival & Co., has returned to New York City, after his wedding trip. He will live in Brooklyn.

Frank H. Towle, of Peterboro, N. H., was in Boston last week. While here he made a tour of the automobile concerns, inspecting the up-to-date makes.

Frank B. Phinney, of the Frank B. Phinney Co., Inc., 387 Washington St., is able to return to the office after being confined to his home three weeks with a severe illness.

Grover Raasch, watchmaker with C. W. Johonnot, 11 Milk St., has just returned to work. Mr. Raasch contracted a very bad cold while on his vacation at Lake Sunapee, N. H.

W. J. Crowley, of E. A. Cowan-M. Myers, Inc., has returned from his southern trip. Warren R. Dalton, representing the same firm, has started south on a business trip. He will be away until Christmas.

The work of pulling down the second half of the old building of Bigelow, Kennard & Co., has been completed, and everything is in readiness for putting the steel girders in place, the foundation having already been built.

L. A. Hall & Co., for 15 years located at 433 Winter St., have moved into their new quarters in the Blake building, Temple Pl. and Washington St. Mr. Lane, representing Reed & Barton's silverware, will have his office at the same place.

C. A. Buckminster, jeweler and watchmaker, for the last two years with M. C. Remington & Co., Neligh (Neb.) jewelers, has severed his connection with that concern. He was formerly with Perry & Fulcher, retail jewelers, Great Barrington, Mass. Mr. Buckminster is now in this city, and is hoping to secure a position with a local firm.

J. H. Cecil Watson, head of the art department of Bigelow, Kennard & Co., is to leave the employ of that concern Nov. 1. His successor has not yet been appointed. Mr. Watson has an offer from the Watson Sterling Co., Ltd., retail jewelers, Winnipeg, Manitoba, to become associated with them. Mr. Watson's brother, G. F. Watson, a member of the firm, came to Boston last week to discuss the matter, but nothing definite has been settled.

Word was received from Northboro, Mass., that the old Farwell comb factory, which has been closed for two years, is to be operated at once by the Peerless Celluloid Co., composed of T. J. Tulin, formerly salesman for W. M. Farwell; P. H. Quirk, formerly superintendent for Mr. Farwell, and A. C. Quirk. Nearly all of the machinery formerly owned by the Farwell Comb Co. is still in the factory, and conditions will allow the new proprietors to put a number of hands at work immediately.

In about two weeks a large bronze tablet will be placed on the front wall of the Central High School in Syracuse in memory of the late W. Blodget, superintendent of the school. The order for this tablet will be executed by Bigelow, Kennard & Co., Mr. Watson having charge of the work. The same company has secured an order for the installation of two handsome altars in the Gate of Heaven Church, South Boston. The work, which will be completed in two weeks' time, will amount to about $2,000.

The buyers in town included: Eugene Laliberte, Nashua; Thomas Le May, Manchester; N. P. Foss, Pittsfield; A. Berstein, Contoocook, N. H.; F. E. Morrow, Camden, Me.; W. A. Kemp, East Pepperell; H. A. Wippich, Provincetown; C. P. Forbes, Greenfield; G. E. Seavey, Haverhill; H. S. Hewitt, Brockton; F. B. Reed, East Weymouth; A. G. Slocum, Attleboro; Frank M. Davis, Brockton; John Williams, Canton; R. A. Lohnes and Joseph Lajoie, Worcester; J. B. Hill, Beverly; Willis Varney, Woburn; Samuel Stone, Fall River; E. D. Howard, Ware; E. D. Smith, Dover; Solon Abbott, Winchendon; Elmer G. Tucker, Worcester, Mass.; H. B. Howland, New York.

Laroy E. Nichols, head of the watch department of the firm of Rand & Crane, was the recipient of a large number of handsome presents last week, on the occasion of the celebration of his silver wedding. Mr. and Mrs. Nichols entertained a company of 75 friends in the trade and others at their home, 192 Spring St., Medford. Included among the guests were all the employes of the firm, who presented to their hosts four dozen pieces of silver flat ware. William Crane, of the firm, made a gift of one dozen silver spoons. The presentation was made by William Trefry, who in a brief address felicitated Mr. and Mrs. Nichols upon the completion of 25 years of wedded life. William Barr rendered several pleasing songs during the evening. Music was furnished by Maxwell's Orchestra. The members of the trade, other than the Rand & Crane employes, who took part in the event were, C. R. Everson, William T. Bryant, Walter H. Kipp, Joseph B. Matthews, A. W. Briggs and C. H. Ellis.

Lancaster, Pa.

P. J. McCamant has gone to Quebec and Montreal, Canada, on a vacation trip.

A. W. Moyer, manager of the Non-Retailing Co., paid a business visit last week to New York.

J. G. Murray has gone to Richmond, Washington and Baltimore to spend a two weeks' vacation.

G. William Reisner, manufacturing jeweler, has been on a business trip through Central Pennsylvania.

Roman Kirchner, with the H. S. Meiskey Co., has been at Fort Wayne, Ind., attending his brother's wedding.

Frank Cummings, a jeweler of Harrisburg, and his wife, who were visiting Lancaster relatives, have returned home.

The American Watch & Diamond Co. has taken floor space with the firm of Goldberg & Smith, 15-17 N. Queen St.

Allan Kirk, son of a Quarryville (Pa.) jeweler, has entered the Ezra F. Bowman Technical School as a student in the watchmaking department.

Alex. Newcomer, Rochester, N. Y., stopped in Lancaster a few days last week to see friends, being on his way to the southwest on an extended business trip.

John J. Bowman, of Ezra F. Bowman's Sons, attended the public exercises at Harrisburg on Oct. 4 held in connection with the unveiling of the Barnard marble groups at the State Capitol.

Maurice S. Givens, Pittsburgh, jeweler, is sick in Lancaster with pneumonia. He was ill when he left home, and suffered so severely on the way that he left the train when it reached Lancaster.

Frank Ziegler, manufacturing jeweler, Stockton, Cal., and wife, who were here visiting his parents, went to Washington, D. C., Oct. 6, where they will spend a few days before starting for Stockton.

Elwood Sargent, whose home is in Leeds, England, and who has been living in this city for the past three years, sailed last week from New York to visit his father. His brother is a jeweler of Leeds.

Norris L. Patton, Milwaukee, Wis., is spending a week among old Lancaster friends, having learned his trade in this city. Since his last visit two years ago he has married, and he was accompanied by his wife and infant son.

Edward Rosenstein, proprietor of the United Novelty Co., paid a business visit to New York last week, and A. H. Rosenstein, with that company, visited their trade in Baltimore and Philadelphia last week. Both found trade conditions improved since their last trip to those cities.

Charles D. Rood, Springfield, Mass., former president of the Hamilton Watch Co., is again visiting Lancaster. W. Z. Lever, a director of the watch company, was one of the committee appointed at last week's citizens' meeting to attend to forwarding assistance to Austin, Pa., which was recently destroyed by the flood from a broken dam.

Fire was discovered in the store of Geo. A. Bryant, Marblehead, Mass., recently and the stock was badly damaged by water. It is thought the fire was the result of spontaneous combustion.

Philadelphia

A new French jewelry shop has been opened at 938 Market St.

J. M. Keller, 9 S. 60th St., is convalescent from his recent accident.

E. L. Lowper has opened a new jewelry store at 3057 Kensington Ave.

E. Kling Miller will soon open a new repair shop at 207 S. 17th St.

George S. Katy, 1943 Germantown Ave., has started on a business trip through the west.

E. A. Lewis, 117 S. 8th St., has been confined to his home for the past month with grippe.

H. V. Stratton has the sympathy of the trade owing to the death of his wife, which occurred last week.

William R. Cobb, manufacturing jeweler, Pawtucket, R. I., was a recent visitor to this city on business.

A. Abram, retail jeweler, 8th and Sansom Sts., has taken space in Child's building, 10th and Chestnut Sts.

Bruce Carson, Haggerstown, Md., was a visitor last week with his watchmaker, buying stock for Fall trade.

J. E. Keeport has accepted a position with I. A. Deisher, Reading, Pa., as manager of the repair department.

A. J. Michaels, a representative for B. A. Ballou & Co., Providence, R. I., stopped off in this city on his way west last week.

Elias Hoohman, of the Manufacturing Jewelry Co., has started on an extended business trip throughout the south.

John W. Ford, a local jeweler and present coroner of this city, was defeated for renomination on the Republican ticket.

C. M. Schlack, a Darby jeweler, had a most attractive window display, complimentary for the carnival held here last week.

William C. Williams, with C. H. O'Bryon, 735 Sansom St., has been renominated for Common Council in the 18th Ward.

William Gibbons, retail jeweler, 5 S. 40th St., has improved the exterior of his store by adding an attractive plate-glass display window.

Fred B. Hurlburt, of H. O. Hurlburt & Sons, has started on an extensive automobile trip through Massachusetts and the New England States.

While chestnut hunting last week, the young son of William Pinkstone, retail jeweler, 20th and South Sts., fell from a tree and sustained a severe fracture of the hip.

William Powell, of Powell Sons & Co., Cumberland, Md., was a visitor last week to this city. Mr. Powell is making preparations to increase his facilities and make general improvements in his store.

Ira Garman, retail jeweler, 11th St., below Chestnut St., was nominated in the 46th Ward for Select Council. Mr. Garman has just returned to this city from Washington, where he has been visiting friends.

The sale of the stock and fixtures of M. Sculnick, which were sold by the Receiver in Bankruptcy, brought $704.40. The amount realized on the sale was considered very good for the stock left. U. S. District Attorney advises that the offense is not extradictable under treaties between the United States and Canada.

William Rawlings, manufacturing jeweler, formerly of 727 Sansom St., has just returned from England, where he has been traveling for the past six months. He will open a new shop on Sansom St. in the near future.

Within a stone's throw of City Hall a thief forced open a lock on a case in front of the jewelry store of I. Mayer, 130½ Market St., one morning last week, and escaped with several pieces of jewelry and some other articles. The theft is thought to have been committed about 3 o'clock, but the police have no clue to the thief.

The following jewelers were visitors to this city during the week: L. L. Bickings, Norristown, Pa.; W. W. Appel, Lancaster, Pa.; D. H. Wills, Wilmington, Del.; S. L. McKee, Wilmington, Del.; M. E. Hunter, Beverly, N. J.; John MacPherson, Mauch Chunk, Pa.; D. H. Krause, N. Wales, Pa.; N. B. McFarlan,, E. Dorringtown, Pa.; H. S. Kratz, Souderton, Pa.; J. A James, Swedesboro, N. J.; A. E. Baylies, Bristol, Pa., and G. Lanz, Norristown, Pa.

In the matter of the bankruptcy J. Beifeld, the National Jewelers' Board of Trade reports that the trustee in bankruptcy has on hand only $228.94, which amount is insufficient to allow the payment of a first dividend and that is why no payments have been made to creditors up to this time. Under the Bankruptcy Law the dividend will not be paid until the final account of the trustee has been filed which will be a year after the date of adjudication or in the Spring of 1912.

Louisville, Ky.

William Hall, of William Kendrick's Sons, has returned from a two weeks' vacation, which he spent at the home of his mother in one of the Southern states.

C. M. Wiseman has recovered from a slight illness and is again back at his Market St. store. For a time Mr. Wiseman's condition was thought to be almost critical and he was confined to his bed for three weeks.

Kennard McLoney, a well-known jeweler in the central part of Ohio, has opened an establishment in Miamisburg, O., which will carry a full line of jewelry. He is located in the Bingham building and his store occupies a place of prestige in the town.

Miss Edith Baude, daughter of R. Baude, a well known Market St. jeweler, has returned to Oxford College, at Oxford, O., for her senior year. Miss Baude has been spending the Summer vacation at home with her parents and has returned for the opening of the Fall session.

A. D. Lowenthal, manager of the Palace, a local novelty jewelry store, recently returned from a short business trip through the Bluegrass section of the State. Mr. Lowenthal made the trip to visit some of his rural customers and to take any orders for Fall and Christmas stock.

B. F. Rodgers, a member of the firm of Rodgers & Krull, recently returned from a three weeks' business trip to New York and other principle Eastern cities, where he went to do his Fall buying. He said that he not only accomplished a great deal in a business way, but that he enjoyed the trip much more than he had anticipated.

George Katzman, president of the George Katzman Co., local manufacturing jewelers, has returned from a rather extended trip to the Eeastern trade centers, where he went to order a full stock for a new watch material department, which he will install in his store. The new section of the business will open in a few days and will be ready for public inspection. With the exception of one other establishment this is the only thing of its kind in the city.

Members of the jewelry trade have extended their sympathy to Matt Irion, who for years has been in the jewelry business in Louisville, on account of the very sudden death of his daughter, Mrs. Pearl Wunderlich. Mrs. Wunderlich suffered an attack of acute indigestion immediately after she had eaten her supper and died a few hours later. She had suffered from these attacks at different times. Mrs. Wunderlich was 28 years old and besides her parents, is survived by her husband and two brothers, who are also connected with jewelry establishments.

Another branch of the jewelry trade will be opened in a few days when Theodore Weihe, who for the past 36 years has been connected with the jewelry establishment of S. E. Ledman & Son, opens his new store at 231 W. Jefferson St. This is the old stand of William J. Martin, who recently moved a square below on the same street. Mr. Weihe has never been employed in any other store than the Ledman establishment since he entered the trade and has remained at the bench since his boyhood. Charles Brunn, who until the death of his father was in the jewelry business with him, will fill the vacancy which will be made in the absence of Mr. Weihe at the Ledman store.

A large portion of the goods, which was taken from the jewelry store of W. N. Warren, Paducah, Ky., when it was robbed one night in the earlier part of the past month, is alleged to have been found hidden in the home of Eula Smallman. The store is one of the most prominent in Paducah, and was robbed by the sons of two of the best known men in that city, it is alleged. The girl was arrested, the young thieves having been apprehended on the night of the robbery. The girl claims to be about 17 years of age and will be tried in the juvenile court. The amount of goods which was taken from the store is valued at $2,000, among which were some valuable watches and diamonds.

R. C. Wilson & Son, Garfield, Wash., recently moved their stock of jewelry into a new building at that place.

In a fire which occurred in Madison, Me., the stock in the jewelry store of O. H. Dilworth was damaged to the extent of about $1,000. The loss, however, is covered by insurance. The blaze was discovered when smoke was seen issuing from the cellar window of the store, and was put out after a hard fight by firemen. It is not known how the fire started.



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"You'll learn something to your advantage if you'll talk over the watch question with us."

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Vol. LXIII. CHICAGO, WEDNESDAY, OCTOBER 11, 1911. No. 11.

Chicago Notes.

J. W. Tice visited Louisville last week.

President Curtis of the Meriden Cutlery Co., was here last week.

Anton P. O'Koniewski, 3758 North Ave., has discontinued business.

Reuben W. Cohen, with the Geo. H. Cahoone Co., is on an eastern trip.

E. H. Carey, of Le Mars, Ia., was here last week accompanied by his wife.

Mr. and Mrs. Adam Imig, of Sheboygan, Wis., were visitors here last week.

P. G. Storm, with Reed & Barton, was here last week, accompanied by his bride.

Louis Manheimer is on a two weeks' visit to the New York office of Louis Manheimer & Bros.

Albert Zoller, silverware buyer for Chas. Mayer & Co., Indianapolis, Ind., was here last week.

Harry Q. Farquharson, of the Geo. L. Vose Mfg. Co., has returned from a visit to the factory.

Chas. H. Spencer, manager for Norris, Alister & Co., is on a visit to his daughter at Haverhill, Mass.

A. G. Lee, representing the E. Howard Watch Co., was here last week on a tour of the western cities.

H. L. Richard, president, and Ed. Lew, secretary of Fessenden & Co., paid a visit to Hugh E. King last week.

Limbach & McElroy, mail order jewelers, have dissolved partnership. The Chalmers-McElroy Co., succeeds them.

Mel Nordlinger, of S. Nordlinger & Sons, Los Angeles, Cal., stopped over here last week on his way home from the east.

Harry Adler, of Chas. Adler's Sons, was here last week and left for New York to take the *Kronprinz Wilhelm* for Europe.

C. R. Pearsall, buyer for the J. H. Leyson Co., Salt Lake City, Utah, passed through here last week on his way east.

S. K. Huston has asked the police for protection against a cheap practical joker who recently sent three hearses to Mr. Huston's residence. The same man also sent a number of floral wreaths C. O. D.

Edward Cohen, who recently gave the Rosenthal Mfg. Co., 1538 Milwaukee Ave., a bad check in payment for a diamond, is serving a six months' term in Milwaukee for passing bad checks in that town.

Cloyd C. Dickenson has resigned as manager for Herbert W. Allen Co. Fred McIntyre, formerly of the McIntyre Watch Co., is the new manager. Both Mr. McIntyre and C. D. Brown, traveler for the concern, have acquired interests in the corporation.

Frank E. Behrendt, well-known in the jewelry trade here, has acquired an interest in the corporation of E. V. Roddin & Co., and is now the general manager of that concern. Mr. Behrendt is receiving the congratulations of his friends in his new undertaking.

The show window of the Englewood Jewelry Co. was smashed early one morning last week and $25 worth of jewelry was stolen. D. Goldstein, the proprietor, is exhibiting the brick in his window. On each side of the brick is a loaded revolver and above the exhibit is a sign reading, "Will the owner of the brick please call for it?"

Nathan Kazlow, who formerly represented an eastern silverware factory here, and whose wife had a warrant issued charging him with non-support, came back from the east last week and went looking for a room. When he rang the doorbell of the first house he visited his wife opened the door and Kazlow broke the record for a 100-yard dash. He was caught after a chase and was locked up in the Maxwell St. station.

The late John P. Owen, whose death was briefly mentioned in these columns last week, had served under M. A. Mead for 38 years, and in all that time had enjoyed the fullest confidence of his employer. He was born in Cincinnati in 1855 and was 56 years of age at the time of his death. He came to Chicago in the Spring of 1873 and secured a position with the Chicago office of Robbins & Appleton. S. H. Hale had charge of that office, assisted by M. A. Mead. In 1890 M. A. Mead left to go into business for himself, and Mr. Owen became manager of the office, subsequently entering Mr. Mead's employ, and never leaving it. He died of tuberculosis, from which disease he had suffered over a year. On account of his illness he had been granted leave of absence with pay. He was buried in Cincinnati. Warren Owen, his brother, who is employed in the New York office of M. A. Mead & Co., attended the funeral as Mr. Mead's personal representative. Deceased is survived by a widow and daughter.

Among the buyers in town last week were: Mr. Watson, the Watson, Stirling Co., Winnipeg, Canada; L. F. Dresser, Michigan City, Ind.; F. E. Holsten, Alliance, Neb.; Julius Liebermann, Joliet, Ill.; Mr. Baber, of Baber & Rankin, Peru, Ind.; D. B. Stall, Ft. Wayne, Ind.; Trenkley & Koerber, Ft. Yayne, Ind.; Gose & Yost, Shelbina, Mo.; E. A. Shetter, De Kalb, Ill.; Mr. Emerick, Freeport, Ill.; M. O. Cockrum, Oakland City, Ind.; Robt. Ingalls, Waukegan, Ill.; W. P. Reichert, Canton, Ill.; W. J. Gamm, Madison, Wis.; E. H. Carey, Le Mars, Ia.; Mr. Pernell, Trenton, Mo.; F. A. Klass, Hibbing, Minn.; A. Imig, Sheboygan, Wis.; Geo. K. Brayman, Wenona, Ia.; H. A. Grim, Cedar Rapids, Ia.; J. B. Eibler, Ann Arbor, Mich.; C. A. Cole, Kissimmee, Fla.; Mr. Fink, of Klein & Fink, Ft. Smith, Ark.; Miss May Spencer, Edgarton, Wis.; E. J. Parman, Decorah, Ia.; C. R. Pearsall, with J. H. Leyson Co., Salt Lake City, Utah.; Mel Nordlinger, Los Angeles, Cal.; J. C. Culbertson, Piper City, Ill.; Mr. Hudson, of Shibley & Hudson, Wooster, O.; W. H. Carew, Streator, Ill.

Cleveland.

V. E. Willis, Lorain, O., now has the official inspection for the B. & O. R. R. in Lorain.

E. H. Holter, of the Walter H. Deuble Co., Canton, O., was in Cleveland last week enjoying a delayed vacation.

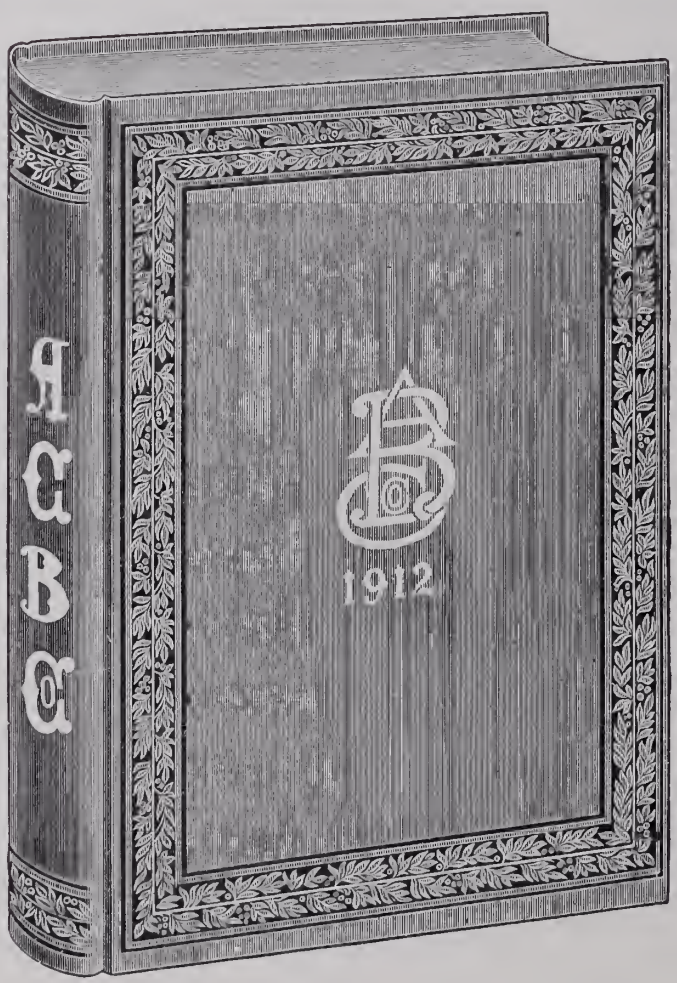
Frank Cox has severed his connection with the Bowler & Burdick Co., to accept a position with J. H. Younk, Oakland, Cal.

Sarah Beneji, who was caught stealing merchandise from several downtown jewelers, and who had been lodged in jail, awaiting trial for grand larceny, was last week sentenced to the penitentiary for one year by Judge Lawrence.

A. G. Chaffee, Garrettsville, O.; Wm. Landgrabe, LaRue, O.; J. P. Stein, Alliance, O.; Mr. Ulmer, of Ulmer & Martin, Galion, O.; B. Mosley, Willoughby, O.; J. L. Miller, Middlefield, O.; W. P. Carruthers, Oberlin, O.; Wm. Berger, Kelleys Island, O.; V. E. Willis, Lorain, O., were among the retail jewelers who visited in Cleveland last week.

The jewelry store of Livingston Bros., Yankton, Nebr., was robbed recently and jewelry to the value of $100 taken. An entrance to the store was effected through a transom over the rear door. The thieves were disturbed in their work, but managed to escape.

A New Catalogue With New Goods



The Jewelers' Silent Partner

875 Pages as Good as Brains and Money Can Produce

A most useful book. It's like a good set of tools for a mechanic—always find what you want when you want it. When in a hurry for goods, take down our book, name the goods and number on an order sheet, which you will find in the front pages of our catalogue, and we will guarantee you quick delivery.

Our 1912 book, chock full of newest and best goods in the market, is just as useful to the jeweler as a dictionary when one wants to know the meaning of some word. You will find all lines wanted in a first-class jewelry store properly indexed and illustrated.

Not having issued a catalogue for 1911, *we closed out all of our stock that we were "long" on*, so that we now can give all jewelers an opportunity to buy from an unusually strong line of desirable and profitable goods.

We did not spare labor or cost. We engaged for months the best wood-cutters in the trade, and every page is printed from brand-new electrotypes. The book is cloth-bound, stamped in gold, and, best of all, you can have it in your store, express prepaid, for the asking, and you are under no obligations to buy from us. We ask, however, that you make comparison, and you will discover your best interest, both as to quality of merchandise and prices.

We have recently had our store remodeled. Cabinet drawers were all made dust-proof, insuring your receiving all goods in the best possible condition. All departments have larger space, so as to facilitate order filling with dispatch.

Send for catalogue at once.

A. C. BECKEN COMPANY

Cor. Wabash Avenue and Monroe St. - - - CHICAGO, ILL.

Cincinnati.

TRADE CONDITIONS.

The trend of business has been steadily upward during the week, bringing up sales to the standard of last year at this time. Salesmen in the south report very good business. The number of out-of-town buyers in the city during the week has been remarkable, the more so considering the poor weather. The proverbial ante-presidential year bearishness does not seem to have affected the local jewelry business at all.

Joseph Mesch is on a trip through Tennessee at present.

Charles Swigart is traveling through northern Ohio.

J. H. Grubb, Thurmond, W. Va., visited Cincinnati, last week, in an automobile.

Grant Luzader, of Pennsboro, W. Va., paid Cincinnati his annual visit last week.

William Thielen is now traveling through the south for Joseph Mehmert. Otto Mehmert is in the north.

A. Solomon, of A. & J. Plaut, came in Friday from Michigan and started the first of the week for Kentucky.

John Herschede, of the Herschede-Hall Clock Co., returned Tuesday from an extended trip through the east.

R. J. Siefert, of Albert Bros., returned the first of the week from an Indiana trip. H. M. Chaffee is now in Michigan.

F. G. Bixler, Key West, Fla., is visiting his father at Burn, Ind., also a jeweler. Mrs. Bixler is accompanying her husband.

H. J. Herrick, Chicago, has associated himself with J. Zangers, head of the optical department of The Fair, as refractionist.

Martin Rothan, vice-president of the Mesch-George Jewelry Co., is running for justice of the peace in Green Township. He lives in Cheviot.

Max Kohlhagen, Lebanon, Ind., visited Cincinnati last week to buy fixtures for his new store, which he hopes to get into by the first of the month.

Mr. Phillips, of Richter & Phillips, left the first of the week for Illinois. Sam Young has started for Texas and Charles Kendell through Ohio.

Hugh Jones, formerly with the Gilbert Jewelry Co., Grange, Ga., was in Cincinnati last week buying goods for a store he intends to open at Calhoun, Ga.

Lee Loeb, of Herman & Loeb, came in the last of the week from Indiana, and Mayo Loeb set out Monday for northern Ohio, and A. Herman for Louisville.

I. L. Greenwald, 22 Arcade, has dropped his claims for damages sustained in a collision with a street car last Summer. He received payment for his medical treatment.

The new 1912 supplement to the catalogue of A. G. Schwab & Sons, was recently sent out to the trade. Louis Lange is now making a trip through West Virginia and Ohio.

John C. Daller, of the Clemens Oskamp Co., left the first of the week for a trip through southern Ohio. Gene Klemm has gone to the north of the State. George Lockhorn returned last week from Indiana.

The annual election of the Cincinnati Optical Association will be held Oct. 17 at the monthly dinner at the Business Men's Club quarters in the Grand Hotel. The reading from Wright's Diseases of the Eye will be conducted by J. Zangers, this year's president.

It is not generally known that Charles Sederberg, a well-known jeweler of Milford, is the Milford correspondent of the Cincinnati *Enquirer*. Mr. Sederberg has held the post for several years, with credit to himself and the paper.

Fred Kruger, traveling man for Gebhardt Bros., has entered the manufacturing department of Wendell & Co. in Chicago. Victor Gebhardt is now in Louisville, and the latter part of the week will start on a short trip through Michigan.

Julius D. Jacobs, of the D. Jacobs Sons' Co., started the first of the week for a two weeks' tour through northern Ohio. Eddie B. Jacobs is going through central Ohio. Helen Tieman, formerly with the Metropolitan Bank, has been engaged as order clerk.

Milton Klein, son of E. Klein, and Martin J. Gerhardt, formerly with the M. A. Spencer Co., have left to enter the second year in the college of optometry at Columbia University, New York. Milton Klein spent the Summer in his father's store on Race St.

David N. Berris, of the Geneva Optical Co., returned last week from a visit to Toledo, where he was joined by his father, J. Berris, an optician of Adrian, Mich., and the rest of the family for a little reunion. Joseph W. Smith, of the Geneva Co., is now in North Carolina.

Walter Wickard, formerly manager of I. L. Greenwald's store at 22 Arcade, has been put in charge of the wholesale department of Greenwald Bros.' jewelry department at 23-25 Arcade. Tom Mitchell, of Middletown, O., is now traveling through Indiana for the firm with a general line.

Paul Knight, a diamond cutter in the Blymyer building, has been engaged to spend half of his time in the window of Bingaman & Co. until Christmas. Within the next two weeks the firm will issue a catalogue entitled, "American Diamond Cutting," dealing briefly with precious stones such as the firm handles.

The remodeling of the Frank Herschede store on Fourth Ave., has been delayed several weeks by the structural iron work on the handsome marquise, which is just now completed. The front has been done in marble and bronze. The interior rearrangement is almost completed, and the entire job will be finished in about a fortnight.

A silver wedding jubilee was held last Thursday by John Selmeier, of Peck, Selmeier & Peck, at his home at 2017 Forake Ave., Norwood. As Mr. Selmeier had requested that the guests bring no presents, they resorted to flowers, filling the house with them. Gus Peck, of Peck, Selmeier & Peck, and George Selmeier, a brother, of E. and J. Swigart, were in the party.

The catalogue of Wallenstein, Mayer & Co. has been nearly doubled this season, making a book of between 600 and 700 pages, and will be off the press by the end of the week. Walter Mayer is going through Florida and Georgia, Albert C. Wallenstein through the Carolinas, Gilbert Wallenstein through the Virginias, and Elmer Wallenstein is now touring Texas and Louisiana.

John Hauck, with the E. & J. Swigart Co., will be married to Miss Elsie Mayer, Oct. 11, and the pair will then start for a two weeks' honeymoon in the east. Both are from Mt. Washington, and will reside there. Fred Willett, also of the Swigart house, was confined to his home last week with a slight attack of pneumonia. Walter Brown has made a marked improvement and is now spending a few weeks at Crystal Springs.

Out-of-town jewelers noted in Cincinnati last week included the following: Frank Anderson, Switzer, Ky.; Charles Zechman, Miamisburg, O.; F. B. Cary, Lebanon, O.; Mr. Schafroth, Batavia, O.; J. C. Meyer, Harrison, O.; Otto V. Knapp, Newburg, Ind.; J. H. Tamer, Middlesboro, Ky.; Mrs. L. Kupferschmid, Lawrenceburg, Ind.; J. L. Barnett, Troy, O.; A. Ellman, Dayton, O.; Tewell and Bear, Madison, Ind.; George Haendel, Piqua, O.; Frank Emmerling, Hillsboro, O.; F. L. Horning, Brookville, Ind.; J. A. Ballinger, Strange Creek, W. Va.; Hiram Bradley, Morehead, Ky.; George Shotwell, Butler, Ky.; Charles Hofman, Springfield, O.; T. B. Custer, Hillsboro, O.; C. G. Adams and son, Goshen, Ind.; Mr. Gluch, of A. Boiarsky, Charleston, W. Va.; E. E. Reeder, Columbus, O.; J. F. Kaiser, Muncie Jewelry & Plating Works, Muncie, Ind., and George Stuart, Granville, O.

By the slightest kind of a chance $15,000 worth of jewelry, in two trunks, owned by Clarence C. Loeb, of Herman & Loeb, Cincinnati wholesalers, were overlooked in a train robbery which occurred at Bartlesville, Okla., Oct. 4. The trunks were passed by while the robbers rifled the baggage and mail cars in which they gained booty amounting to about $1,000. The bandits compelled the fireman to uncouple the baggage and express cars and run them down the track where they could go through them at their leisure. They took only a short time in going through them, but it was three hours before passengers dared to enter the rifled cars. About the most anxious man in the coaches at this time was Clarence Loeb, the jewelry salesman from this city, who had boarded the train at Bartlettsville for Tulsa, with his cases, and feared the worst. As soon as Sheriff Harvey Freas of Osage County began to organize his posse young Mr. Loeb enlisted and searched the hills for several hours with bloodhounds. The jewelry was found intact, but Loeb was so excited that he discontinued his trip to Tulsa and returned to Bartlettsville.

Creditors of Aaron Meyers, Buffalo, N. Y., have received notice from the referee in bankruptcy, C. J. Hamlin, to the effect that a meeting of creditors will be held at the Bankruptcy Court Room, No. 1003, White building, in this city, Oct. 16, at 2 p. m., for the purpose of considering the application of the receiver for an allowance of fees amounting to $230.72 and also for an allowance of a fee to the receiver's attorney of $100. At this meeting it is expected that a first dividend of not less than 5 per cent. on all claims will be allowed.

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STEPS to Success IN Jewelry Buying

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Everything for the Retail Jeweler
Clocks, Cut Glass, Tools, Materials, Diamonds, Watches, Silverware, etc.

EDWARDS & SLOANE JEWELRY CO.
Wholesalers of
Jewelry, Watches, Diamonds, Clocks, Silverware, Cut Glass, Tools, Materials, etc.
Catalog on Request

Kansas City is CLIMBING to the top as the principal JEWELRY CENTER OF THE WEST

Kansas City.

D. J. Detwiler, Waynoka, Okla., has sold out to L. M. Conaway.

C. W. Flowers has opened a jewelry store at Wakefield, Kans.

The Hassig Jewelry Co. has completed moving into its new quarters in the Nonquit building on Grand Ave., near 11th St. The new quarters are commodious and well lighted.

Mrs. Anna Gilliland, formerly manager of the material department of the Baldwin-Miller Co., Indianapolis, Ind., has taken a position in the material department of the C. B. Norton Jewelry Co.

J. R. Mercer is now in his new store at 1014 Grand Ave. Mr. Mercer is deservedly proud of his new quarters. Mr. Mercer is preparing to incorporate under the name of the J. R. Mercer Jewelry Co., and says he has taken in with him C. M. Kreamer, his head salesman, and C. G. Chapman, his head watchmaker.

The Edwards & Sloane Jewelry Co. announces that the corporation name will be changed May 1, 1912, to the Edwards, Ludwig & Fuller Jewelry Co. Mr. Sloane has not been connected with the business for two years or more, and the proposed change involves nothing more than simply a change of name, the advance announcement being made mainly for the information of the trade.

A fire which broke out Saturday afternoon, Sept. 30, in the kitchen of the Elgin Lunch establishment, 914 Main St., extended to the room occupied by the Empire Jewelry Co. at 912. The Empire people say their loss on stock was nominal. The damage to the room and fixtures made a vacation of the premises necessary, and the stock has been temporarily removed to their Oklahoma City store. It is understood they will reopen here as soon as a suitable location can be found.

Quite a number of retailers were in town during the week. They came to buy and to enjoy the pleasures of the Fall Festivities. Among those who visited the wholesalers and jobbers were the following: C. B. Hall, Lebo, Kans.; Walter Sperling, Seneca, Kans.; O. A. Fick, Collinsville, Okla.; Chas. Wollgast, Galena, Kans.; E. M. Crane, Humboldt, Nebr.; C. E. Powers, Marquette, Kans.; W. H. Broadwell, Lacygne, Kans.; Frank Pfeiffer and wife, Parsons, Kans.; C. A. Riggs, Hartford, Kans.; O. M. Atwood, Clifton, Kans.; C. W. Frodsham, Savannah, Mo.; A. Wolfert, Downs, Kans.; Mrs. Jackson, Fort Smith, Ark.; H. B. Johnson, Ozark, Mo.; J. H. Whiteside, Liberty, Mo.; W. T. Noble, Drexel, Mo.; R. W. Corley, Heavener, Okla.; Chas. Jahn, Enid, Okla.; G. I. Goodrich, Unionville, Mo.; H. G. Hall and wife, Carthage, Mo.; John Recht, Norton, Kans.; F. R. Cullumber, Eldon, Mo.; Albert Zurcher, Marcaline, Mo.; E. Costello, Pleasanton, Kans.; J. M. Bellamy, Slater, Mo.; D. D. Johnson, Sedgwick, Kans.; J. M. Coffman, Salisbury, Mo.; C. H. DePue, Gilead, Nebr.; J. B. McDearmon, Canterville, Mo.; George K. Church, Jr., Oak Grove, Mo.; L. E. De Lanty, Parkville, Mo.; A. L. Cline, Wellsville, Kans.; M. B. Shaw, Stilwell, Okla.; J. L. Potts, Marceline, Mo.; H. S. Zinn, Hutchison, Kans.; Ed Rhodes, Neodesha, Kans.; W. H. Pontius, Anthony, Kans.; Crane & Son, Fort Scott, Kans.; F. E. Pirtle, Council Grove, Kans.; Roy King, Superior, Nebr.; I. J. Kenyon, Peru, Kans.; A. E. Brehm, Attica, Kans.; George M. Winstead, Hutchinson, Kans.

Los Angeles.

Louis Finch, representing R. F. Simmons, Chicago, is here.

A number of the jewelry stores were closed on Monday, Oct. 2.

Luckenbach & Co. have moved into their new store at 449 S. Spring St.

I. A. Lyons, of the Lyons Gem Co., New York, is spending a short time here.

The Southwest Turquoise Co. has just added two new jewelers to its shop force.

Melville Nordlinger, of S. Nordlinger & Sons, has returned from a four weeks' trip east.

John Ernsting, son of C. W. Ernsting, San Diego, has been visiting here for several days.

C. Hanni, representing Sussfeld, Lorch & Co., is calling on the trade in this city and vicinity.

Rudolph Wirth, watchmaker with the H. F. Wallace Co., is back at his place after a short vacation.

Julius Wolter, formerly in business at 654 S. Spring St., has opened a store at 503 W. 7th St.

Hiram New, representing Hammel, Riglander & Co., New York, has been spending a few days here.

Meyer, Cahn & Talbott have employed Charles Straight, recently from the east, as an additional traveling salesman.

Walter Meyle, formerly with Shreve & Co., San Francisco, has taken a position in the shop of J. T. Harris, 761 S. Broadway.

D. Ohanian, formerly of Los Angeles, has opened a jewelry business in Chino, Cal., a small town a few miles from Pomona.

D. Perl, representing J. Levinson, wholesaler, returned a few days ago from a trip to Ventura, and has now gone to San Diego for more business.

Oscar P. Barnum, formerly in business in the Pacific Electric building, has taken a position as watchmaker with E. A. George, 335 S. Spring St.

George W. Miller, head of the silver department of Brock & Feagans, has been taking a few days' rest, during which he enjoyed a trip by automobile.

Moses Besbeck has taken a position as stock clerk with D. Wolkowisky, and F. A. Perkins, formerly with T. Besbeck, has taken a position as diamond setter in the same office.

Paul Grimm, manager of the Geneva Watch & Optical Co., is back at his place in the store after a visit of four weeks with relatives and friends at his old home in Chicago.

Ira W. Smith, manufacturers' agent, with offices in the Broadway Central building, recently received the sad news of the death of his father, one of the oldtime jewelers of Attleboro.

Mrs. Gertrude McMullen, who has been visiting relatives and friends in Wisconsin and Minnesota since her return from Europe, is expected home in a few days. She has been absent about four months.

F. Parker has succeeded W. C. Allen as bookkeeper for S. Nordlinger & Sons. Fred Brookhauser, of the jewelry department of the same firm, is taking a vacation. Mr. Bacon, of the watch department, has returned after a vacation.

John T. Harris, 761 S. Broadway, intends to start on an extended trip about the middle of October. He will go to Idaho and Montana by way of Salt Lake City. He expects to do some hunting and fishing in the big game country.

Work has been begun on the alterations necessary to make a jewelry store out of the magnificent great dining room of the Alexandria Hotel, which the Feagans Co. is to occupy in November. Mr. Feagans is expected home soon from Europe.

Walter J. Helwick, watchmaker to the trade in the Broadway Central building, has sold his business to Theo. Soguel, until recently with Luckenbach & Co. for several years. Mr. Helwick has bought some land in Arizona, to which he will now give his attention.

George F. Hambright and A. J. Van Buren, of Hambright & Walsh, have been visiting the trade in the smaller towns of southern California, making the trip in Mr. Hambright's new automobile. They report the trip very successful from a business point of view.

Ed Turner, traveling representative of the E. W. Reynolds Co., has gone on a trip which will include Arizona and extend as far as Denver and Salt Lake City. His brother Arthur is doing the towns of southern California.

Mr. Silverman, who opened a jewelry business under the name of the Angelus Jewelry Co., in the store formerly occupied by Kelley in the Angelus Hotel building, has discontinued the business. He vacated the store Oct. 1.

M. Deman, manufacturing jeweler, who has been located on the same floor with Meyer, Cahn & Talbott, 512 S. Broadway, has opened an attractive retail jewelry store on the ground floor at 514 S. Broadway. Mr. Deman has been in business in this city for 12 years.

Out-of-town visitors in the city recently include the following: M. J. Kalliher, Whittier; B. Burstein, Imperial; J. F. Reed, Santa Monica; Wm. A. Manson, San Bernardino; Ira M. Stabler, Pomona; J. H. Padgham, Santa Ana, and Mr. Greenwald, of Greenwald & Adams, Tucson, Ariz. Mr. Greenwald is accompanied by his wife.

A very happy representation of a wedding scene, including not only the interior of a church and the bride, groom and attendants, but other essential features of an aristocratic ceremony displayed in one of the large windows of Brock & Feagans' store is attracting much attention. It especially exploits the stationery of the company. This display was illustrated some time ago in THE JEWELERS' CIRCULAR-WEEKLY.

R. D. Vercler, traveling salesman for D. Wolkowisky, has just returned from a successful business trip through the north. He was gone six weeks. He will remain

The Oxford Hotel

Welcome Arch and 17th St. at Union Depot

DENVER, COLORADO

The Famous Welcome Arch, Showing Oxford Hotel Just Through the Arch.

Denver's popular OXFORD HOTEL is just through the famous Welcome Arch, but half a block up Seventeenth Street, the main entrance



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The building is of steel, granite and pressed brick construction, five stories high and contains two hundred large, airy rooms, furnished and equipped "right up to the minute."

Conducted upon the European plan exclusively, the rates for rooms range from $1 to $2.50 per day per person, and in any one of the three cafés can be found the best of food, served in an appetizing manner, at popular prices.

THE HAMILTON BROOKS COMPANY.

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Watches, Clocks and Jewelry :: Cut Glass and Silverware :: Tools and Materials

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Waltham, Elgin and Hamilton Movements
Boss, Crescent and Crown Cases
Diamonds, Jewelry, Silverware, Clocks
Optical Goods, Tools and Material
Western Selling Agents for Howard Watches

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DENVER WATCH CASE CO.



Manufacturing Jewelers
AND
Watch Case Makers



Diamond Mountings, Special Order Work, Medals, Badges, Etc. All kinds of Watch Case Repairing, Changing of English and Swiss Cases to fit American Movements, Etc. Makers of the finest line of GRAPE RINGS on the market. Send for Descriptive Circular and Prices. 1620 Champa St., Denver, Colo.

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Ring boxes, all sizes	$2.50 gross	Scarfpin boxes; telescope	$1.75 gross
1 to 6 nest boxes, low cover	1.25 "	Coffee spoon " "	2.25 "
1 " 6 " " telescope	1.50 "	Tea " " "	2.75 "
3 " 6 " " low cover	1.50 "	Bracelet "	3.50 "
3 " 6 " " telescope	1.75 "	Comb "	4.00 "
7 " 9 " " low cover	2.75 "	10" hatpin "	3.50 "
7 " 9 " " telescope	3.00 "	12" " "	4.00 "
		13" " "	5.00 "
		11" " "	5.50 "

Velvet Jewelry Boxes Leatherette Jewelry Boxes Silverware Boxes

Jobbing Envelopes, Manila.
No. 1 Per M..$1.00 No. 3 Per M..$1.35
No. 5 Per M....$1.50
Hoffmann Anti-Tarnish.
No. 3 Per M..$1.35 No. 5 Per M..$1.65
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at home for two weeks, and then make a tour of the towns of the southern part of the State. He said he found very favorable indications of better conditions in some of the smaller towns in the San Joaquin valley.

J. J. Fleming, formerly a salesman with the Geneva Watch & Optical Co., has started on an extended outing, which will include the Yosemite Valley. He expects to be gone some weeks, and perhaps for several months. He is an expert amateur photographer, and will doubtless bring back handsome pictorial souvenirs of his trip, which will be taken for the most part in a camping wagon.

A middle-aged couple called a few days ago at the store of E. Gerson, 545 S. Broadway, to purchase a wedding ring. The bride-to-be said they wished to be married at once, and asked Mr. Gerson if he could secure the services of an Episcopal clergymen for them. He promised to make an effort to do so, and the couple went to the courthouse, procured a license and returned in a short time. Mr. Gerson by means of the telephone secured the services of Rev. William MacCormack, of St. Paul's pro-Cathedral. The ceremony was then performed in the optical room at the rear of the store, and employes and one or two customers acted as witnesses.

Denver.

Max Fischer has opened a branch store at 1122 16th St., his main store being still at 1120 17th St.

A. L. Seipel, of 1528 Stout St., is advertising a special sale, his intention being to retire from the jewelry business as soon as he can dispose of his stock and fixtures.

T. B. King, of the W. W. Hamilton Jewelry Co., is making a short trip through the southern part of the State. H. L. McLaughlin, of the same firm, is making a trip through eastern Colorado and Nebraska.

B. D. Howes, of Howes Bros., Clinton, Ia., is in town for a few days on his way to the Pacific Coast. He has with him a fresh water pearl of a beautiful pink tint, which weighs 182 grains and is said to be worth $3,500.

Mr. Cornwell, of the Cornwell Jewelry Co., Pueblo, met with a serious accident a few weeks ago, when a team of horses ran away, dragging him quite a distance. His back was injured and he is now on crutches. Mr. Cornwell is interested in supplying Pueblo with water, the system there being very poor at present.

One of the plate glass windows in the store of the M. O'Keefe Jewelry Co. was smashed last Thursday morning about 1.30 o'clock. A man with a turkish towel wrapped around his arm broke the glass and was captured by a policeman almost immediately and taken into custody. Mr. O'Keefe states the man apparently was under influence of a drug, and therefore did not press the case. The man was sentenced for vagrancy.

Jewelers visiting the Denver trade during the week were: Mr. Service, of the Service Jewelry Co., Sheridan, Wyo.; F. L. Bentz, San Francisco, Cal.; W. W. Letson, Mancos, Colo.; J. F. Barnhart, Clayton, N. Mex.; W. H. Lyman, Holyoke, Colo.; I. O. Glazier, Greeley, Colo.; T. M. Howells, Florence, Colo.; Mr. Charles, watchmaker for L. L. Cohn, Cripple Creek, Colo., is taking a vacation in Denver with his wife and small daughter.

Joseph I. Schwartz designed, made and engraved the solid gold card presented to Mr. Taft on his recent visit to Denver by Jas. R. Noland, president of the Denver Press Club. President Taft is the second man to be elected an honorary member in this manner—ex-President Roosevelt being the first. The card was on display in one of the windows of the Jos. I. Schwartz jewelry store at 1000 16th St. for several days prior to its presentation and attracted much attention and favorable comment.

President Taft's visit was marked by another most unusual occurrence which brought the firm of Charles H. Clark & Co. into prominence. Mr. Clark designed and made for the Denver Baseball Association 21 14k. gold watch fobs, which President Taft presented to the winning Denver team. The fobs were most artistic, the design being a grizzly bear, emblematic of the name of the team, and a platinum ball in the center of which was a fine diamond. The fobs are valued at $50 each, and Denverites were greatly pleased over their beauty.

At the solicitation of friends of Joseph H. Grinspan, Patrolman Frank Campbell broke into his jewelry store at 1834 Larimer St. this morning, for the purpose of ascertaining, if possible, what had happened to him. They were alarmed because he had failed to put in an appearance for three days and feared a tragedy. Instead of finding his corpse, as they half expected, they were greeted by an empty store. Grinspan failed in business about 10 days ago, and filed papers in voluntary bankruptcy. The assets are estimated at $948.95, the liabilities being $9,217.65.

Omaha.

Miss Maggie Kerr, with A. Mandelberg, is back from two months' visit to Des Moines.

H. S. Knapp, with the Shook Mfg. Co., has gone on a trip through northwestern Nebraska.

Some time ago Fred Brodegaard started to build 15 frame residences. Last week he disposed of four of them.

R. Wilson & Son, Garfield, Wash., have just completed their new brick store building and are ready for business again. Their former building was destroyed by fire.

One of the large plate glass windows in the C. B. Brown Co.'s store was badly cracked last week by a crowd leaning against it, while looking at the electrical parade.

G. H. Scherdahl, president of the Minnesota Retail Jewelers' Association, was in the city recently attending the Ak Sar Ben festivities and visiting President T. L. Coombs.

C. L. Shook, representative of the Rose Croix, was delegated to go to Chicago last week, to bring back the remains of Judge G. Anderson, who died very suddenly in the Northwestern Depot, last Sunday.

Will Kortland has gone on an Iowa trip. E. E. Field has gone to California and the northwest, J. P. Byrne to Nebraska, and Ferd Smith to North and South Dakota. All the above represent the A. F. Smith Co.

Several beautiful bouquets of American Beauties were sent by his former associates and friends. Pretty souvenirs were given to each caller. Dean T. Gregg, optometrist, who has been located in the Brandies Theatre building, will be connected with the Aarons store, having fitted up a beautiful room for testing and fitting eyes.

The Aron Jewelry Co. opened its doors for business last Monday at the corner of 16th and Farnam Sts. Thousands of people attended the opening and admired the mahogany fixtures and stock, which rank among the best in the city. Mr. Aarons is president and manager of the company. For 25 years he was connected with the J. L. Brandies & Sons' stores, in charge of the jewelry department.

The safe of M. Tritsch at Louisville, Neb., a little town west of Omaha, was blown open by robbers last week and the stock, consisting of rings, watches, chains, bracelets, pins and cuff buttons, valued at $2,000, was taken. The robbers entered the front door by means of a skeleton key. The safe door was blown to pieces by a charge of nitro-glycerine. The empty tray was found in a pile of ties near the Burlington depot and a three-wheel railroad handcar was missing which belonged to the foreman. No trace of the thieves has been found.

The following out-of-town jewelers were in Omaha last week, attending the Ak Sar Ben parades and replenishing stocks: S. A. Sherrerd, Wood River, Neb.; C. D. Morse, Osceola, Neb.; R. H. Hillhause, Tabor, Ia.; Clarence Vail, Arlington, Neb.; L. A. Line, Cozand, Neb.; J. R. Easley, Fairmont, Neb.; L. J. Wendell, Criston, Ia.; Jno. O. Parvin, Fullerton, Neb.; B. S. Harding Glenwood, Ia.; C. G. Texley, Neuman Grove, Neb.; P. A. Martin, Albion, Neb.; O. C. Zinn, Hastings, Neb.; E. A. Waterman, Gordon, Neb.; H. A. Gross., Syracuse, Neb.; A. Schlosser, Dodge, Neb.; I. D. Redman, Malvern, Ia.; E. Fanske, Pierce, Neb.; Chas. Keeran, Braddyville, Ia.; W. H. Eyer, Little Sioux, Ia.; Jno. Morris, Hancock, Ia.; M. Barnes, Avoca, Ia.; H. G. Heald, Wynott, Neb.; C. W. Hine, Stanton, Ia.; Noah Unger, Plymouth, Neb.; L. V. Freiday, Stanton, Neb.; J. W. Crabill, Plattsmouth, Neb.; W. A. Waters, Irvin, Ia.; H. L. Braun, Tekomah, Neb.; J. H. Riffe, Hastings, Neb.; Robt. Beckard, Waco, Neb.; L. H. Robinson, Stuart, Neb.; Mr. Bowman, Lindsey, Neb.; Thos. Phillipi, Bruning, Neb.; Geo. McFerran, Emerson, Neb.; J. R. Keating, Le Mars, Neb.; F. R. Pelant, Ponca, Neb.; L. H. Erickson, Stroudsburg, Neb.; G. A. Gillespie, Randolph, Neb.; E. A. Davis, Superior, Neb.

Two men recently attempted to get into the jewelry store of J. M. Harrison in Concordia, Kan., and while effecting an entrance were noticed by an employe of the telephone company, which has offices opposite the jewelry store. The police were notified and the men were arrested. The two men stated that they lived in Beloit, and it is said that they both have police records.

St. Louis.

The F. W. Drosten Jewelry Co. has added a complete stationery department.

Benjamin Rice, Tulsa, Okla., stopped in St. Louis last week, on his way to Buffalo N. Y.

In bankruptcy proceedings pending against August Kurtzeborn, Jr., the trustee has filed his second report.

A. H. Krause, Greenville, Ill., and A. S. Higbee, Roodhouse, Ill., were accompanied by their wives on their visit to St. Louis last week.

H. T. Windt, of the Matthewson-Pelz Jewelry Co., Marshall, Tex., and his bride, were in St. Louis on their honeymoon attending the Fall festivities.

Miss Rose Emrich, secretary of the J. F. Dailey Jewelry Co., Century building, has returned from a three weeks' vacation, which she spent in Illinois.

C. H. Geery, Columbia, Mo., was in St. Louis during the week buying fixtures for opening up a new store there. He has heretofore had space in a drug store.

In bankruptcy prooceeding against Ben Ritzer the bankrupt has filed in the United States District Court a petition for discharge and it has been referred to the special master.

C. E. Howerton, who recently disposed of his business at Perry, Mo., has opened a store at New London, Mo. Joseph Lake, who was in business in Perry, several years ago, was the purchaser of the Perry store.

The United States District Court has adjudicated the Gerber-Buschmann Cutlery & Silverware Co. bankrupt on the petition of creditors, and has ordered the matter referred to Referee in Bankruptcy Coles.

H. Estinghausen, president of the Attleboro Jewelry Co., arrived in New York Tuesday, from a Summer's travel in Germany, France, Spain, Switzerland, Italy and Holland, in all of which countries he did a good business.

The F. W. Drosten Jewelry Co. furnished the cup contributed by A. A. Busch for the North and South Side Boat Clubs of Quincy, Ill., which was contested for Saturday. The Drosten company has also furnished a diamond and gold medal on the order of Mr. Busch to be competed for by sharpshooters, Oct. 17.

C. M. Fairley, of Bonham, Tex., who travels in that territory for the F. W. Hoyt Jewelry Co., is in the city for a week, replenishing his line of samples. He will take a two months' trip on leaving here. President Hoyt returned Friday from a three weeks' trip through Oklahoma. I. T. Fuller is on a trip through Missouri and Kansas that will keep him out until the first of December.

The suit of the Blees Military Academy against the Mermod, Jaccard & King Jewelry Co., that has been pending in the Circuit Court, has been dismissed for want of prosecution. The suit was to have a judgment for $125, obtained by the jewelry company against the academy in Justice Spalding's court, set aside, and the Sheriff of Macon County, where the academy is located, restrained from enforcing an execution.

E. A. Horstmeyer, formerly at 221 N. Livingston St., Madison, Wis., has started in business at 5937 Easton Ave. At his new location he has a store fitted throughout with new mahogany fixtures and one of the most complete lines of jewelry and kindred wares in the west end of the city. Mr. Horstmeyer's formal opening took place on Saturday, Sept. 30, during which his store was visited by throngs of people, and he received many flowers, plants and other mementos from his friends and well-wishers.

While Miss Celia Maslannikov was alone in her father's jewelry store at 820 Biddle St, Saturday afternon, a man entered and asked if she could repair a watch. She told him her father was out but would return in a short time. Frightening the girl into silence by threatening to hurt her if she made an outcry, the man opened a show case and took out eight watches and ran out of the store. The girl described the man as 5 feet 1 inch in height, weighing about 140 pounds, with black hair and a flat nose. He appeared to be an Italian. She says she can identify him.

The Fall festivities and the annual visit of the Veiled Prophet brought a good many out-of-town jewelers to St. Louis. Among them were F. Denizet, Perryville, Mo.; E. Thomassen, Quincy, Ill.; R. L. Arth, Collinsville, Ill.; Mrs. C. Burkhardt, Red Bud, Ill.; H. E. Gewe, Nashville, Ill.; H. Hendler, Staunton, Ill.; Robert Stewart, Gillespie, Ill.; C. L. Glines, Harrisonville, Ark; F. W. Alley, New Madrid, Mo.; A. S. Higbee, Roodhouse, Ill.; J. Fikuart, Frankfort, Mo.; A. E. Zuckschwerdt, Tipton, Mo.; A. H. Krause, Greenville, Ill.; Adam Hafner, Desoto, Mo.; E. E. Gunter, Dexter, Mo.; C. H. Geery, Columbia, Mo.; W. T. Windt, Marshall, Tex.; Lon King, Linn Creek, Mo.; C. H. Chaudet, Prairie du Rocher, Ill.; A. Winneman, Stilwell, Okla.; P. B. Satterlee, Moberly, Mo.; Henry Robbin, Germantown, Ill.; Mr. McMillen, of McMillen & Millsap, Lebanon, Mo.; Benjamin Rice, Tulsa, Okla.; Mayor Coerver, Staunton, Ill.; W. K. Urbani, Vandalia, Ill.

A man who was dissatisfied with a 75-cent ring that he had purchased and thought $4 was too much to pay for a watch emphasized his dissatisfaction by stabbing W. L. Hurwitz, proprietor of a jewelry store at 1114 Franklin Ave., in the neck. The ring was purchased a week before. When the man returned to the store he complained that it was not as good as it had been represented and asked that the money be refunded. Hurwitz told him he should not expect so much for 75 cents. He could not refund the money, but he offered to sell the man a watch for $4 and allow him credit for the price of the ring. The man tried to get Hurwitz to take a lower price for the watch but failed. He left the store but returned in a short time and asked to be shown the watch again. As Hurwitz produced it the man drew a razor from his pocket and slashed Hurwitz' throat, but did not attempt to take the watch. The man ran out of the store and Hurwitz screamed for help. Neighbors called the police and he was taken to the City Hospital and later to the Jewish hospital. His wound is not very serious. Hurwitz gave a description of the man to the police.

Detroit.

TRADE CONDITIONS.

Detroit's retail jewelers are an optimistic lot just now, and almost without exception they declare that prospects for the Fall and Christmas trade were never brighter. Detroit has enjoyed an unusually prosperous Summer, her factories running to full capacity with an output ahead of any previous year. The automobile business, in which Detroit leads the world, is ahead of any year since the industry started, and the result is that money is plentiful. Detroit's other industries have also had a good season, and the jewelers expect to share in the harvest of the coming Fall and boliday trade. Visitors to the city from different parts of the State say the good times will not be confined to this city. Michigan has had a good year, and with prices bigber than ever before, the farmers are in a position to invest in jewelry Detroit wholesalers and jobbers report the receipt of splendid orders.

T. Roy Hadley, Holly, was in the city last week stocking up for a good Fall business.

George Matthews, for several years salesman with John Kay, has taken a similar position with Hugh Connelly.

George Carhart, Pontiac; E. J. Butterfield, Marine City, and J. L. P. Gentil, Monroe, were Detroit visitors during the past week.

Robert Traub, of Traub Bros. & Co., has recovered from a severe attack of tonsilitis, which kept him away from business for more than a week.

Jay A. Walsh, for some time in charge of the Grainger-Hannan-Kay Co.'s stationery department, has resigned his position and will go into the real estate business.

Frank Congdon, a watchmaker, well known throughout the trade in Detroit, was married last week, to Mrs. Margaret Flanagan. Mr. and Mrs. Congdon will reside at 963 Roosvelt Ave.

The estate of H. H. McCalpin, Harrisville, who was several months ago forced into bankruptcy, will make a final and only payment of 17 per cent., so Detroit creditors were notified during the past week

Mr. and Mrs. William H. Maxwell recently announced the coming marriage of their daughter, Miss Annie Louise, to George L. Weyhing, to occur Oct. 21 in this city. Mr. Weyhing is a member of the firm of Weyhing Bros. Mfg. Co., Detroit.

Lewis Rieckhoff, who has conducted a business successfully in Brighton for several years, has sold out to Lawrence Yax, until recently of Howell. Mr. Reickhoff will go to Howell to manage his brother's store while the latter is away on a vacation, but he has not decided what business he will take up permanently.

J. H. Garlick, in business for many years in the Walker block, on Griswold St., has received notice to vacate, as the building will be torn down. Mr. Garlick, several months ago, opened another store farther up the street, and he will remove the stock in the old store to the new location. His new store is much more commodious than the old stand.

John Kay, of Grainger-Hannan-Kay Co., was in Boston last week, attending the marriage of his son, J. Wilbur Kay, to Miss Gertrude Binley, daughter of Mrs. S. L. Binley. The groom was attended by his brother, Wallace G. Kay, who was for several years associated with his father in business.

Indianapolis.

TRADE CONDITIONS.

Wholesale and jobbing jewelers report that the Fall and holiday trade is excellent and much better than for the corresponding period of last year. Buyers who have been in the city the last week or 10 days have bought liberally and seemed to feel that there will be a larger holiday trade than usual. The retail jewelers also report that business is improving.

John L. Williams, watchmaker for J. H. Reed, has returned from a visit to Illinois.

N. Levine is selling at auction his stock of jewelry and watches at 46 S. Illinois St.

A. P. Craft has returned from Wisconsin where he went to look after mining interests.

Hoffman & Lauer, who recently moved into new quarters, are installing new fixtures.

Russell Kuhlsan, formerly of Terre Haute, has taken a position with Henry D. Burgheim.

D. B. Elliott, who was in business at Hope for several years, has moved to Versailles, Ill.

Frank Marshall, Columbus, is erecting a new dwelling which he will occupy when completed.

Henry Anderson, of Burns & Anderson, who suffered an injury to his eye, is able to be at his desk again after two weeks' absence.

F. Mason, formerly with M. L. Shaver, Kansas, Ill., is in the city taking a course in engraving with the Douglass School of Engraving.

George W. Stoehr has resigned as manager of the City Jewelry Co. and has taken a position with the store conducted by the Zerwick Jewelry Co., Chaffee, Mo.

Retail merchants of Massachusetts Ave. had their fall opening from Sept. 30 to Oct. 7. Jewelers participating were Lon R. Mauzy, J. C. Ertel, L. F. Kiefer and son and Charles B. Dyer.

C. B. Meier, formerly in business at Sheldon, Ill., has opened a new store at Montpelier, Ind. The formal opening took place Oct. 7 and Mr. Meier was assisted by Charles W. Lauer, Jr., traveling salesman for Charles W. Lauer & Co.

Owing to an order of the board of public works to the effect that all overhead wires in the downtown district must be removed, the Western Union Telegraph Co. has been obliged to remove a large number of its electrically controlled clocks from stores and office buildings.

On Oct. 4 members of the W. Washington St. Merchants' Association had a dollar sale, each member offering some special bargain at $1. Among the retail jewelers who are members of the association and participated in the sale were Emil Mantel, Hammer & Libowitz and Philip Gilblom. The dollar sale is an annual event with the association.

Among out-of-town jewelers who visited the city last week were: C. B. Meier, Montpelier; Mr. and Mrs. Morris, Edinburg; Aaron Pursel, Noblesville; J. W. Thompson, Danville; Flo Dennis, Westfield; F. Mason, Kansas, Ill.; A. W. Owen, Greenwood; E. T. Clawson, Clayton; M. E. Chastine, Roachdale; F. G. Cooper, Mooresville, and D. S. Whittaker, Lebanon.

There has been introduced in the city council ordinances repealing ordinances fixing branch store and transient merchants' licenses at $100 a day and a similar license for auction sales of merchandise brought from without the city for the purpose of being auctioned. At a hearing on the ordinances a few days ago, members of the Indianapolis Merchants' Association entered a vigorous protest against the repeal of the measures, which have aided in giving this city the reputation of being one of the cleanest retail centers in the country.

Thomas W. Honan, attorney-general, has submitted an opinion to John H. Ellis, secretary of the Indiana State Board of Registration and Examination in Optometry, to the effect that the only violation of the optometry law lies in practicing when the practitioner does not have a license. If the owner of a jewelry store, holding such a license, has an employe in the store who practices, although he does not have a license, the employe and not the employer is guilty under the law, according to the opinion. Likewise, the proprietor of a department or other store who does not hold such license, but has an employe who is licensed to attend to that part of the store's business, is not violating the law in advertising to fit glasses and otherwise practice optometry, without giving, in his advertisement, the name of the employe licensed to practice.

Minneapolis and St. Paul.

C. A. Sherdahl, Montevideo, Minn., was in the Twin Cities recently, en route for Omaha.

J. J. Skang, Minneapolis, will soon open a retail business in Grand Forks, N. Dak.

E. L. McCrary, St. Paul, has gone to Malta, Mont., where he has bought the business of E. E. Crofut.

J. P. Holtgen, St. Paul, has been visiting in Belle Plaine, Minn., where he was formerly engaged in business.

L. H. Deeney, with A. I. Shapiro & Bro., St. Paul, has been in the hospital undergoing an operation for appendicitis.

Thomas Gaskell, St. Paul, last week was called suddenly to Pittsburgh by the illness of his daughter, who resides there.

A. E. Paegel, 22 S. 3d St., Minneapolis, has leased a store at 802 Nicollet Ave., in the center of the uptown retail district.

F. Krueger, Denver, will have charge of the material department of Sischo & Beard, St. Paul, relieving C. F. Sischo of that part of the work.

George W. Young, formerly with the Paegel Jewelry Mfg. Co., Minneapolis, has opened a store of his own in North Minneapolis, at 923 Twentieth Ave., N.

Frank Anderson, manufacturing jeweler, has moved from 6th St. and Hennepin Ave., to new quarters on N. 7th St., between Hennepin and First Ave., N.

E. J. Sloane, Sloane Bros., St. Paul, has returned from a two weeks' visit at Ironwood, Mich. His father, R. Sloane, of Ironwood, was in the Twin Cities recently.

Dennis Cahill was arrested in Rochester, N. Y., recently charged with receiving stolen property. Cahill is accused of buying gold leaf from an employe of Bastian Bros. Co.'s factory in Mount Hope Ave., that city.

Milwaukee.

The August H. Stecher Co., 275 3d St., has installed a new and complete system of display window stands, designed by Henry F. Stecher, general manager.

John P. Hess, Fond du Lac, Wis., has installed considerable new equipment in his Fond du Lac store. Mr. Hess has also enlarged his establishment and installed a larger stock of cut glass and hand-painted china.

The L. Block Jewelry Co., 1409 Majestic building, wholesale jewelers, has started a campaign to increase its western business, and with this end in view, A. L. Block, B. L. Saunders and W. H. Powers have started on an extensive western trip.

Miss Florence Stouthamer, daughter of John H. Stouthamer, a member of the jewelry firm of Stouthamer Bros., 767 3d St., was married Sept. 28 to Franklin Godfrey Herbst. The ceremony was performed at the First Reformed Church, the Rev. H. M. Bruins officiating. A reception followed the ceremony at the home of the bride's parents. Mr. and Mrs. Herbst left for a trip to Boston and other eastern cities.

The campaign for new members which the Wisconsin Retail Jewelers' Association has been carrying on has been so successful that Secretary A. W. Anderson, Neenah, Wis., has exhausted his supply of membership certificate cards. The officers of the association are now considering the plan of appointing a committee to visit the various branch associations in the effort to create further interest and increase the membership.

The board of directors of the Wisconsin Retail Jewelers' Association will hold its regular quarterly meeting in Milwaukee on Oct. 11, when several matters of importance will be taken up. Members of the board will be guests of the Milwaukee Jewelers' Club at that organization's regular monthly banquet, to be held at the Hotel Blatz, Oct. 11. All the officers of the State association are expected to be in the city for the gathering.

With the use of the deep-sea diving outfit the clam fishing industry on the upper Mississippi Rived promises to be carried on on a larger scale than ever before. Expert fishermen from the east now operating at Lake Pepin, near La Crosse, Wis., have purchased a deep-water diving outfit and have been carrying on some successful experiments. It is believed that tons of clams can be shoveled out of the bottom of the river by this improved method.

A large portion of the jewelry stolen from the store of E. H. Souder, Albany, N. Y., on the night of Sept. 20 was recently recovered in a pawn shop in Utica, N. Y., and the police have under arrest a man giving the name of James Ross, who was caught pawning the jewelry. Ross states that he purchased it from a stranger, but he was held on the charge of carrying concealed weapons. When the Utica authorities have settled with him on that charge he will be turned over to the Albany police.

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San Francisco.

Charles J. Noack, Sacramento, is in this city.

Harry Silver, Seattle, called on the local trade last week.

Peter Engel, Marysville, Cal., was a visitory here last week.

Diebold & Harris have opened new offices on the ninth floor of the Mutual Bank building.

Henry Cassriels, Coalinga, Cal., was among the visitors in San Francisco during the week.

W. H. McIlmoil, Sisson, Cal., spent a few hours in San Francisco last week on his way to Santa Cruz, Cal.

P. M. Mendelsohn, of the Mendelsohn Bros. Co., wholesale jewelers, is out of the city on his usual monthly business trip.

S. H. Friend is preparing to move into larger offices adjoining his present quarters on the flourth floor of the Mutual Bank building.

J. A. Young left last week on a business trip through southern California. Mr. Young's offices are on the seventh floor of the Kamm building.

Harry M. Abrams, whose offices are on the seventh floor of the Kamm building, is making a business trip through the southern part of California.

V. B. Paddock, formerly connected with the Sorenson Co., in this city, has gone into the jewelry business on his own account in San Diego. Andrew N. Logie has succeeded Mr. Paddock.

Philip Silverstein, formerly connected with S. Mendelsohn, Portland, Ore., but who is now representing the Rockford Watch Case Co., was in San Francisco last week. He is traveling the Coast territory for his new firm.

The Crystal Palace Co. has rented the store and basement at 117 Kearny St. from the Johann A. Schmidt estate for five years at a total rental of $30,000. A portion of the store has been leased by the Crystal Palace Co. to W. J. Lindly for the same period for $15,000.

Pacific Coast Notes.

S. A. Miller has opened a store in Scotia, Cal.

H. Burger, Placerville, Cal., has gone into the automobile business as a side line.

Wm. B. Sweet's store was among the establishments damaged by fire in Kamiah, Idaho, last week.

Max Baraner, proprietor of the Elgin Jewelry Shop, San Diego, Cal., has opened a store in that city at 936 5th St.

A. Witman, who recently bought Geo. L. Dietrich's jewelry store, Anaheim, Cal., has announced a four days' opening, commencing Oct. 27.

A new jewelry store has been opened in Arcata, Cal., by A. Reid, Eureka, Cal. Mr. Reid was formerly a partner in the jewelry business of P. E. Anderson, in Arcata.

D. Ohanian has purchased the store of A. Namnam in Chino, Cal. Mr. Ohanian was formerly employed by Mr. Namnam, who has returned to Los Angeles, where he conduets a store on Main St.

What is declared to be the handsomest collection of silver cups ever offered as prizes for poultry exhibitors in the southwest is on exhibition at Vann's jewelry store, in Albuquerque, N. Mex. The cups will be awarded during the New Mexico Fair, Oct. 9-14.

Arthur H. Ross, Petaluma, Cal., who passed the recent examination of the State Board of Optometry, will fit up an optical office at his jewelry store and begin the practice of his new profession immediately. Mr. Ross is a graduate of the California College of Optometry.

M. Saier, Fresno, Cal., was painfully injured in an automobile accident between Fresno and Coalinga last week. Mr. Saier, who was in the rear seat, was pinned beneath the auto, its full weight resting on his left shoulder. His injuries consisted of a bad strain of the shoulder.

Canada Notes.

J. R. Jurgeson is removing from Preston to Berlin, Ont.

The assets of E. R. Bourke, Quebec City, have been sold.

George Durette, Rimouski, Que., has made an assignment.

The death is announced of Edgar Woods, Quebec City.

R. W. E. Preston, Cartwright, Man., has discontinued business.

Philip Foster, late of Toronto, is opening a store in Hamilton.

O. W. Bowlby has removed from Lanigan to Sutherland, Sask.

C. B. Mark & Co., Prince Rupert, B. C., advertise a closing out sale.

A. F. Carter has purchased the business of A. C. Riley, Cayuga, Ont.

A. H. Melanson, Moncton, N. B., has assigned to W. B. Chandler.

The assets of E. R. Burke, Quebec, who recently assigned, have been sold.

Mrs. J. Napoleon Brouilette has registered as J. N. Brouilette & Co., Montreal.

J. Desantels has been appointed curator of the estate of L. C. Valliere, Black Lake, Que., insolvent.

A meeting of the creditors of A. H. Melanson, of Moncton, N. B., has been called for Sept. 30.

S. K. Milroy & Co., London, Ont., have dissolved partnership, R. J. Laird withdrawing from the business.

John Jacob Reutter and Joseph Shelley have registered as J. J. Reutter & Co., Montreal, wholesale and retail watchmakers and jewelers.

Wilks & Burnet, Montreal, have been appointed liquidators of the estate of Hopman Van Den Berg Sons, diamond merchants of that city, who recently assigned.

A. Ryrie, of Ryrie Bros., Ltd., Toronto, Ont., has gone on a trip to Virginia. M. R. Friend, of the jewelry department of the same firm, has gone to New York on a purchasing trip.

John Peebles, of Hamilton, and G. H. O. Thomas, of Bracebridge, Ont., who were nominated as Liberal candidates for the Canadian Parliament at the recent election, were both defeated.

The citizens of Alliston, Ont., on Monday last adopted a by-law granting a fixed assessment for 10 years and free water service to the Defries, Woodman Co., which will establish a silverware factory there to begin operation in January.

The store of Levi E. Bailey, Cornwall, Ont., was broken into on the night of Thursday, Sept. 14, by breaking a window in the rear and goods valued at $600 taken. A day or two afterwards Joseph Bach, a St. Regis Indian, was arrested at Brockville, Ont., on suspicion of being implicated in the robbery.

Out-of-town jewelers calling on the Toronto, Ont., trade last week included: J. S. Smith, St. Catharines; A. H. Wideman, Markham; W. A. Young, London; A. F. Rixon, Meaford; I. Buller, Brantford; Benjamin Harris, Hamilton, and George Savage, Guelph, all Ont.; Albert Johnson, Halifax, N. S., and A. C. Skinner Sherbrooke, Que.

E. H. S. Flood, Canadian Trade Commissioner to the West Indies, reports to the Canadian Department of Trade and Commerce that in Bermuda over £35,000 in jewelry and fancy goods were imported in the last two years, chiefly in souvenir and characteristic jewelry to tempt the pockets of the visitors to the island. A fair portion of this trade in jewelry, chiefly in the enamels, is with Canada, where some very beautiful work is being done in this art line and at reasonable prices. The more expensive lines in enamels are made in Sweden, and are shown in all the jewelry establishments. Earthenware and glassware are also being stocked in larger quantities to supply the hotels, and articles in these lines are also offered with suitable designs as souvenirs of the island.

W. M. Birks has just closed an agreement by which Henry Birks & Sons, Ltd., take over Rosenthal's new building on Sparks St., Ottawa. By this purchase Henry Birks & Sons reach a state which further adds to their strength as the foremost jewelry manufacturing concern in Canada. Rosenthal's was the leading firm in the jewelry trade in Ottawa. The transfer includes the entire Rosenthal business, and it involves an amount of $450,000, including stock and good will and the handsome business premises in Sparks St. Into this building the Birks Ottawa branch, which has done a very considerable share of business in that city in the past, will be removed at once. The Rosenthal building is seven stories in height and has a 60-foot frontage. It has a Doulton-Carrarra exterior, and the interior, which is most ornate, is carried out in marble. The appointments make it one of the most modern structures of its kind in Canada. The Birks Ottawa business will be under the management of Mr. Olmstead, senior partner of the late firm of Olmstead & Hurdman; Adolph Rosenthal, president of Rosenthal & Sons, and Herbert Pinch, manager of the late John Leslie Co., which were in their time Ottawa's three leading jewelry firms.

Jesse Hilderbrand was arrested in Colorado Springs, Colo., recently charged with passing a worthless check on a jewelry firm in that city.

The show window of the store of G. R. Calhoun, Nashville, Tenn., was broken, presumably by a rock being hurled through it recently, but it is not thought that anything was stolen.

Buffalo, N. Y.

L. E. Reinsch, who has his headquarters in the Brisbane building and well known as a prominent diamond merchant, is carrying a series of good advertising "philosophy" talks in the Sunday papers.

The T. C. Tanke Co. is carrying a series of novel advertising interviews in the Sunday press which is likely to attract the attention of women customers. They are calling especial attention to their stock of Colonial silverware and jewelry and its present vogue.

Exhibitions of Buffalo made goods will occupy an entire week in this city, called the "Industrial Week." Applications for space in which to hold large exhibitions have been made by the Heintz Art Metal Shop, the Niagara Cut Glass Co. and the International Glass Co.

The Buffalo Association of Credit Men will open its Winter sessions on Oct. 12. This organization will continue its fight against dishonest debtors through the interchange of adjustment bureaus, committees on investigation, so as to cut down credit losses and bring about the enactment of uniform beneficial laws, especially against failures. Prominent wholesale jewelers are members of this association.

A reward of $700 has been offered by the city of Buffalo for the arrest of the man who entered the jewelry store and pawnbroker's office of Solomon Panimo and shot his son, Abraham Panimo, and then escaped. The police on Saturday last brought to Panimo a suspect who entered a house recently and stole $500 worth of silverware. The suspect, who in many points resembled the assailant of young Panimo, was taken to the Central Hospital, where Panimo is still confined, but Panimo positively declared he was not the person who entered his father's store. Martin Garvey, the man who is held by the New York authorities for shooting a pawnbroker in that city, is thought by some to have been the same person who attacked Panimo. A newspaper picture of Garvey was shown Panimo, but he could not identify it as a likeness of his assailant. Mr. Panimo is recovering slowly, although one bullet of the three still remains in his head. Hope is given of his recovery.

Trans-Atlantic Voyagers.

TO EUROPE.

Hugh Oppenheim, of Oppenheim & Strauss, New York, sailed on the *Kaiser Wilhelm II.* Tuesday of last week.

Among the passengers on the *Mauretania*, sailing last Wednesday, were: O. D. Wormser, and J. D. Frankel, of Jos. Frankel's Sons; Benjamin F. Rees, of Zimmern, Rees & Co.; Milton Rosenbach, of William I. Rosenfeld, all of New York, and A. E. Sipe, Buffalo, N. Y.

FROM EUROPE.

Herman Levy, New York, returned from Europe recently on the *Mauretania.*

Edward Holbrook, president of the Gorham Co., New York, returned recently on the *St. Louis.*

Max Arnstein, of Arnstein Bros. & Co., New York, returned yesterday on the *Kronprinzessin Cecilie.*

Albert Kohn, of Theodore A. Kohn & Son, New York, returned recently on the *Nieuw Amsterdam.*

Ira Barrows, of H. F. Barrows, New York, accompanied by his wife, arrived in this city on Saturday on the *Cedric* from Europe.

Official Organs vs. Reputable Trade Papers.

AT the recent convention of the National Piano Merchants' Association an effort was made to get certain music trade papers designated as "official" organs of the Association. The effort failed, as it should. John C. Freund, president and editor of *The Music Trades,* in a signed editorial, lays bare the fallacies of the "official organ" idea. Part of his statement is as follows:

The day of the "organ" or "official paper" has passed—certainly in this country. This has long been recognized in the political world and is becoming more and more to be accepted in the financial and commercial world.

Once let it be understood that a paper is dominated by or is even affiliated with certain particular persons or interests and its usefulness is impaired—if it be not destroyed—for the simple reason that it has lost the one requirement for a healthy existence, namely, its independence.

However able, however honest, however well-meaning such a paper might be it would always be suspected of being "influenced." The very readers whom the "official" board desired to reach would regard its every utterance with distrust.

A trade paper must be ready to say "No!" to the biggest and most powerful advertiser when his demands are unwarranted or conflict with the truth or with the rights of others.

It must struggle for and maintain a reputation for fairness by not taking sides in trade or legal controversies and must realize, once for all, that its main function is not to pose as an omniscient dictator of trade policies and trade ethics or as a divinely appointed censor of trade morals, but "to give the news," with such fair comment as will meet with the approval of intelligent business men.

Above all it must not consider itself as above the law or as a court of last resort.

The suggestion is sometimes made that a convention endorse certain papers recognized to be working for the good of the industry and ignore the other kind. Under certain conditions this plan may have its merits, but it would depend strictly on the actual conditions that confronted a particular industry at a given time. It cannot be laid down as a principle.

But better than official organs or indorsed publications is the trade paper that stands on its own legs without any necessity of being propped up by official recognition. It is the spontaneous *unofficial recognition* of merit that makes real circulation, draws advertising patronage, and gives a paper its actual standing in an industry.—*Printer's Ink.*

After an exciting chase, in which a crowd joined Patrolmen Seavey and Haggerty, a man giving his name as John MacDonald, aged 24, of Howard St., Quincy, was captured by the police of Boston, Mass., on a charge of breaking the front window of the jewelry store of Philip Cohen, 67 Hanover St. It is alleged that MacDonald went to the store and, while the clerk was closing for the night, hurled a brick through the window. When arrested MacDonald had 12 dozen collar buttons, valued at $18, and a dozen razors, valued at $15, in his possession.



A. Reid has begun business in Arcata, Cal.

J. G. Knabe will shortly begin business at Willmar, Minn.

V. B. Paddock has started in business in San Diego, Cal.

J. C. McKelvey has arranged to open a store in Wheeling, W. Va.

Geo. W. Young has engaged in business in North Minneapolis, Minn.

Roderick M. Jodoin has opened a store at 122 Aiken St., Lowell, Mass.

Max Fischer has opened a branch store at 1122 16th St., Denver, Colo.

A new jewelry store has been opened in Scotia, Cal., by S. A. Miller.

M. Herzberg recently opened a jewelry store in North Tonawanda, N. Y.

Theodore Weihe, will open a store in Louisville, Ky., in the near future.

C. W. Flowers will engage in the retail jewelry business at Wakefield, Kan.

A new jewelry store has been opened in Lydonville, N. Y., by E. G. Francis.

A new store has been opened by Julius Wolter at 503 W. 7th St., Los Angeles, Cal.

Diebold & Harris have opened a store in the Mutual Bank building, San Francisco, Cal.

The Aarons Jewelry Co., 16th and Farman Sts., Omaha, Neb., has just opened a store.

The Gloucester Loan Co., Gloucester, N. Y., is a new concern which started there with a capital stock of $25,000.

A new store under the name of Spitzer & Kamion, Inc., with a capital stock of $10,000, has been opened in New York.

Articles of incorporation have been filed for the West Bend Aluminum Co., West Bend, Wis., with a capital stock of $14,000.

A concern has been incorporated under the name of E. B. Coleman Wholesale Jewelry Corporation, in St. Louis, Mo. The capital stock is $5,000.

The Regal Silver Mfg. Co., of New Haven, Conn., has been incorporated with a capital stock of $7,500 to manufacture cutlery, hardware, etc.

The Unique Art Mfg. Co. is a new concern incorporated under the laws of the State of New York with a capital of $6,000, to engage in the jewelry business.

A new concern at South Bethlehem, Pa., is the firm of Everett & Co., composed of W. H. Everett and C. G. Allgruun. The concern conducts a jewelry store at 7 W. 4th St., and makes a specialty of fine repairing.

The following companies have been granted charters under the laws of Massachusetts: Frank A. Andrews, Inc., Boston, jewelers, $10,000; Frank A. Andrews, Lawrence S. Andrews, Marguerite M. Reagan. The American Jewel Co., Boston and New York, $100,000; Louis A. Wheeler, Henry A. Savage, Clarence A. Backer.

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Special Notices.

Payable invariably in advance.

Rates, 75c. per insertion for notices not exceeding 25 words; additional words, 2c. each.

SITUATIONS WANTED, 1c. a word each insertion; minimum charge, 25c.

Heavy type, 5c. a word; minimum charge, $1.25.

Display cards, $2 00 per inch.

In all cases, if answers are to be forwarded, 10c. extra to cover postage must be enclosed.

All answers to advertisements addressed care The Jewelers' Circular-Weekly, should be sent to the New York Office, unless the Chicago Office is specifically mentioned.

Situations Wanted.

WANTED, a situation as assistant watchmaker or salesman; 15 years' experience at the bench. R. W. Mitchell, Greenup, Ky.

REFINED YOUNG LADY wishes position with jewelry firm; neat and well educated. E. Romain, 50 Hudson St., Yonkers, N. Y.

YOUNG MAN wants position as engraver and clockmaker after Nov. 15. Arthur A. Dickson, 1544 Glenwood Ave., Philadelphia, Pa.

MANAGER of watch department wants position; salary, $35 per week. Address Wm. Sauer, 2036 Flagler Pl., N. W., Washington, D. C.

BY JAN. 1, A1 engraver and jeweler desires a change; southern location preferred. Address "A. B., 5792," care Jewelers' Circular-Weekly.

YOUNG MAN, 21, would like to take out good line on commission; best of references. Address "A., 5869," care Jewelers' Circular-Weekly.

ENGRAVER, can do some jewelry repairs, wants position with reliable firm; would prefer western States. Address "G.," Box 323, Macon, Ga.

WANTED, at once, position as good watchmaker, optician, plain engraver, salesman and fair jeweler. Address 179 N. Dean St., Spartansburg, S. C.

FIRST CLASS SALESMAN wishes a position with retail jeweler; furnish best of references. Address "H., 5896," care Jewelers' Circular-Weekly.

BOOKKEEPER OR ASSISTANT, with knowledge of typewriting, experienced; best references. Address Miss B. S., 227 Snediker Ave., Brooklyn, N. Y.

HIGH CLASS manufacturing jeweler, repairer and stone setter; married, steady, reliable; A1 references. Address "Jeweler," 710 S. 10th St., Waco, Texas.

A1 ENGRAVER wishes permanent position in store in southern New York State; at liberty Oct. 1. Address "G., 5796," care Jewelers' Circular-Weekly.

SALESMAN wishes position with jewelry firm; will cover any territory; can furnish best of references. Address "F., 5900," care Jewelers' Circular-Weekly.

JEWELER, jobber, diamond setter and engraver, do small new work; 10 years' experience; best reference. Address "B., 5903," care Jewelers' Circular-Weekly.

DESIGNER AND MODELER for sterling hollowware; first class man, original and practical, age 32. Address "N. H., 5727," care Jewelers' Circular-Weekly

FIRST CLASS OPTOMETRIST and salesman by Nov. 1, with a good, reliable firm; best references furnished. Address "C., 5782," care Jewelers' Circular-Weekly.

SALESMAN desires to represent a manufacturer's line of plated or gold-filled jewelry in New York City and vicinity. Address "Box 5867," care Jewelers' Circular-Weekly.

POSITION WANTED with some reliable house to travel; either watches, diamonds, jewelry or silverware; best of references. Address Lock Box 675, Columbus, Ohio.

FIRST CLASS WATCHMAKER and engraver would like a permanent position by Nov. 1 with a first class house. Address "B., 5781," care Jewelers' Circular-Weekly.

YOUNG MAN, experienced in taking care of stock and orders, wishes position with chance for advancement. Address "K., 5926," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER and optometrist would like a permanent position with a good firm; references furnished. Address "D., 5783," care Jewelers' Circular-Weekly.

A GOOD WATCHMAKER and engraver wants permanent position; can give best of jewelry store reference. Address "Watchmaker," 811 Tea St., N. W., Washington, D. C.

EXPERIENCED ENGRAVER and salesman or assistant jeweler wishes position with good firm by Oct. 20; wages reasonable. Address "R., 5907," care Jewelers' Circular-Weekly.

WANTED, by a salesman of wide experience, a manufacturer's line for the jobbing and department store trade in the east or west. Address "O., 5947," care Jewelers' Circular-Weekly.

FIRST CLASS ENGRAVER and window trimmer would like a permanent position with a first class firm; best of references furnished. Address "A., 5780," care Jewelers' Circular-Weekly.

EXPERT WATCHMAKER, jeweler and engraver wishes position with a first class store by Nov. 1; best tools, best of references. Address Alfred Napoleon, General Delivery, Jersey City, N. J.

POSITION WANTED by young man as jeweler; have eight years' experience in repairing and new work; southern location preferred. Address "B. M., 5946," care Jewelers' Circular-Weekly.

YOUNG MAN, 20, five years' experience, desires connection with progressive wholesale house where advancement is assured to deserving. Address "P., 5945," care Jewelers' Circular-Weekly.

HIGH GRADE WATCHMAKER, with vast experience in repairing of fine and complicated watches, desires a position of watch work only; salary $30 per week. James Logan, Verona, Ill.

YOUNG MAN, 27, desires a position as clockmaker and assistant watchmaker; New York City preferred; best of references. Krank Kneeshaw, 3045 Heath Ave., Kingsbridge, New York.

FIRST CLASS WATCHMAKER, fair jeweler and engraver, 25 years' experience; references exchanged; $25 per week. Address Watchmaker, care Hammond Jewelry Co., Hammond, La.

FIRST CLASS WATCHMAKER and plain engraver, familiar with railroad inspection; salary, $20 per week; no bad habits; good reference. Address "I., 5924," care Jewelers' Circular-Weekly.

MAN OF EXPERIENCE now traveling in western states, would like position with manufacturer of high grade jewelry; open after Jan. 1 1912. Address "C., 5701," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER and jeweler, A1 references, took full charge of a well-established jewelry store for past three years, desires a change. Address Edelson, 1567 Fulton Ave., Bronx, N. Y.

WATCH AND CLOCK REPAIRER, some jewelry repairing and plain engraver; own tools; ahstainer, educated; start in reasonable if permanent position. Address "K., 5938," care Jewelers' Circular-Weekly.

AN OLD EXPERIENCED traveler desires a position on the road with either a manufacturer or jobber; has extensive acquaintance with the east and middle west. Address "N., 5934," care Jewelers' Circular-Weekly.

COMPETENT WATCHMAKER wishes position with a first class establishment in New York City; best tools and references; salary, $25 per week. Address "Competent, 5771," care Jewelers' Circular-Weekly.

WATCHMAKER, seven years' experience on high grade work, wishes position in the west; would be willing to assist on clock work or as salesman; fine set of tools; salary $25; age 26. Address "C., 5904," care Jewelers' Circular-Weekly.

YOUNG MAN with 15 years' experience in general jewelry business, 12 years as buyer of diamonds, watches, jewelry, silverware, etc., wishes position as traveling salesman with first class eastern or Pacific coast house; satisfactory references. Address "H. A. G., 5886," care Jewelers' Circular-Weekly.

YOUNG MAN, 20, with knowledge of jewelry manufacturing business, desires position with wholesale or retail firm in New York City; can furnish A1 references. Address "E., 5901," care Jewelers' Circular-Weekly.

YOUNG MAN, seven years' wholesale jewelry experience, wishes position as salesman for New York and vicinity; manufacturer's line preferred; hustler. Address "Salesman, 5939," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER wishes position; 23 years of age, single, willing to help out on clocks and to wait on trade; $20 a week to start. L. Hoffman, care Grossman Bros, 1634 S. 7th St., Philadelphia, Pa.

YOUNG MAN, experienced in the jewelry business, employed at present, wishes to make change; prefers position in a store as salesman; permanent and ambitious worker. Address 1314 Seltzer St., Philadelphia, Pa.

ENGRAVER AND JEWELER wishes permanent position; good references; sample of engraving; Ohio or Pennsylvania; no holiday offer considered; retail store preferred. Address 'D., 5909," care Jewelers' Circular-Weekly.

YOUNG MAN, 19 years of age, with three years' experience in retail jewelry line, would like to make change to wholesale business; best references can be furnished. Address "G., 4945," care Jewelers' Circular-Weekly.

TRAVELING SALESMAN, 10 years' experience, best trade south and middle west, desires position with manufacturer of high class line only; record open and clean. Address "Box 5626," care Jewelers' Circular-Weekly

YOUNG MAN, 20, wishes position with jewelry house; has had six years' experience; can take charge of special order work and wait on counter; best of references furnished. Address "F. F., 5770," care Jewelers' Circular-Weekly.

WATCHMAKER AND ENGRAVER, familiar with optics, all around workman, wants position about Nov. 1; married, steady and reliable; describe position and state salary. Address "O., 5953," care Jewelers' Circular-Weekly.

SALESMAN, young man, 24, eight years' experience in the jewelry line, well acquainted with department stores and New York City trade, wishes to connect with reliable house. Address "D., 5866," care Jewelers' Circular-Weekly.

WANTED, by man with selling ability, good reference, accustomed to city trade, capable of managing and buying for watch, jewelry or silver department, position with high class store Address "J., 5929," care Jewelers' Circular-Weekly.

REPAIRER and expert jeweler wants steady position in store; all kinds of new work, also platinum work and some stone setting; want good wages for rapid and good work; references unquestionable. Address A. Carpenter, 265 1st St., Detroit, Mich.

YOUNG SALESMAN desires connection with manufacturing concern; five years' experience with trade among the wholesale and department stores in New York City, Philadelphia, Baltimore, Washington. Address "G., 5893," care Jewelers' Circular-Weekly.

SITUATION WANTED, Atlanta, Ga., or Georgia State preferred, first class watchmaker, jeweler, setter and assistant engraver, 20 years' experience, best references, all tools, married, wishes permanent position. Address "A., 5891," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER, good salesman and engraver, desires to change, permanent, can do the work; nothing cheap wanted, must be good store; American, single; not less than $30 salary; Idaho, Montana, preferred. Address "Jeweler," 923 Fullerton Ave., Chicago, Ill.

SALESMAN, young man, formerly jewelry and silverware buyer of leading jobber and department store, seeks connection as representative or city salesman, where business ability and knowledge of the trade will bring results. Address "S. E., 5937," care Jewelers' Circular-Weekly.

YOUNG MAN, with 15 years' service in jewelry business, desires to make change to eastern city, have thorough practical knowledge of buying and selling all lines handled by strictly first class jewelers; satisfactory references furnished. Address "South, 5887," care Jewelers' Circular Weekly.

FIRST CLASS WATCHMAKER desires position with reliable house by Oct 1; present position with railroad inspector as head watchmaker; good salesman, fair knowledge of optics, plain engraver, habits temperate, married, best of references. Address "A., 5565," care Jewelers' Circular-Weekly.

SITUATIONS WANTED—Continued.

FIRST CLASS jewelry repairer, diamond setter and man who can do all kinds of platinum and gold work, wishes position in the south or west; 15 years' experience; have been with New York firm 10 years; A1 references; salary, $25 a week. A. Feldman, 2029 Lafontine Ave., Bronx, New York City.

YOUNG MAN, good appearance, with 12 years' selling, buying and catalogue experience in the diamond, watch, jewelry, silverware, clock and cut glass business, seeks connection; aggressive salesman, A1 department manager, retail and wholesale; what opening have you? Address "Earnest, 5956," care Jewelers' Circular-Weekly.

GOOD WATCHMAKER desires position in good town; young man, married, sober, reliable and competent; good experience on railroad work; tip-top references; start at $20 per week if there is a chance for advancement, otherwise position won't be considered; must be permanent. Address "B, 5873," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER in southwest or northwest by Nov 10 at $25 per week; eight years' experience at bench, three years in watch factories on high grade work, understand close rating, cylinder and repeating watches; own fine set of tools; age 26; best of references; single. Address "G.," 307 W. La Salle Ave., South Bend, Ind.

WATCHMAKER, American, age 37, 17 years' experience, modern tools, accustomed to taking in and delivering work and full charge of repair department; accustomed to railroad work and fine watch work; can act as salesman when needed; salary, $25 weekly; good habits and ability; best of references. Address "M, 5956," care Jewelers' Circular-Weekly.

HIGH CLASS silverware salesman, with up-to-date ideas and a good following with the best trade in the middle west, employed at present by a representative manufacturer, will be open for a position with a manufacturer of sterling or plated hollowware or novelties; best of references. Address "Representative, 5717," care Jewelers' Circular-Weekly.

FIRST CLASS manufacturing jeweler and diamond setter, who is A1 on the making of platinum pieces and setting of same, capable of running a shop or factory; thoroughly understands the jewelry business; best of references; only firms willing to pay $35 or $40 a week need answer. Address "F. E., 5831," care Jewelers' Circular-Weekly.

HIGH GRADE ROAD MAN, with acquaintance in the middle west, wants first class line, factory preferred; would consider one or more lines on commission. Address "L., 5922," care Jewelers' Circular-Weekly.

YOUNG HUSTLING SALESMAN, well known to entire southern trade including Texas and Arkansas, wants manufacturers 10 or 14 karat line on commission or salary and bonus for Jan. 1st; at present on fall trip but will be in New York about Nov. 1st for a few days, when an interview with those interested will be appreciated. Address "Box 5815," care Jewelers' Circular-Weekly.

SALESMAN, 25, is acquainted with every kind of office work, has eight years' experience in the trade, seeks situation with retail or wholesale jewelry house; has been employed by first class European and American retail houses and is accustomed to deal with first class customers; speaks three languages; best of references as to character and honesty. Address "D., 5951," care Jewelers' Circular-Weekly.

THIS COMPANY offers an efficient service to employers without cost, furnishing the very highest type of office employe. 'Phone, 114 Cortland. Employers Service Company, 170 Broadway, New York.

A COMPETENT MAN, with years of experience in the jewelry business; wants position as manager or assistant; am an A1 salesman, stock keeper, window dresser, advertisement writer, with optical experience; an exceptional all 'round man; a permanent position, where ability, honesty and strict attention to business count; eastern, middle or western State; Kansas City, Chicago and New York references as to ability, character and habits. Address "R., 1124," care Porter & Wiser Jewelry Co., Kansas City, Mo.

Help Wanted.

FIRST CLASS stone setter wanted for general work. Wright, Kay & Co., Detroit, Mich.

WANTED, experienced watchmaker, engraver and optician. Address G. Holman, Casper, Wyoming.

WANTED, young man to do jewelry repairing and clock work. Address The Wilbur-Lanphear Co., Galesburg, Ill.

A FIRST CLASS engraver and jeweler; send samples and references. Fred E. Hull, Saranac Lake, N. Y.

ENGRAVER WANTED; steady work; a man who can do nice, clean work. C. Van Schoor, 2041 W. 45th St., Cleveland, O.

WANTED, engraver and watchmaker; must be first class; $30 per week; send sample of engraving. C. A. Schnack Jewelry Co., Alexandria, La.

STONE SETTERS; close set white and colored stones on fine sterling jewelry; steady positions. Fishel & Co., 126 W. 22d St., New York.

FIRST CLASS JEWELER and engraver wanted at once; send sample of engraving; give two references; good pay. R. Brandt, Athens, Ga.

JEWELER WANTED, who can do repair work, some new work and set stones; steady job. C. Van Schoor, 2041 45th St., W., Cleveland, Ohio.

WANTED, practical watch material fitter and tool man; one with experience only need apply. Address "D., 5702," care Jewelers' Circular-Weekly.

WATCHMAKER AND ENGRAVER, steady position; state salary wanted in first letter. Address Freudenheim Bros. & Levy, 54 Maiden Lane, New York.

WATCHMAKER AND ENGRAVER, steady position; good salary to the right man. Apply at once to Leo Krauss, 45 N. Illinois St., Indianapolis, Ind.

WANTED, experienced watch salesman to sell to jobbing trade on commission. Address, stating experience, "Manufacturer, 5912," care Jewelers' Circular-Weekly.

EXPERT WATCHMAKER wanted to take charge of watch repairing department; must have 15 to 20 years' experience at bench. Jno. Leith, Bay City, Mich.

FIRST CLASS ENGRAVER and jeweler wanted to go south; good pay and permanent position to right man. Apply Rosenbaum & Adler, 65 Nassau St., New York.

WANTED, watchmaker and engraver, single man preferred; position permanent; send sample of engraving, references and state salary. E. E. Chandler, Boone, Ia.

WANTED, at once, good engraver and assistant watchmaker; salary, $20 to $25 per week; permanent position; send samples of engraving. S. Wolfram, Darlington, S. C.

YOUNG MAN wanted in store to assist in watch and jewelry repairing; references required; state experience, salary expected and full particulars. Albert Kamp, Ossining, N. Y.

WANTED, a jeweler on repair work and stone setting; give age, references and state amount of salary expected in your first letter. Porter & Wiser Jewelry Co., Kansas City, Mo.

FIRST CLASS ENGRAVER, in monograms, scripts, etc.; steady employment; state wages expected and references. Address "Confidence, 5913," care Jewelers' Circular Weekly.

WANTED for a large Pacific coast retail establishment, first class engraver; permanent position offered to right party. Address, stating reference, "C., 5875," care Jewelers' Circular-Weekly.

WANTED, at once, a first class engraver; must be able to cut for enameling; good salary and permanent position to right man. Margolis Jewelry Co., 1007 Main St., Kansas City, Mo.

FIRST CLASS watchmaker and engraver; American, competent to wait on good trade; will pay good wages to right man. Address W. E. Church, 64 Ford St., Ogdensburg, N. Y.

WANTED, at once, first class watchmaker, engraver and jeweler; send sample engraving, reference, and state salary, age and experience in first letter. A. B. Conrad, Newton, Kans.

WANTED, watchmaker and engraver for southern city; good position in high class store; salary $25 per week. Address "Jeweler," care Jonas Koch, 37 Maiden Lane, New York.

WANTED, traveling salesman for general jewelry line, to sell $50,000 and upward; salary, $3,500 and commission; now or Jan. 1. Address "A., 5471," care Jewelers' Circular-Weekly.

FIRST CLASS jewelry engraver, must be able to do extra fine monograms and inscriptions and heraldry engraving; steady position; enclose samples of work. Chas. F. King & Co., Cincinnati, O.

WANTED FOR THE SOUTH a good engraver and assistant watchmaker; salary $20 to $25 a week; permanent position; samples of engraving required. Jonas Koch, 37 Maiden Lane, New York.

WANTED, first class engraver and assistant watchmaker; send samples of engraving, state salary expected in first letter. Address Greenwald & Adams, 141 E. Congress St., Tucson, Ariz.

WATCHMAKER WANTED, good all around man, with store experience, able to do ordinary engraving; permanent position to right man; references. David Robertson, S. Framingham, Mass.

WANTED, a competent watchmaker and engraver; short hours, good pay, permanent position; send specimens of engraving and reference. Address "G., 5269," care Jewelers' Circular-Weekly.

WANTED, young man, assistant watchmaker, good engraver, jewelry repairer, window trimmer and salesman; permanent position; salary $18 to $20 per week; send sample engraving. J. F. Carr, Portsmouth, O.

WANTED, at once, practical clock and job man; must be sober and honest; good, steady position for right man; will pay good wages to right man; answer at once. Mount Vernon Jewelry Co., Mount Vernon, Ill.

WANTED, at once, a first class engraver and a good jeweler; prefer one who can assist in watch work; send samples of engraving and references, also state salary expected. Address the Little-Long Co., Charlotte, N. C.

WANTED, WATCHMAKER experienced in railroad work; permanent position for competent and reliable man; give references and state wages expected in first letter. Bogle Bros., White River Junction, Vt.

WANTED, at once, a good watchmaker and engraver; want an all around man, good habits; send sample of engraving and full particulars in first letter; want young man with experience. R. D. Lewis, P. O. Box 278, Mullins, S. C.

WANTED, general line jewelry salesman; must be experienced and have some trade through Texas and Oklahoma, with good ability and references; state experience and salary in first letter. Address "M., 5908," care Jewelers' Circular-Weekly.

WANTED, jewelry repairer and stone setter, one who can assist on watch and clock work preferred; permanent position for competent and reliable man; give references and state wages expected in first letter. Bogle Bros., White River Junction, Vt.

FIRST CLASS watchmaker and engraver of good appearance, who can wait on trade when necessary and take full charge of repair work; $25 to $30 per week, according to ability; send copy of references and sample of engraving first letter. S. J. Strickler, Salina, Kans.

PERMANENT POSITION for good jeweler, engraver and man who can do plain watch work; want young single man; send sample of engraving in first letter; salary, $20 per week. Address J. J. Palmer's Sons, 2704 Washington Ave., Newport News, Va.

EXPERT WATCHMAKER wanted for prominent store in leading Texas city; must be thoroughly able to repair American and Swiss watches and competent to take in work and give estimates; salary $25 to start; steady position. Address Jonas Koch, 37-39 Maiden Lane, New York.

$40.00 PER WEEK for an experienced, capable manufacturing jeweler, diamond setter and engraver. Address "A., 5810," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER, only one who is competent to handle high grade work and close rating; must be man of steady habits; send full particulars and references in first letter; permanent position and good salary to right party in a live New York State city. Address H. Fein & Co., 54 Maiden Lane, New York.

(*Special Notices continued on page 128.*)

Special Notices.

(*Continued from page 127.*)

HELP WANTED—Continued.

AT ONCE, permanent position for first class watchmaker who is also experienced engraver; state salary wanted and give references in first letter. Virgin & Young, Macon, Ga.

NATIONAL OPTICAL COLLEGE of St. Louis offers you a thorough scientific course in optics, by correspondence; easily and quickly learned; large and able faculty; handsome diploma to graduate; regular tuition fee $20, reduced to $10 for limited time; write to-day for Catalogue "J," explaining this splendid course and special tuition.

DIAMOND IMPORTERS and manufacturers want A1 man with established trade in middle and far west; exceptional opportunity. Address "Progressive, 5657," care Jewelers' Circular-Weekly.

ENAMELER on fine emblems, class pins, etc.; steady work throughout the year to first class workman; state age, experience and wages expected. Address Wendell & Co., 337 W. Madison St., Chicago, Ill.

WANTED, ENGRAVER, one who can do ornamental engraving, chasing, die and enamel cutting; only men with good recommendation need apply; steady position and good wages guaranteed to the right man; state wages and time you would be willing to start in your first letter. Address Carl Entenmann Jewelry Co., 217½ S. Spring St., Los Angeles, Cal.

SALESMAN; a one-third interest is offered for $10,000 by an estahlished manufacturer making a complete line of 10 karat and 14 karat gold jewelry in New York market; a thorough, competent man can secure an excellent opportunity; will stand investigation; only qualified applicants will be considered. Address "J., 5833," care Jewelers' Circular-Weekly.

Business Opportunities.

WANT PARTNER with $3,500 or more in established fine platinum shop. F. G. Breck & Co., 38 W. 34th St, New York.

WHOLESALE jewelry and optical stock cheap on account of liquidation; terms cash Address "G., 5941," care Jewelers' Circular-Weekly.

CLEAN STOCK, new fixtures, western city of 15,000; invoice $20,000; big "money maker"; terms to right party. Lincoln H. Hall, Trinidad, Colo.

FOR SALE, for the right party, store with good fixtures, with or without stock; established 1893. For particulars, A. L. Scipel, 1528 Stout St., Denver, Colo.

CASH PAID for surplus stocks of watches, diamonds and jewelry; money sent by return mail; best of references. Address Emil Noel, 541 E. 46th Pl., Chicago, Ill.

WANT TO SELL established business, up-town, New York; fine equipment, making only fine platinum work. Address "M., 5902," care Jewelers' Circular-Weekly.

WISH TO BUY a jewelry store in any New England State for cash; stock on hand to be between $2,000 and $15,000; all communications confidential. J. B. Gordon, 15 Lyman St., Lynn, Mass.

MUST SELL before Jan. 1, 1912, Dunn's Loan Office in Houston, Tex., established 1884; winding up estate and will sacrifice stock; will invoice about $40,000. Address Estate of Frank Dunn, Houston, Tex.

OWNER will exchange two or more fine located lots in Freeport, L. I., near station, school and trolley, each 25 by 125 feet, for gentleman's fine diamond ring; balance easy terms; will give free title policy. Address "Titler, 5927," care Jewelers' Circular-Weekly.

HIGH CASH PRICES paid for diamonds and watches; immediate returns made; bank references. Address M. Iralson, Masonic Temple, Chicago, Ill.

I PAY CASH for your surplus stock of diamonds, watches and jewelry; business confidential; National Bank references. H. Schwartz, 903 Heyworth Bldg., Chicago, Ill.

IS IT CASH you must have quick? $200,000 ready cash always on hand will buy your business at once. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

I PAY 20% MORE for your surplus stock of watches, diamonds and jewelry than any other cash buyer; national bank references. Emil Noel, 541 E. 46th Place, Chicago, Ill.

OWING TO RETIREMENT of partner an opportunity for a man with $10,000 to $15,000 to actively engage in well established manufacturing jewelry business in Southern California; this is a paying business and will stand fullest investigation; man with office experience preferred. Address "Box 5409," care Jewelers' Circular-Weekly.

TOOL AND MATERIAL STOCK for sale at liberal discount; positively has no accumulation of old stock, is exceptionally clean stock, in most modern of cahinets; is suitable to move or stay in present location; a grand opportunity for one wishing to start in; it can be reduced to $3,000 if desired. Address "X., 5957," care Jewelers' Circular-Weekly.

DO YOU WISH TO RETIRE? We pay the most cash for entire or surplus stocks of jewelry; communications confidential. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

A BARGAIN; am selling out at a big sacrifice, a recently acquired stock of a large retailer consisting of diamond and gold jewelry on which you can save 30 to 40 per cent.; all or part. Address Max Kleinman, 1367 Broadway, New York.

DO YOU WISH TO SELL part of your entire stock of diamonds, watches, jewelry, etc.? We purchase quick and pay spot cash, no matter how large the quantity may be. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y

DIAMONDS at great bargains, $45 per carat and up; mounted rings and other diamond jewelry bought from private people sold at half the regular price; sent on memo. bill to rated dealers; sold for cash only. Dan I. Murray, 3 Malden Lane, New York.

For Sale.

DIES; will sell at one-quarter cost, strictly modern line of jewelry dies. Address Schickerling & Co., 71 Nassau St., New York.

FOR SALE, 35 imported electric clock movements and cases at half cost; $6 each for the lot. L. M. Piccard, 705 Fulton St., Brooklyn, N. Y.

MAHOGANY COUNTER SHOWCASES for sale; first class condition; $5 per running foot. For further particulars address Daniel Low & Co., Salem, Mass.

FOR SALE, a large assortment of gold-filled and enamel scarf pins, from 40c. per dozen up; cash only. Address "W., 5933," care Jewelers' Circular-Weekly.

EXTRA LARGE Seth Thomas street clock for sale cheap; perfect condition; settling up estate Address Mrs G. Brann, Hotel Ashton 93d St. and Madison Ave., New York

FOR SALE, Mosler safe, double doors, outside 53 by 40 by 30; inside 30 by 26 by 12; holds 40 trays, four drawers; steel section; perfect working condition. C. W. Phillips, Newbern, Tenn.

FOR SALE CHEAP, two floor cases, 4½ x 12 x 4½ feet high, not including bases, sliding doors; write for description and price. The Gorham Co., Silversmiths Bldg., Chicago, Ill.

50 JEWELRY ADVERTISEMENTS, $1.00; booklet form, detachable; a boon to the busy merchant during the holidays; one copy only in each town; cash with order. Jewelers' Ad Service, 465 S. Henderson St., Galesburg, Ill.

To Let.

PART OF OFFICE to rent. Room 72, 59 Maiden Lane, New York; F. Martens.

PART OF FINE OFFICE suitable for manufacturer's representative or others; $12 monthly. Room 504, 71 Nassau St., New York.

A DESIRABLE desk room on first floor, Cockroft building, Room 203, 71 Nassau St., New York; all convenience, use of safe, office boy, etc.

Lost.

STOLEN, WALTHAM OPEN FACE, 12 size, 21 jewel, bridge movement, No. 9,503,772, Crescent case; if offered for sale or repair notify "R H., 3149," care Jewelers' Circular-Weekly.

LOST, 12 size, open face, Vacheron & Constantin movement, No. 349,781, in 18K sun ray case, National Watch Case Co., No. 73,101; liberal reward. "C. V., 3385," care Jewelers' Circular-Weekly.

LOST OR STOLEN, open face gold repeater, 3316, made by A. Golay, Lersch & Fils; $50 reward for recovery. Address "N. Y. Z., 5740," care Jewelers' Circular-Weekly, Heyworth Bldg., Chicago, Ill.

Miscellaneous.

PORTRAIT MINIATURES copied from any photo on watches, dials, brooches or lockets Goldstein Engraving Co., 45 Maiden Lane, New York.

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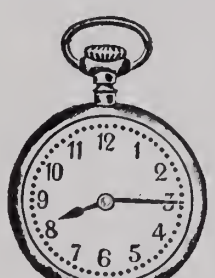
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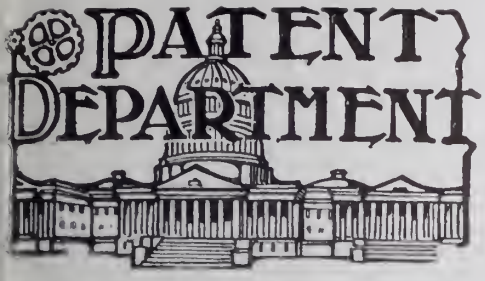
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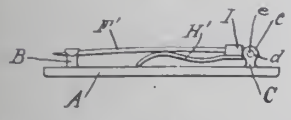
[IN WHICH IS CONTAINED A LIST OF THE LATEST PATENTS GRANTED BY THE UNITED STATES AND GREAT BRITAIN. THE UNITED STATES PATENTS THAT HAVE EXPIRED AND THE REGISTERED TRADE-MARKS.]

UNITED STATES PATENTS.

ISSUE OF OCT. 3, 1911.

1,004,592. PIN. Frank B. Rhodes, Johnston, R. I. Filed April 7, 1911. Serial 619,549.

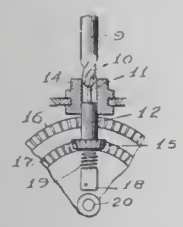
In a pin, the combination with the body, the joint member and the catch, of a pin tongue pivotally mounted in the joint member and resilient means upon the tongue extending from a point



adjacent the joint member and in alignment with the tongue between the latter and the body and having a portion normally contacting with the pin, said tongue extending a substantial distance along the pin and adapted to hold the fabric between itself and the pin.

1,004,755. WATCH KEY. Joseph Howarn Dunaway, San Francisco, Cal. Filed Nov. 12, 1910. Serial 592,083.

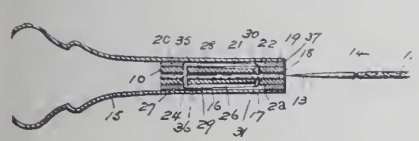
In a watch key, a hollow barrel having a frusto-conical end with a spiral thread thereon, a plunger



within the barrel having a smaller end and a spring adapted to keep the end of the plunger and the end of the barrel coincident, in the manner set forth and for the purpose described.

1,004,823. HAT-PIN PROTECTOR. Carl A. Sentz, New York. Filed Feb. 11, 1911. Serial 607,928.

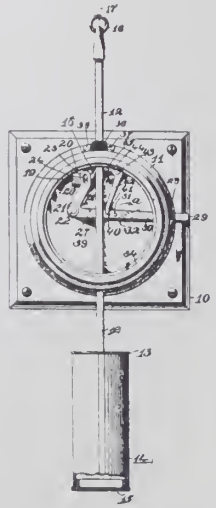
A hat-pin protector of the character described, comprising a hollow body having an opening therein; a tubular member arranged within the hollow body adjacent the opening; said tubular member having a flattened neck and provided with two openings, each formed in one of the flattened sur-



faces at one end of the neck; a head provided upon the end of the neck at said openings, one edge of said head being flush with the edge of the opening in the hollow body; a substantially U-shaped gripping element straddling the neck and having two teeth, each disposed through one of the openings of said neck; and means provided upon the head of the tubular member and adapted to space the tubular member from the hollow body.

1,004,827. TIME-ACTUATED RELEASING DEVICE. John P. Tonsor, Arlington, N. J., assignor of one-half to Christian Ortholf, Belleville, N. J. Filed April 29, 1911. Serial 624,216.

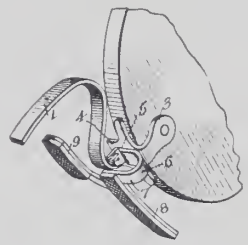
A time-actuated releasing device consisting of a base, a clock-supporting frame on the face of the base, a rod sliding vertically in the frame, a projection on the rod by which it can be suspended, a weight on the rod, the rod having means for attaching it to an element to be operated by the weight, a latch sliding horizontally on the frame and engaging the rod to suspend it in its raised position, a lever operating by gravity to slide the latch to its locked position, a clock hav-



ing an alarm key adapted to be wound in one direction and arranged to rotate in the reverse direction when released by the clock mechanism, means for detachably securing the clock to the frame with its alarm key within the frame, and a pin on the lever adapted to be engaged by the alarm key when the alarm key rotates in the reverse direction, this operation of the lever releasing the latch to permit the rod to be actuated by its weight.

1,004,954. EYEGLASS MOUNTING. Leo F. Adt, Albany, N. Y. Filed Dec. 8, 1906. Serial 346,885.

In eyeglasses, the combination with the lenses, and a bridge spring connecting them, of nose-guards having attaching arms composed of pliable material bent to form horizontal loops opening to-



ward the rear of the mounting, each loop being adapted to be bent at different points to adjust the guard forward or rearward and having one arm proceeding from the mounting at a point in rear of the forward surface of the lenses to extend freely through the plane of the latter, and carrying the nose-guard on its free end.

1,004,963. HAT-PIN FASTENER AND POINT PROTECTOR. Andrzej Arendarczyk, Newark, N. J. Filed July 8, 1911. Serial 637,423.

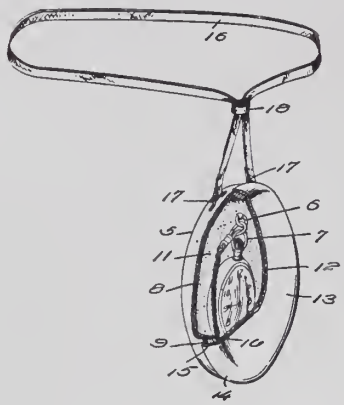
The combination with a hat-pin having the end thereof cut away to provide a shoulder, of a housing adapted to receive the pointed end of said



hat-pin, a lever pivotally mounted in said housing and having one end thereof protruding from said housing, a rib arranged within said housing and adapted to engage the shoulder of said hat-pin, and means within said housing and engaging said lever and adapted to retain said lever in engagement with said pin, whereby the shoulder of said pin will be held in engagement with the rib of said housing.

1,004,968. JEWELRY CASE. Ivy Lee Baugh, Richmond, Va. Filed June 16, 1911. Serial 633,512.

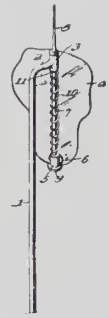
As an article of manufacture, a waterproof case comprising a receptacle having an inner lining of soft material extending beyond the edge of the



receptacle, and a removable cover adapted to interlock with the receptacle and compress the extended portion of the lining.

1,005,073. SCARF-PIN. Rupert C. Robinson, Pawtucket, R. I., assignor to Maurice E. Barriere, Providence, R. I. Filed March 31, 1911. Serial 618,215.

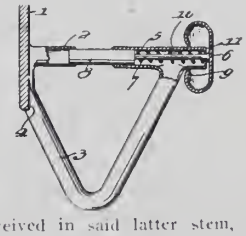
In a scarf-pin, a pin tongue, one end of said tongue being laterally extended and formed with a perforated bearing, a head rigidly secured to said bearing and depending therefrom and being spaced from the body of said tongue, a perforated bearing at the base of the head on the back thereof, a safety-pin having its ends projected through said



bearing and having its upper end pointed to normally extend above the top of the head, a finger engaging head at the lower end of the safety-pin for operating the latter, said finger engaging head extending outwardly from the safety-pin and being spaced from the pin tongue body and a coiled spring surrounding the safety-pin and having its upper end rigidly secured thereto, the lower end of said spring abutting the lower bearing.

1,005,074. CUFF-BUTTON. Rupert C. Robinson, Pawtucket, R. I. assignor to Maurice E. Barriere, Providence, R. I. Filed March 31, 1911. Serial 618,216.

In a cuff-button, a V-shaped shank, a tubular stem secured to each end of said shank, one of the stems having a closed outer end, a head rigidly secured to the other of said stems, a pin



slidingly received in said latter stem, said stems having their inner ends spaced apart, and said pin normally bridging the space between said stems, a stem carried by the pin, said pin stem being received in the first of said hollow stems and passed through the closed end of the latter through an opening provided therefor, a coil spring surrounding the pin stem and abutting the pin at one end and the closed end of the tubular stem at its opposite end, and a second head carried by the pin stem and having an opening to slidingly receive the adjacent tubular stem.

Designs.

41,814. BELT-BUCKLE. Joseph R. Smith,

THIS is one of a series of 27 advertisements that will appear in the popular journals of the country commencing with the September issues, with a total circulation of more than seven million copies.

HAMILTON WATCH CO.



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Further information about the Hamilton Timekeeper is set forth in an instructive and interesting booklet, which is well worth saving against the day when you will want to buy a watch. We gladly send it to those interested in the purchase of a watch.

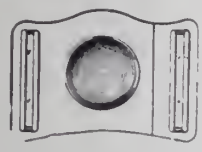
HAMILTON WATCH COMPANY. Columbia Avenue, Lancaster, Pennsylvania

Makers of The Railroad Timekeepers of America

Hamilton Watch Company

LANCASTER, PA.

Waterbury, Conn., assignor to the Waterbury Button Co., Waterbury, Conn. Filed June 23,



1911 Serial 635,038. Term of patent 3½ years.

41,815. SPOON, FORK OR SIMILAR ARTICLE Franklin A. Whelan, Mount Ver-



non, Va. Filed July 3 1911. Serial 636,733. Term of patent 7 years.

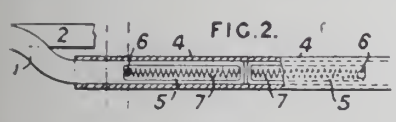
BRITISH PATENTS.

(Abridgments of Specifications, 1910, from *The Illustrated Official Journal.*)

ISSUE OF SEPT. 20, 1911.

12,770. EYEGLASSES. F. Hieronimus, London. May 26. (Class 97 [i].)

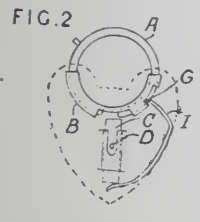
In eyeglasses of the type in which the bars 1 carrying the rims 2 are slidably mounted in a centrally-disposed tube 4, and are pressed into the said tube 4 by means of springs 7, the bars 1 are formed at their inner ends with slots 5, which



serve as pockets for the springs 7, and as abutments for the inner ends of the springs 7, and the parts are held together in their assembled positions by means of rivets 6, which pass through the slots 5, and serve as abutments for the outer ends of the springs 7, and as stops for limiting the inward movement of the bars 1.

12,910. BRACELET AND LIKE FASTENINGS. N. T. Rowley, London. May 27. Period for granting patent not yet expired. (Class 44.)

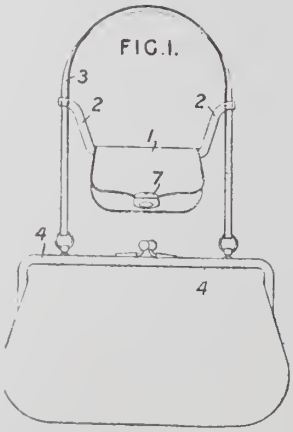
The ends of a bracelet, necklet, dog collar, etc., are secured by a gated ring A, which moves in a sleeve B and is locked by a spring bolt C, mounted in a padlock or other casing. A spring



I presses on a notch C in the ring, so that, when the bolt C is withdrawn by the pin D, the ring A is moved sufficiently to put the gap in the ring and the bolt out of alignment. The ring can be operated by one hand.

12,928. PURSES, ETC. R. A. Woolnough, London. May 27. (Class 133.)

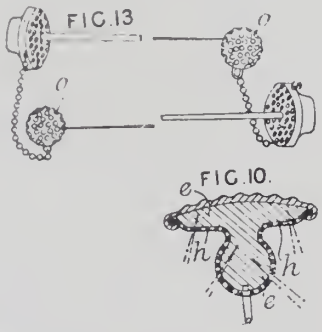
A purse 1 is formed with loops, ring, etc., 2 at its edges, which loops ride on the handle 3 of a chatelaine or hand-bag 4. When not drawn up for use as shown, the purse is contained inside the bag. In modifications, the purse is carried in a pocket in the side of the bag and it may be so arranged that the purse flap 1 is outside the pocket and that the fastening-device 7 of the



purse flap engages with a fastening-plate secured to the outside of the bag.

13,047. HAT-PINS. E. C. Crook and A. H. Crook, Birmingham. May 30. (Class 131.)

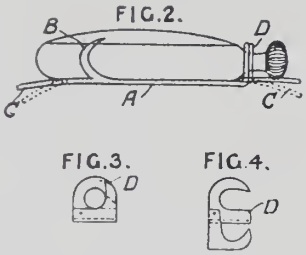
Relates to hat-pins of the kind used in pairs, the inner surface of the head of each pin being adapted to sheath the point of the other pin, and



consists in forming the inner surface of a perforated covering *h*, Fig. 10, enclosing a rubber or like pad *e*. Modifications of the shape of the covering are described; and either or both of the pins may carry a second perforated sheath *o*, Fig. 13, of known form.

13,067. WATCH BRACELETS. J. Hiddleston, Newcastle-on-Tyne. May 30. (Class 43.)

In a watch-holder for watch bracelets comprising a metallic strip A, Fig. 2, having claws B for gripping the watch, a stem-locking device D in two



hinged portions, Figs. 3 and 4, is provided. The device is held closed, as shown in Fig. 3, over the watch stem by the wrist strap, which is attached to two links C hinged to the strip A.

Applications for British patents, Sept. 11-14.

20,149. ELECTRIC CONTACT DEVICES FOR CLOCK MOVEMENTS. L. P. E. Appoullet

20,265. CHAIN FOR JEWELRY PURPOSES. J. Ott, trading as Kuttroff & Volz Nachfolger.

20,293. LADIES' HAT-PINS. J. G. Spittal and J. Duncan McFarlane.

20,362. BREAD FORK. J. R. Mawson, trading as Edward Baker & Son.

Complete specifications accepted.
1910.

21,605. FLEXIBLE EXPANDING BRACELETS. Simon.

28,693. STRIKING MECHANISM OF CLOCKS, WATCHES AND OTHER HOROLOGICAL INSTRUMENTS. Moser.

Complete specification open to public inspection before acceptance.
1911.

20,149. ELECTRIC CONTACT DEVICES FOR CLOCK MOVEMENTS. Appoullott.

UNITED STATES PATENTS THAT HAVE EXPIRED.

[Reported for The Jewelers' Circular-Weekly by W. H. Swenarton (ex-Examiner U. S. Patent Office). Counsel in Patent and Trade-Mark Causes, New York.]

Patents expired Oct. 2, 1911.

526,720. ELECTRIC WINDING AND SETTING CLOCK. H. Loriot, New York.

526,746. RETAINER FOR SCARF-PINS. J. F. Ruffner, Raton, New Mexico.

526,871. WATCH WINDING. S. Schisgall, Waterbury, Conn.

526,935. MAINSPRING BARREL FOR WATCHES. C. Morlet, Geneva, Switzerland.

Design patent granted Oct. 4, 1904 *for* 7 *years.*

37,155. BADGE. N. R. Snider, Asher, Okla.

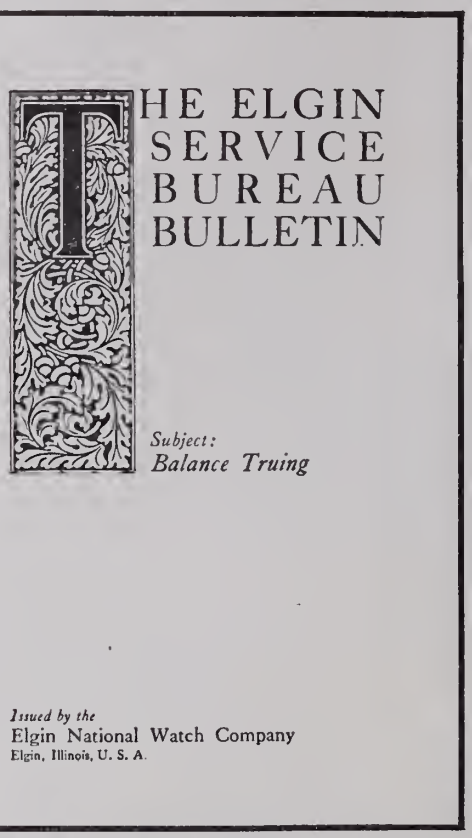
American Consuls Report on Exports of Coral to the United States.

REGARDING the commerce and industries of Italy, Consul General James H. Smith, Genoa, recently submitted a report to the Bureau of Manufactures in which he speaks of the general conditions throughout the country in 1910. A table, submitted with the report, giving the value of the principal imports into Italy in 1909 and 1910 shows that mother-of-pearl in raw state to the value of $27,600,111 was imported during 1909 and $2,992,889 during 1910. In a table of exports it is shown that worked coral to the value of $1,938,766 was exported during 1909 and $2,747,007 in 1910. In another table submitted regarding the principal exports to the United States through the consulate at Florence during 1909 and 1910, bronzes and brasses to the value of $38,033 appear as being exported during 1909 and during 1910, $5,180. The exports of majolica ware were valued at $7,311 in 1909 and $2,970 in 1910.

A table submitted in a report from Consul William W. Handley, Naples, in regard to the commerce of southern Italy regarding declared value of exports to the United States in 1909 and 1910 as invoiced through the Naples consulate, shows that coral to the value of $49,009 was exported in 1909 and $52,291 in 1910; bronze statuary $7,855 in 1909 and $7,149 in 1910 and antiques to the value of $1,734 in 1909 and $6,479 in 1910.

Regarding the commerce of Italian cities, Vice Consul Kenneth S. Patton in Rome, submits a table which includes exports from that district to the United States through the Rome consulate, that antiquities to the value of $1,556 were exported in 1909 and $22,682 in 1910. According to this table majolica, porcelain and china to the value of $5,133 was exported in 1909 and $29,957 in 1910.

The Quicksall Jewelry Co., Litchfield, Ill., has moved to Springfield. The style of the firm will be changed to Harvell-Randle Co., Inc.



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THE HOROLOGICAL REVIEW

The Object of the Horns of the Fork in a Lever Escapement.

Translated expressly for The Jewelers' Circular-Weekly from the German of Bruno Hillmann, in the *Deutsche Uhrmacher-Zeitung*.

AS a fact, so much has been written on the lever escapement that it may appear almost superfluous to waste more words on it. If this is, nevertheless, done, there is good reason for it, because it may be said with confidence that it is exceedingly difficult so to supply, from written treatises, the necessary knowledge of the lever escapement, so that it will be of practical value

Our lever watches, at least the latest patterns, are so constructed that they perform well, because the models in the factories are worked out by expert constructors and mechanics effect the ultimate production of the parts with the greatest precision; in spite of this, the repairer must puzzle his brains over old and damaged lever watches and even the thorough and careful finishing of a new lever watch entails work enough. For this reason there is no harm in referring again and again to the correct regulation of the escapement, especially because in examining the movement it is very difficult to adequately observe the escapement; the workman relies more on his sense of feeling than on his sight, and he must therefore particularly practise the former. The necessary accuracy can, however, only be attained by acquiring information in advance concerning the proper construction and operation of the escapement. And this, again, can be obtained only with the aid of information furnished in this direction, supplemented by appropriate illustrations.

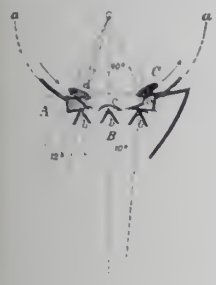


Fig. 1.



Fig. 2.

Starting with this idea, we will concern ourselves with the lever escapement only so far as this may be necessary in discussing the horns of the fork. "What is there much to be said about it?" the least well informed may ask; "they are just there to strengthen the fork and embellish it. They have no further purpose, and how they look and are constituted is all the same." The further instruction of those who argue thus is the purpose of the following lines.

As a rule, we are not very exacting in regard to the form of the fork-horns; this is due to the fact that in lever escapements, with a large safety roller, an arrangement that was formerly general and is to be found almost exclusively in old watches, the shape of the horns was of little or no importance. A certain length, at any rate, is not demanded; it is likewise immaterial whether the interior sides of the horns are straight-lined or curved. It is entirely different with the lever escapement mainly in use to-day, with its small safety roller and short fork, the "straight-line" escapement. In this the inner surface of the fork-horn must describe a curve, such as the impulse pin describes; the length of the horn is likewise predetermined.

Figs. 1 and 2 serve to confirm what has above been stated. Fig. 1 shows the arrangement with a large safety roller and long fork; Fig. 2, on the other hand, the pattern with small safety roller and short fork. The drawing in Fig. 1 is based on the ordinary sizes of 10 degrees motion for the fork (with lever) and 40 degrees balance lift; the arc, *a a*, indicates the circumference of the safety roller and *b* is the guard or safety finger.

As is well known, the object of these two parts is to prevent the escape wheel tooth slipping from the locking face of the pallet jewel, while the balance describes the supplementary arc causing the fork to move at the wrong time, which may easily be caused by a jolt or shaking of the watch. This is prevented by having the safety finger *b* rest against the circumference *a* of the safety roller. Of course, when the escapement is in order, the shake of the safety finger or guard must not amount to more than about 1 degree, in so far as the tooth lies at rest at 1½ degrees. During the balance lift, therefore, from the entrance of the impulse pin (*Position A*) into the fork until it passes from the same (*Position C*) the point *b* of the safety finger must be able to pass the circumference of the roller, for which purpose the roller is provided with a circular notch *c*.

As may be seen from Fig. 1, this does not require to be larger than the approximate breadth of the impulse pin *d*, namely, about 12 degrees of the roller circumference; it must only be deep enough, so that the safety finger in the central position of both parts (indicated by *Position B*) does not touch the bottom. This limited width of the notch, in the presence of the large safety roller, brings it about that the safety finger, shortly after the passing out of the impulse pin from the fork notch (compare *Position C*) again stands on the full circumference of the roller, so that, consequently, if the notch has only the required width, *i.e.*, is not made too large, we may get along without any action of the fork-horns.



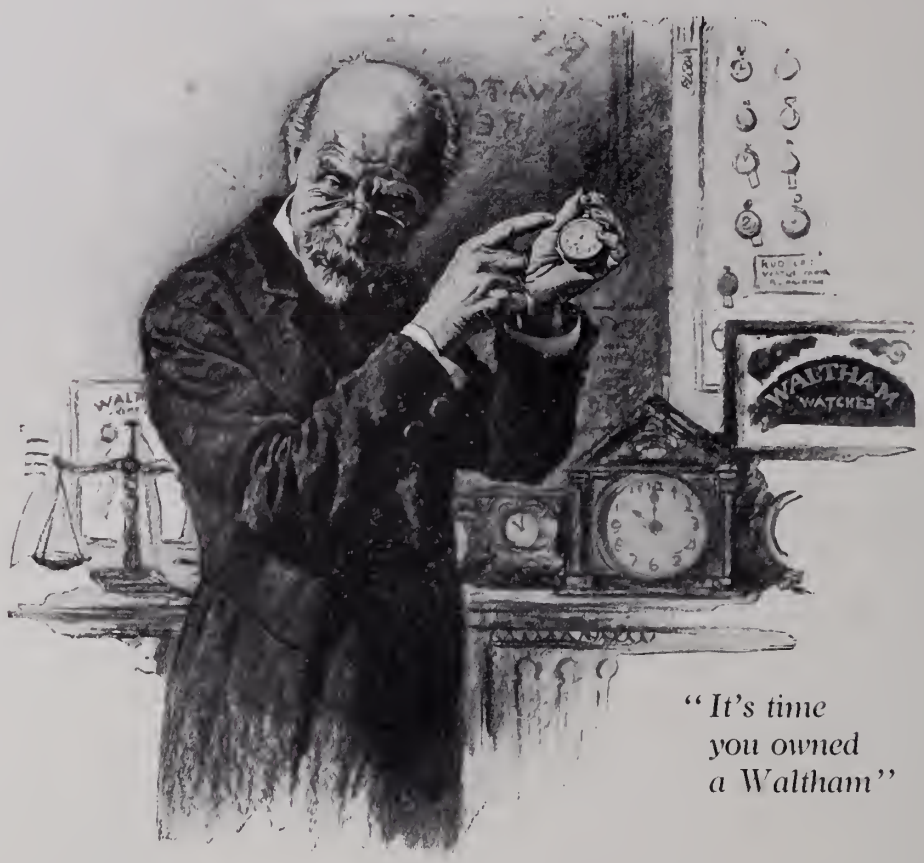
Fig. 3.



Fig. 4.

The form and length of the horns, therefore, as already noted at the beginning, can be as it will; the horn may even be as short and so formed, as shown in *Position C*, and that is the form in which it is usually encountered. On the other hand, in the presence of a small safety roller and short lever fork, this form would be emphatically objectionable, of which we can best convince ourselves with the aid of Fig. 2.

As basic measurement in this instance again, a fork movement of 10 degrees has been used, whereas for the balance lift 35 degrees has been taken as the standard for these escapements. The arc line *d d* indicates the roller circumference and the position of the controlling parts is so arranged that the impulse pin *e* is just about to release the fork and the safety finger *b* must enter the notch in the circumference of the roller. The resultant breadth of the section is, as we may see, in consequence of this, much larger than in lever escapements with a large roller; expressed in de-



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grees, it amounts to about 50 degrees of the circumference of the safety roller, as the angle drawn in shows. Transferred to the circular movement of the impulse pin *e*, it indicates a distance from r to r' or s to s'; from this is obtained a necessary length for the horn equal to that shown in Fig. 3, for when the safety finger again rests against the circumference of the safety roller, as shown here, therefore has passed beyond the limits of the notch, or is about to enter its limits, the impulse pin *e* assumes the position shown.

In the space between the two positions of Figs. 2 and 3 the safety finger stands in front of the notch, as shown in Fig. 4; and as a consequence, on this space, the fork-horn must serve by impact against the impulse pin *c* in the case of a counter-impact of the fork to prevent a slipping off of the escape wheel tooth from the locking plane of the pallet jewel. To accomplish this successfully, as we have already stated, the shake between impulse pin and fork-horn must not be more than 1 degree, and it must remain uniform on the center space previously referred to. The form of the inner surface of the fork-horn must, therefore, conform exactly to the arc described by the impulse pin *e*—that would be the form shown in Fig. 3; toward the end it may incline a little more from the impulse pin.

Forms deviating herefrom are shown in Fig. 4. One, corresponding to the line *n*, for instance, as usually found in old-time lever watches, would be in so far injurious, because in this case the shake between the lever horn and impulse pin toward the end of the horn is so much enlarged that in a counter-movement of the fork the escape wheel tooth must slip on the locking face of the pallet jewel. Owing to the sturdy resistance encountered in this case by the impulse pin *e*, coming in the direction of arrow and striking against the fork-horn, either a balance pivot will be bent or broken or the impulse pin will be broken.

The same would be the case if the fork-horn were also too small, so that the impulse pin could strike against the point of the horn. A rectilinear surface of the horn, as indicated by the line w, Fig. 4, is to be rejected, because the shake between impulse pin and fork-horn, toward the center, may be so slight that it will entirely disappear. The least intervening dirt would in this case jeopardize the regulating capacity of the watch.

When, therefore, in better grade lever watches we encounter lever horns of considerable length and slender shape, we must not ascribe it to a desire for beauty or a freak of construction, rather it has, as we may realize from the foregoing, its cogent reasons.

In order to insure, in case of a counter-movement of the fork, a steady slipping of the impulse pin on the inner surface of the lever horn, this surface must be well smoothed or polished. One disadvantage, in this connection, attaches to impulse pins with sharp edges; if, besides, the fork is made of soft metal, or the surface referred to has not been smoothed, the stone will catch on the inner walls of the lever fork. Regarding this possibility, the position shown in Fig. 4, between the impulse pin designated as f and the fork-horn h, furnishes the best proof. The dotted outline of the fork-horn shows its position when in the locked position.

It is, of course, very easy to show on paper and suitably enlarged the exact size of the notch and the correct length of the safety finger, in order to demonstrate how small the open space has to be with correct construction and how the fork-horn should be shaped. In practice it is an entirely different matter. On the one hand, the little parts are so small that predetermined proportions can be determined only with the aid of the lens, and, on the other hand, to insure free movement proportionately more room must be allowed. Moreover, as already stated in the beginning, the parts so cover each other in the watch that altogether not much can be seen of them. In this case feeling must supplement sight, especially in the investigation of the escapement and the proportion from the impulse pin to the inner surface of the fork-horn.

For this purpose the movement of the watch must be all put togetther, except the balance, so that we may first ascertain just the extent of the motion the lever fork may make before the escape wheel tooth slips off the locking face of the pallet jewel. This predetermined movement is determinative for the shake between fork and impulse pin; it must, of course, be smaller. If the construction of the watch makes it impossible to test the balance and fork successfully when the movement is all assembled both parts must be put in separately for themselves after, for the reasons above indicated, we have first assured ourselves of the admissible freedom of motion of the fork and, above all things, that the escapement is correct. While, by slowly turning the balance, the impulse pin is made to pass the fork-horn, we can, with the aid of the fine-pointed end of a pegwood, press the fork gently against the impulse pin. In the movement made by the fork we can see exactly, and feel too, whether the impulse pin experiences an injurious opposition, owing to an incorrect form of the horn; at the same time, by turning the fork backward and forward, the shake of both parts is determined, whether it is too large or too small. Where the shake is too small, which warrants apprehension that friction may occur, or the least dirt will form an obstacle, we have a remedy in the filing out of the sides of the fork-horn—of course, at the point where the shake is smallest. If we note that the impulse pin catches fast in the horn, the surface must be resmoothed, or, if too sharp, a stone is the cause, which with the half-round kind may easily be the case, the sharp edges must be rounded off a little with the aid of a diamond file.

Too much shake, if we have simultaneously noticed that the shake of the safety finger on the roller is also too great, may be reduced by stretching the fork; otherwise it will usually suffice if the impulse pin be pressed outward with a heated rod of copper or other metal. In this case it is true the impulse pin must have a little play in the hole and it must not be set so oblique that it is an offense to the eye. The length of the fork-horn is, likewise, by no means a matter of caprice; for this there are certain limits, as we may see from Fig. 3. It is nowadays found, in many instances, that the disc carrying the impulse pin and the safety roller consist of a single piece; the interspace is in such case formed by a pipe. In Fig. 3, where this tube, designated as R, is shown in section, the point of the horn extends fairly near the circumference K of the tube. In this case the proportions are reproduced theoretically exact. In reality the tube might be found thicker, the fork may also have more sidewise movement (greater "run"), so that the danger is imminent that the ends of the horns may reach the tube R, which would have for a consequence the unsatisfactory performance of the watch.

In any event, from all this we may perceive that the assertion made at the commencement of this article that the form and length of the horns are not an arbitrary matter, but is strictly defined, is well founded. And if one or another reader's attention is aroused by the foregoing lines and, in the investigation of the lever movement, the fork-horns are subjected to special attention, the publishing of these lines will not have been in vain. We are dealing here only with small matters, as in our watches everything is a small matter, but with proper illumination we discover everywhere, only too rightly, that every apparently ever so insignificant a thing may be the important constituent of a great whole.

A Window Display for Watchmakers.

HERE is a novel window-display piece devised by A. Guerin, a watchmaker at Lapalisse, Allier, and recently illustrated and described in *La France Horlogere.*

In the center of a riot of climbing flowers, brier roses, curiously intertwined, morning glories of varied colors with grotesquely twisted leaves, there rises a post which appears to be placed there to support their climbings. A dragon fly, with silver wings and azure-blue body, appears to seek, in the center of this decoration, the sweets of Spring in the floral cups. He climbs, climbs steadily, as though it were really life that animated him, pointing out on his way the hours of the day, while at the bottom is a nightingale and at the top a tom-tit watching his movements.

The sylvan clock can be constructed of any size. It has, above all else, for its object in attracting attention to compel the spectator, in admiring the piece exhibited, to notice the upper part of the show window, to which very often insufficient attention is directed. Its construction is simple. From a "cuisine" movement without striking works, which is attached to a baseboard, the motion-work is removed, leaving only the cannon pinion (Fig. 1.) On the cannon of this we string successively a washer, 1; a coil spring, 2, and a wooden pulley, 3. The whole is secured by means of the nut that holds the hands so that it turns with easy friction. The pulley, 3, should be proportioned as to diameter, according to the height it is proposed to give the piece. (The length of its circumference should be equal to two divisions on the post, from hour to hour.)

Besides this, there is attached to the base,

THE HOWARD WATCH

AT this writing more than Nine Thousand retail jewelers are sharing in the success of the HOWARD Watch.

Many of these jewelers are conducting businesses which have been identified with the HOWARD for thirty, forty, fifty years—some of them ever since Edward Howard brought out his first watch in 1842.

They have seen the HOWARD prestige and good will spread among the leading men of all the professions and responsible occupations.

If you are not profiting by the HOWARD prestige in your community, it will pay you to start *now*.

Show a representative assortment of HOWARDS. Make it plain that you mean to be HOWARD headquarters.

Order HOWARD Watches from your jobber.

E. HOWARD WATCH WORKS

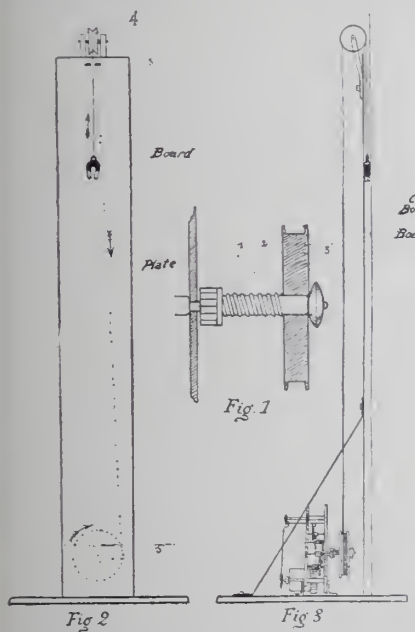
WALTHAM, MASSACHUSETTS

vertically, a second thin board (a drawing ruler, for instance), and at the upper end of this a second wooden pulley, 4, much smaller than the first (Fig. 2). A cord is fixed and rolls over the pulley, 3; passes over the roller, 4, and bears at its end a



FIG. 1.

magnet which is made to pass over the vertical length of the board on the side opposite to the movement, and in front of this is attached a piece of thin card, which



is so arranged that the magnet slides exactly between the two (Fig. 3) and designed, while concealing the magnet, to represent the post, which is graduated from the bottom upward. It is understood that the clock is ready to go when by hand the magnet is drawn towards the bottom.

It only remains to adjust the dragon fly, which rests attracted across the card and follows the magnet in its upward movement. A block, 5, stops the magnet (and the clock) when it reaches the top.

To impart a more life-like appearance to the dragon fly, arrange it so that his head (which is so made as to be alone subject to the attraction) touches the card, that his tail is turned lightly towards the bottom and that his wings, mounted on spirals of the thinnest wire, are as vibrant as possible.

It follows the upward movement of the magnet in short jumps, and the effect obtained is mysterious and charming, if the piece is well made.

The Ball That Sets a Million Clocks.

NEXT time you're in London take the boat for Greenwich, the pleasant little suburban town on the Thames, and then manage to stroll up the heights to the Royal Observatory in season to be there at 1 o'clock of the afternoon.

You'll always find a crowd about, and this just to watch a ball mounted on what is to all intents and purposes an ordinary flagstaff, fall to the bottom of the same at precisely the stroke of the hour.

It's a simple enough thing, come to think of it, but 1,000,000, perhaps 10,000,000, watches are regulated, clocks set, and tower dials altered in accord with the dropping of this ball—as announced by the telegraph office close by. This is Greenwich time and according to it all the vast British Empire is run. The sun never sets on British possessions, and the sun don't set on a people where Greenwich time is not used as a basis for calculating their own time or connections. No one ball in the world, perhaps, plays so important a part in the actual affairs of men as this.



THE WORLD-RENOWNED OBSERVATORY AT GREENWICH, ENGLAND.

Mueller, Bringolf & Co., Northfield, Minn., have been succeeded by Mueller & McGuire.

Clock Made From Junk.

A REMARKABLE clock, made by one of the villagers who began life on a farm and is self-taught, has been placed in the parish church of Wootton Rivers, near Marlborough, and was dedicated on Sunday, Sept. 3. The component parts of the clock are made from scrapped odds and ends found in the village. Estimates were received for a clock as a public memorial of the Coronation, but the cost was found to be too great.

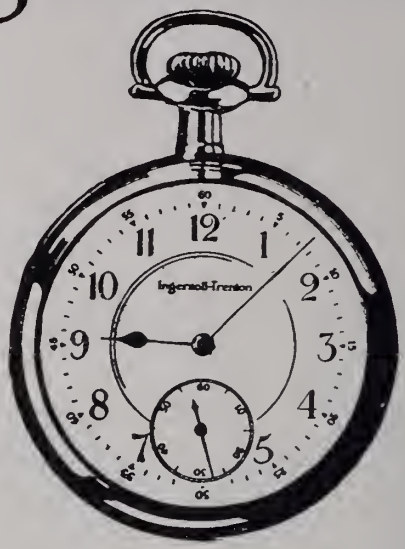
Mr. Spratt, one of the villagers, subsequently offered to make a clock free of charge if someone would help him with the heavier work and the people would find a few hundredweight of steel, iron, brass and lead, as there was plenty of material available in the parish. Although the project was looked upon rather as a joke, Mr. Spratt proceeded with the work, and a heterogeneous collection of material was brought to his cottage by the villagers.

The three dials of the clock are made of iron, enameled with a white background and black figures and hands. On one is the inscription, "Glory be to God" instead of the usual Roman numbers. The rod of the pendulum, which takes a second to swing, is made of wood, and the "bob" of lead weighs 66 pounds. The frame is cast in one piece, and weighs over one hundredweight. This is bolted to brackets let into the wall. Most of the wheels are made of very hard brass, the pinions of steel, being suitably tempered.

The escapement is made on the gravity impulse principle. The driving weight lifts the pallets a certain distance alternately, and these, in returning, give constant impulse to the pendulum. By this arrangement the action of wind or snow on the exposed hands is overcome, and they cannot, it is claimed, affect the timekeeping, which the maker expects to be within two or three seconds a week, though this remains to be proved, as he has never seen a clock with this kind of escapement, it being a modification of a sketch in Britten's handbook.

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Movements used in my Chime Clocks are made by Schlenker & Kienzle, Germany, and are **superior** to **any other** popular priced makes.

The strike on S. & K. **Rods** in my Hall Clocks is **louder** and more pleasing to the ear than the strike on tubes in cheaper grade of clocks.

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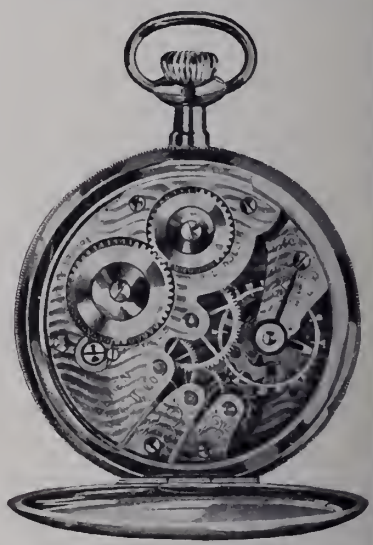


Gun Metal
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To Dealers . . $6.80 to $14.50
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16 Size
Double-Roller Lever, 7 Jewels
High-Grade Man's Watch



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STORE KEEPING DEPARTMENT

That this department shall prove mutually beneficial to our readers, it is desirable that the members of the trade geneally communicate with THE JEWELERS' CIRCULAR-WEEKLY regarding any advantagenous device or plan which they are utilizing in connection with their business.

The Commercial Side of All Hallowe'en.

Enlivening Business by an Original Window Display.

HALLOWE'EN is a festival that admits the use of something startling or grotesque in window decoration, but at the same time those objects that are commonly associated with this night should be embodied in the scheme.

Jack-o'-lanterns are very popular, and a scheme is herewith presented showing their use in a very practical way for the storekeeper. A series of five or more of these are used, each one placarded with price of the jewelry that is connected with them by pieces of white baby ribbon. Each group of jewelry should be kept directly beneath its own lantern. These lanters may be suspended from the roof of an arbor. They may be bought all ready made, but it is advised in this case to procure the real article made from pumpkins, as it is suggested that the lanterns will not only be illuminated, but made to wink or flash. Naturally the opaqueness of the pumpkins will heighten the effect. Electric lights will be used, one in each lantern. The lanterns can be made to light up, one after the other, until they are all illuminated, then they will all go out at once.

Another scheme is to arrange a device so that as one lantern lights up the other goes out, each lantern taking a turn. The simpler method will be where all light up at once and go out at the same time. The contrivance to operate the lights will, of course, be procured from the electric light company.



AN ORIGINAL DESIGN FOR A HALLOWE'EN WINDOW DISPLAY.
Designed Expressly for THE JEWELERS' CIRCULAR-WEEKLY.

The arbor from which the lanterns are suspended should be stoutly made from tree limbs of a good thickness to hold the weight. It can be decorated in front, as shown in the illustration, with Autumn leaves and flowers made of paper, but these must be kept away from the wiring to guard against a break in it. Any place where the wire rests on inflammable material should be further safeguarded by means of a piece of asbestos placed between.

The cats, the witch and moon may be added if some elaboration is desired. The flashing lanterns, however, will be found to be sufficient and a very strong attraction for the passerby. The permanent flashing signs used need only be cited to prove that they compel attention.

The moon may be represented by a tissue paper covered hole made in the curtain or screen used as a background. This should be kept permanently illuminated, the light behind it being steady, and not a flashing one. The witch and cats may be cut from black crepe paper mounted on cardboard, or cut from black cardboard. G. A. D.

Little Stories of Business Life.

(Written expressly for THE JEWELERS' CIRCULAR-WEEKLY by OTTO JONAS.)

A WEALTHY man entered a jeweler's shop and left a repair job. He paid the clerk the amount of charges and ordered the article sent to his home in a nearby town when completed.

As chance would have it, the clerk (who neglected to mark this item "paid") was not in the store when this customer, who was passing in his automobile, thought of the watch and called to get it. The proprietor himself delivered the work (which had just been completed), and being unaware that payment had been made, accepted the $2.85 charges when the money was tendered by his absent-minded patron.

When checking sales and records that night the double payment was discovered, and a check was immediately mailed to refund the money erroneously accepted. This letter crossed in the mails with a scorching letter from the patron, who had freely expressed his opinion of a merchant who would take advantage of an oversight.

The next mail, however, brought consolation, being a letter worded simply:

"Judge not—— An honest man is the noblest work of God."

Promptness had averted suspicion that time.

It is not a simple matter to criticise one's self, but it is often necessary to the success of the business, and helpful criticism is sure to produce results. Get right after the real reason for the failure of some of your plans. If you cannot "cyphogate" them yourself, secure the aid and suggestion of some of your friends. No one man can possibly handle all the troubles of a business without fault, and it is rather a mark of wisdom than disgrace when a man goes to some of his friends for advice.—*Exchange.*

Not Thousands but Millions

of people visit moving picture shows.

Colored and attractive slides, showing action, advertising your store, supplied to Rockford dealers gratis.

Cuts, electrotypes for Fall advertising, slides, signs, etc., now ready.

Write for particulars.



Catching Trains an Easy Matter

When you Carry a ROCKFORD Watch

A **Rockford** watch is always dependable and can be relied upon for the most exacting service. There is a certain confidence placed in a watch and that confidence is fully realized in a **Rockford.**

When you buy a **Rockford** Watch you are getting a dependable life companion on a value received basis.

SOLD BY

U. R. WRIGHT

Jeweler and Optometrist

THE Rockford line of movements and complete watches is worth your consideration when contemplating Fall and holiday purchases.

Send for complete illustrated catalogue, or pocket price list.

Rockford watches are daily growing in popularity.

Let Rockfords help in boosting your watch sales this Fall.

ROCKFORD WATCH CO.

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IF IT'S A

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IT'S STANDARD





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AGENTS



Little Lessons in Storekeeping.

Written expressly for The Jewelers' Circular-Weekly by A. E. Edgar.



(Continued from issue of Sept. 27.)

A Few Words About Fire Insurance.

IT is estimated that a saving large enough to build a Panama Canal every year could be effected if our buildings were constructed as nearly fireproof as those in European countries. We pay a million and a half dollars a day for fire losses

Which only goes to show that the merchant is taking "awful long chances" on having a fire at some time or another. Just when that will be no one knows. But he should be prepared for it by being fully insured at all times.

The merchant should not only take out a sufficient amount of insurance to save him from pecuniary loss on his stock, but he should take every precaution to prevent any such loss. There is no doubt that the matter of fire prevention is of more importance to-day than the mere securing of fire protection. Not one merchant in a thousand who does suffer loss by fire and who is "fully" insured ever gets enough out of the insurance companies to compensate him for the consequent loss of business, worry and strain and general setback the business sustains when the loss approaches anything like a "total" loss.

The insurance companies would rather accept lower premiums and see the insured use up-to-date methods in building and installing fire-preventing appliances. The insurance rates can be made by the insured if they will only reduce the fire risks. The co-insurance of fire protection is bid for at high prices by insurance companies, their bids taking the form of liberal allowances for improvements of premises. An insurance underwriter gives us the following definition of insurance: Insurance is the system, or machinery, by which we, as prudent individuals, secure peace of mind and immunity from losses which may arise from certain contingencies over which we have no control.

There are two classes of companies doing a fire insurance business—"tariff" and "non-tariff" companies. The tariff companies work under an arrangement whereby they are commonly bound to charge the same "premiums" for certain classes of risks. The non-tariff companies are usually weaker companies and are willing to accept risks below the standard set by the tariff companies. In times of heavy losses the tariff companies are apt to be the stronger. In selecting fire companies the very strongest companies should be selected and the amount of the insurance well divided among them. Do not carry a heavy insurance with but one company—divide it up.

Every merchant should read over his policy, back and front, and in between the lines, fine print and all. If there is anything contained in any of the provisions that is not understood write the company for an explanation, don't go to the agent. If the company explains satisfactorily attach the letter to the policy—it might come in handy.

It is better to have one policy cover furniture and fixtures than to have all policies cover stock, and fixtures. Such a policy should also cover working tools, etc. See that these are properly named in the policy.

The location is a very important thing to have properly mentioned. Here is a good one used by a live western merchant: "All while contained in, on, under or about the building and additions thereto, etc., etc."

In making an application for fire insurance, the merchant must not hide any fact that might tend to make the risk undesirable. If he does he may have to stand his own loss.

The insurance agent will give an applicant for insurance an interim receipt that is good usually for 30 days, or until the company has accepted or rejected the risk. A fire insurance premium is payable in advance and usually annually. Short-term term policies can be obtained at any time to cover an extra heavy stock and should be made use of oftener by merchants than they are.

Claims are paid on satisfactory proof of loss or damage by fire being made. The conditions printed in the policy usually instruct the merchant how to proceed.

Policies should be kept in secure places. A fireproof safe is sometimes the worst place to have them, if it is on the premises when the fire occurs. A safety deposit box in some good bank or trust company is about the safest place to keep business papers of importance—and these are very important provided a fire occurs.

Many merchants now take out insurance on a co-insurance plan. They agree to keep the insurance up to a certain percentage of the value of the stock. This percentage varies, but the usual plan is on an 80 per cent. basis. This means that the merchant will keep his stock insured up to 80 per cent. of its value. It may be insured for more, but it should not be for less.

This means that if a merchant has a $5,000 stock he must carry $4,000 insurance. But if at any season of the year his stock runs higher, and it is hard to keep mercantile stocks at a steady value, and a fire occurs he will only be paid for the proportion of loss for which he is insured. He virtually becomes a co-insurer with the insurance companies and must share his proportion of the loss.

Supposing a fire occurs when his stock is $6,000 instead of $5,000, and he has not increased his insurance from $4,000 to $4,800, which he practically agrees to do under this form of policy, and a total loss occurs, he will not receive the full amount of his insurance, which is $4,000, but only five-sixths, or $3,333.33.

If the loss is only partial, say it amounts to $3,000, then he will have to settle for $2,500, or five-sixths of the amount of the loss. Unless the merchant has a very large stock and keeps it practically at the same amount all the year around it is better to avoid this class of insurance, even though the rate is somewhat lower than the ordinary rate. Sometimes it is the most expensive in the end.

No further insurance should be put on this stock than that already placed, except by consent of the companies in which the stock is already insured. It is even better to estimate at a high enough figure the amount that might be carried and have the wording: "Further concurrent insurance to the amount of $..... allowed," and then do not go above that figure without written consent from all the companies.

(To be continued.)

Get Your Share of This Season's Business.

SEE here, Mr. Merchant, there's going to be good business this Fall.

Why?

Because people in general have been more economical this past year than for some years past, and they've got money to spend for holiday presents and will spend it.

Because all this talk of hard times is confined to the speculative part of the public. The great middle class and the steady mechanics are better off than ever.

Because even in unprosperous times people loosen up their purse-strings during the holiday season, and there is every reason to expect that in an average year they'll do better.

Because all lines of business have held off buying until stocks of merchandise of every kind are low. As soon as buying starts, as it must very soon, there will begin a new era of prosperity, and on a solid basis this time.

Because crops throughout the country generally are good, and this more than any other cause will give the people north, east, west and south money to spend, and the merchants who have the right goods will get that money.

You undoubtedly want to get your share Therefore, be sure to

Buy your goods right, taking care to select only such articles as are good values and practical.

Buy early in order to derive all the possible advantages of large assortments and trade extras.

Buy from houses that are reliable and trustworthy so that you can feel confidence in guaranteeing merchandise as represented to your trade.

Buy, where you can, duplicate goods at reasonably short notice. This may mean much to the merchant who does not carry a large stock.

Buy, when possible, advertised articles. Past experience must have taught you how much easier it is to sell known goods for which the manufacturers have created a demand.

Fixtures That Are World Beaters

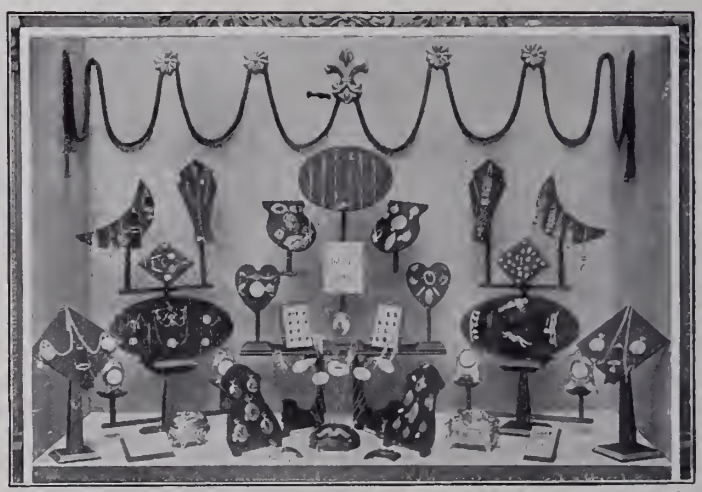
ONKEN
INTERCHANGEABLE WOOD WINDOW FIXTURE
YOUNITS
TRADE MARK

500 Window Trims In One Set of Fixtures

Not a Tool Required At Any Time

I Can Show Any Merchant How He Can With a Set of ONKEN Wood Window Fixture YOUNITS

Make a striking TRADE PULLING window trim EACH WEEK and to make that trim he will not only find it a pleasure, but the work can be accomplished in from 15 to 30 minutes. ¶The interchangeable feature of the ONKEN Wood Window fixture YOUNITS makes it possible for one to make just any kind of a fixture required to carry out any kind of window effects. ¶My YOUNIT SYSTEM is to the window trimmer what the saw is to the carpenter. ¶It helps the trimmer to do the work quickly, it helps him to display his merchandise to the best possible advantage. It gives him YOUNITS to make the fixtures he wants. ¶He puts them together and takes them apart at will, and remember at all times WITHOUT THE AID OF A TOOL. ¶He has a liberal supply of all YOUNITS, in assorted sizes, so that he can do JUST WHAT HE WANTS, and at no time does he use all the YOUNITS in any one window trim. ¶There are thousands of merchants that are using the ONKEN wood Window Fixture YOUNITS to-day with words of praise. ¶Considering the possibilities of what can be done with my fixtures, the price will long be forgotten, after you have had experience with them. ¶I can show thousands of letters from merchants praising their worth in most extravagant language.



Copyright, 1911. Pat. Pend.

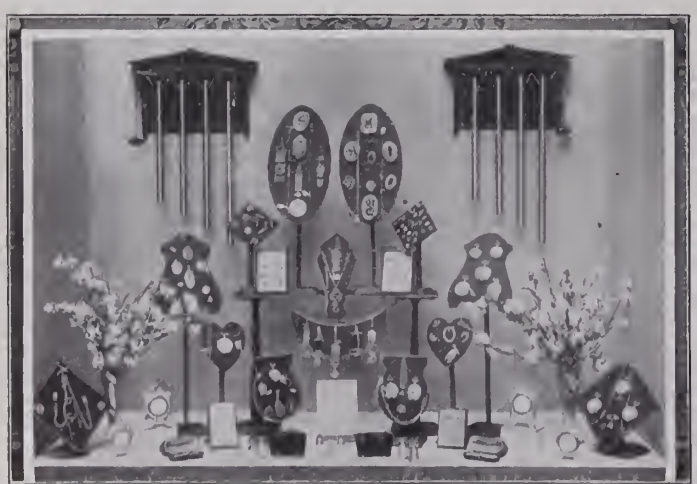
This 6 ft. Window Trim took only 66 YOUNITS of the 100 in the set, leaving 34 YOUNITS for making other Trims and individual fixtures.

Set No. 11 For Displaying Jewelry, Silverware and Sundries

PRICE PER SET **$26.00** Net Cash 30 Days

F. O. B., CINCINNATI, OHIO

The set is put up in HARDWOOD HINGED LID STORAGE CHEST (oiled finish). A place to keep the unused YOUNITS. Shipping weight 55 Lbs.



Copyright, 1911. Pat. Pend.

This 6 ft. Window Trim only took 47 YOUNITS of the 100 in the set, leaving 53 YOUNITS for making other Trims and individual fixtures.

Made of FINE OAK, finished in the popular Weathered Oak (Mission) Finish.

A Beautiful Book of Designs included with each set (free), showing trims I have made with the YOUNITS.

Send for a "MESSAGE FROM HELL." It has a moral and tells all about my YOUNITS.

Order through your JOBBER or DIRECT. Shipments made at once.

THE OSCAR ONKEN CO.

699 Fourth Avenue Cincinnati, Ohio

ESTABLISHED THIRTY-ONE YEARS

Letters of an Old Merchant to His Son.

Practical Business Advice from the Experienced to the Inexperienced.

(Continued from issue of Sept. 27.)

No. 18.

My Dear Son:

Got your last letter all right and note what you say about your competitors cutting prices on so many things that it makes it hard to sell anything at regular prices. I appreciate the fact that the buying public is always looking for bargains, but I also know it to be a fact that the people are to-day looking for quality and demanding quality more than they ever did before. I like to buy at low prices myself, but I want to buy good stuff at low prices or I will pay the regular price for a good article in preference to taking something at a bargain price which is made to sell at a bargain price. There may be some things made to sell cheap which will answer every purpose of the more expensive articles, but people who buy jewelry should be educated to always demand the best.

You will find the majority of the best buyers who spend the most money are always looking for the best goods, and that is the reason you should always talk quality. My old friend, McFarland, the grocer, has told me any number of times that he never found anything in his line was too high priced to sell, provided it had the quality. He always buys the finest quality of fresh fruits, for instance, paying more for them than cheaper grades retail for, but selling them readily at proportionately higher prices. The main thing in the merchandising business, to my way of thinking, is to be good enough a buyer to always get the quality you pay for and to be good enough a salesman to tell your customers the quality of the goods you have for sale, no matter what that line of goods may be.

My past experience leads me to believe it is better to let a competitor alone. If he cuts prices below the proper margin of profit it is his loss. You have your own stock to sell, and not his. He may be selling cheaper quality at the cheaper prices. The main thing in selling goods of any kind is to have quality and talk quality, and this is especially true in the jewelry business, where the reputation of the dealer must largely be taken as the guaranty of the goods by the customer.

Your growing acquaintance with jewelry will soon enable you to detect the difference in quality; and you must not be satisfied to merely know the difference, you must talk it to those who come to you to buy.

A man handling raw material will soon be able to pick quality, but the manufactured article is not always so easy to distinguish, and that is the reason a young man should not only make a study of the goods themselves but also all catalogues and circulars of the manufacturers, so he can be thoroughly familiar with all the claims of superiority made by those who manufacture. It is a distinct advantage to the salesman to be able to hand out two or more grades and tell his customers the good quality of each, showing why one costs more than the other; and if you can do this you will find that the buyer will usually wind up by buying the one you show him costs most to prepare for his use.

There is one great hindrance to salesmanship at the present time which it would be easy to overcome. Many manufacturers do not take the proper pains to inform the retailer as to the selling points of their wares. Their salesman may tell the buyer all about it, but their salesman usually meets the buyer of some jobbing house and the jobber's salesman may not even hear of some of the qualities of the particular line which may not appear plain to all. Even if the salesman of the manufacturer calls direct on the retail trade he only gets to make his quality talk to the buyer, and not the sales force.

If I were a manufacturer I would overcome this by having circulars printed calling attention to absolutely every talking point the goods might have, and one of these would be packed in every case, so whoever opened up the box or other package would find these circulars of instruction and be able to make the real factory talk when it came time to sell the goods. This would unquestionably increase the sale of the product of any factory adopting the plan, as it would soon give it a big force of properly trained retail salesmen; and there is no surer way of selling lots of goods than to have the salesmen in the retail establishments push them.

If I was a retailer I would demand of the man I bought goods from that he send me full information as to the good selling points of every class of new goods added to my stock; and then I would study them, and when the goods came in I would get the sales force together, or take them one at a time, and explain these talking points so all could sell intelligently.

If there is anything that gives me the jim-jams it is to see a salesman merely hand anything over the counter that may be called for and not open his head as to quality. Quality talk ought to take up every moment of his time. He can interest his customers in that way, make a sale, call attention to something else, make another quality talk and often make another sale, instead of merely passing the goods out for inspection and never saying a word.

Of course, I would not want a salesman to talk quality on the best grades only. There are many people who cannot afford to always buy the best, much as they would like to do so, but they want the best they can get for the money they have to spend; and it should be the effort of every salesman to convince such buyers that they cannot do better than to buy the kind he has to sell at the price they can pay. The goods surely have merit, or they would not be in stock; so it is up to the salesman to find out the meritorious points and be able to tell about them. A few words of the right kind in the right place assist the customer in making up his own mind as to the right thing to do, and salesmanship is largely a matter of being able to say the right word at the right time.

Your Affectionate Father.

(To be continued.)

Building Up a Large Trade by Catering to the Public's Whims and Wishes.

(Being an extract from an article published in *System*, Magazine of Business.)

HUMAN beings are not like merchandise, nor are they to be handled like merchandise. Dealing with the purchasing public is a problem in personality, and it is through the point of contact, wherever it may be—at the counter, through correspondence or wherever service may be rendered—that the favorable impressions are created which ultimately constitute one of the firm's greatest assets.

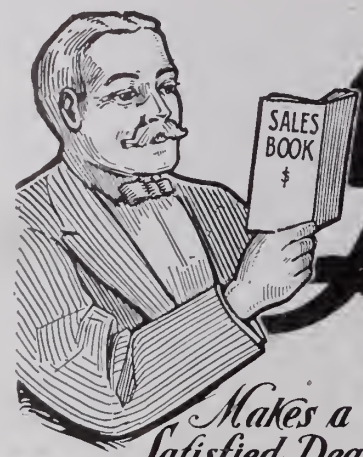
When a purchase is made the buyer will be either satisfied or dissatisfied with his purchase and the treatment he receives. The article taken away may give satisfaction, while the treatment given the customer before he finally makes his purchase may drive his future trade away. The impressions which coalesce into a firm's reputation, like those which make up reputation of an individual, are formed by what may seem the merest trifles.

At the very least a policy should be adopted which more than meets the public half way. To begin with, the attitude of inviting and encouraging the public to make known any dissatisfaction with either treatment or goods goes a long way in inspiring confidence. Once a dissatisfied customer makes his grievance known, he offers opportunity for the merchant to make a lasting impression as to his fairness and squareness. Of course, no merchant can afford to give the purchaser in every instance all he asks for, but he can afford to show liberality to such a degree that his store will have an atmosphere of cheerfulness, courtesy and service.

When the public has learned through experience that the name of a house is synonymous with the treatment that gives satisfaction, even though a clerk does fall down occasionally the house is not blamed. Rather the clerk is blamed for being out of harmony with the house and the incident does not cause the customer to feel any permanent resentment.

The wisest policy is for the merchant to put the basis of settlement up to the customer and to approach as nearly as possible the buyer's idea of what a fair settlement would be. After all, this is but a matter of reciprocation; the merchant must show as much confidence in the public as he expects the public to have in him. He is virtually putting himself in the customer's place and getting the customer's viewpoint. He is putting himself in a position to treat the customer as he would like to be treated under the same conditions.

Lastly, it is well to consider that however excessive and unreasonable the demands of a customer may seem, in the vast majority of cases he is perfectly sincere in his complaint, and any concession that can rationally be made is in the long run sound business policy.



It wont leak

MOORE'S

THE ORIGINAL NON-LEAKABLE FOUNTAIN PEN

Makes a Satisfied Dealer

The class of merchandise most likely to make a satisfied dealer is the kind that shows up well in his sales book But there's even greater satisfaction when the sales carry with them the assurance of satisfied customers.

Moore Fountain Pens are popular with dealers everywhere because:—

1st. They are profitable.
2nd. They have many selling qualities.
3rd. There is always a big demand for them.
4th. They make satisfied customers.

People like the Moore because it can be carried around without the slightest possibility of its staining their clothes. The screw cap prevents even the smallest particle of ink from escaping. Unlike other pens it can be relied upon to write with the first stroke. The ink flow is always free and even. It is the easiest pen to fill—simply remove the cap. No joints to get out of order.

The demand for Moore Pens is to-day greater than ever. What are you doing to supply the demand?

ADAMS, CUSHING & FOSTER, 168 Devonshire Street, Boston, Mass.

Selling Agents for AMERICAN FOUNTAIN PEN CO.

What Does This Stand For?

HOFMAN QUALITY

The Best in Store Fixtures, Show Cases and Clothing Cabinets

Write for our Catalogue or our Representative

JOHN HOFMAN CO. 154 Leighton St., ROCHESTER, N. Y.
New York Office: 806-807, 1 West 34th Street



Original October Advertisements.

Written Expressly for The Jewelers' Circular-Weekly.

TIMELINESS is a most important factor in advertising. Inopportune advertisements are often detrimental owing to the unfavorable impression which they give. Besides timeliness, human interest should have a place in jewelry advertising.

Diamonds
for the BETROTHED

WE are making a specialty of pure white brilliant diamonds selected with especial care for the betrothed, for whom the best is none too good.

We offer a one carat perfect gem of this kind for

$125

This is a special price and one which will enable you to purchase to advantage. We shall buy back these gems any time within one year for the same money, less 5%. What better offer could we make? But you must see the diamonds themselves in order to realize the full force of our argument. Let us *show* you.

Diamond and Gem Co.
Herkimer, New York

No. 1.

The announcements published herewith are all original and will offer timely suggestions to retail jewelers.

These announcements have been written with the commercial side of All Hallowe'en in mind, as will be noted. The reader will also observe that the birthstone for October, the opal, is advertised in connection with the diamond. This is done in order to facilitate the sale of diamond jewelry.

Coral is emphasized because of the prevalence of the color used just now in hats and gowns. In other words, there is a reason for every word used in the announcements, just as there is a reason for every device and executive move in the well-regulated business establishment. As was forcibly brought out by the author of "Business Administration" (a meritorious work), all the routine of business organization and management leads ultimately to one end—the selling of goods.

Three things a sales organization must do in the successful execution of its work. First of all, it must create an interest in and a demand of the product it has to sell; second, it must arrange for the distribution; and, third, it must actually sell the article exploited.

In substantially every case the first requirement will be effected through an advertising campaign, conducted either by the sales manager himself or by an advertising manager closely associated with him. Twenty years ago this phase of the sales work was scarcely considered in placing a new article on the market. The salesman was given his catalogue and his order book, and sent forth, dependent solely upon the effectiveness of his own tongue to make both the first impression and the closing argument. To-day such methods are so obsolete as to be practically unknown, while advertising has become so mighty a power in multiplying the efficiency of the selling force that it is absolutely essential to successful sales promotion. Business cannot go on without it.

Advertising in general is of two kinds, indirect and direct. By indirect advertising is meant the general publicity methods employed to place the name of an article prominently before the public and to keep it there once a demand has been created. Such campaigns are usually originated and maintained by the manufacturer or jobber for the benefit of the retail trade, the promoter deriving the real benefit of the publicity through increased demand for production.

Copy in general is of two styles, suggestive and argumentative. Practically all outdoor advertising is of the first class—the persistent use of a brief but attractive catch line or a characteristic picture, designed to familiarize the public with a particular brand. It is at once evident that the only result from this kind of advertising is general publicity. Its slogan is, "Do not forget."

The suitability of such advertising depends entirely upon the goods exploited and the extent of the campaign. For a certain brand of flour no other method could well be used. Flour is a staple article whose merits can only be determined by trial, hence the sole aim of the manufacturer is to give the name of its brand such prominence that cooks will use it and then, constantly reminded of its name, continue to use it.

But even with baked beans, for instance, the case is different, for they are a ready-to-eat article of food produced by many processes, and it is interesting to note how rival manufacturers have devoted whole pages to logical arguments showing why the particular brand of each is superior to all others. Such argumentative copy is plainly productive of the best results, and the style should be invariably used in direct adver-

Hallowe'en Time Is Fun Time

That's the time we duck for apples, listen to the prophecies of the witches, and so on. A suitable prize for the successful contestants in some of Hallowe'en's pastimes would be a jewelry trinket—something by which your friends will remember you all the more pleasantly.

We have a line of novelties in silver and gold priced as low as $1 for this occasion. We shall be glad to give suggestions to prospective patrons.

Come in and see the numerous little products of the jewelry designer's skill which we have selected with especial care.

Gem & Co.
Herkimer, N. Y.

No. 2.

tising and wherever possible, even in general production schemes.

A magazine or newspaper advertisement designed to pull must bear an attractive

Opals and Diamonds

Make a striking and beautiful combination. The opal, as you know, is October's birth stone and, when surrounded by fiery, scintillating diamonds in the form of a ring, a brooch, or other piece of jewelry, makes an ornament of personal adornment that is unusually attractive.

We have brooches of this combination priced from $— to $—. Rings from $— to $—.

Our black opals—symbols of good luck—must be seen to be appreciated.

We shall make up to your order any special design which you submit to us at prices which give us only a small margin of profit for our time, skill and labor.

JOHN BLANK & CO.
New York

No. 3.

caption or illustration that will halt the reader as he glances through the page. It must be written in a crisp, direct, straight-from-the-shoulder style. It must appeal to the sense it aims to satisfy and carry the note of sincerity in every word, and it

To Think of an Auction!

Is to think of Briggs, who has held first place in popular favor with the trade for over twenty years. While so many are claiming pre-eminence in the art of selling jewelry at auction, without egotism, bombast or brag I solicit your careful consideration as to my qualifications, not only claiming to be America's leading jewelry auctioneer but *proving it.* Any one can string words together, but that does not take the place of honest credentials. As history repeats itself, so do my sales, and I am called again and again to repeat former successes in the leading cities. Since the dissolution of the firm of Briggs & Dodd (of which I was the head), I have been called on to repeat former successes of the old firm in Atlanta, Augusta, Chicago, Akron, St. Louis and Los Angeles. Never separate the opportunity from the salesman's ability. In this calling I am a specialist; will pay my expenses to your city, after a study of conditions give you a bonded guarantee as to results. This is my life's work. I claim to be an expert and prove the same by never having made a failure. No man can do more for my patrons. I will advance money, buy stocks and render every possible and honorable assistance. Have associated with me men of unquestioned ability. Always two men's service at the cost of one.

THE MAN THAT MADE THE SALES

Sales Made Since I Dissolved Partnership:

The Geneva Watch & Optical Co., Los Angeles, Cal.
Sheff Bros., Wheeling, W. Va.
Snyder Jewelry Co., El Paso, Tex.
H. S. Sumner & Co., Akron, O.
F. R. J. Ayers & Sons, Keokuk, Iowa.
A. Rothschild, Brunswick, Ga.
S. A. Fess, Kearney, Neb.
Amos Plank, Hutchinson, Kans.
Kingsbacher Bros., Pittsburgh, Pa.
A. Kurtzburn & Sons, St. Louis, Mo.
The Maier Jewelry Co., Aberdeen, Miss.
The J. P. Trafton Stock, Los Angeles, Cal.
J. E. Jones, Tucumcari, N. M.
Globe Jewelry Co., Globe, Ariz.
United States Government—Collector of the Port.
Benj. Rice, Tulsa, Okla.
Burt Ramsay, Cleveland, O.
Walker-Ellis Co., West Point, Miss.
P. H. Lindholm, Lexington, Miss.
A. K. Jobe, Jackson, Tenn.
Prontaut Jewelry Co., Augusta, Ga.
H. H. Lichtig & Co., Mt. Clemens, Mich.
My Seventh Sale in Atlanta, Ga., over $75,000; letter of testimonial in previous Keystone.



HERMAN G. BRIGGS

Williams, Barker & Severn—over 1,600 pieces of Diamond Jewelry and Watches to the trade in Chicago.
William Kutz, Bellevue, O.
The Gabriel Jewelry Co., Mobile, Ala.
Kingsbury & Lambert, Ripon, Wis.
C. C. Younglove, Newberry, Mich.
L. F. Dresser, Michigan City, Ind.
Alvin Powers, Salem, Ore.
Wette & Wieting, Peoria, Ill.
Col. Carl Von Scutter, Jackson, Miss.

This summer I was selected to conduct the most important sale ever held in Peoria, the second city in size and importance in Illinois, by its largest and leading jewelry firm, Wette & Weiting. Mr. Weiting, being at the time President of the Jewelers' State Organization, with his wide acquaintance among the leading men in the trade, was certainly most competent to select an auctioneer. After a careful investigation I was selected to conduct the sale, making it an unqualified success for several weeks in mid-summer. The outcome was not only satisfactory as far as volume, but what is of more importance, in net results.

AND THE SALES THAT MADE THE MAN:

Mermod-Jaccard & Co., St. Louis	$100,000
Duhme Bros., Cincinnati	75,000
Rogers Pollinger, Louisville	50,000
Geo. W. Briggs, Pittsburgh	70,000
King, Moss & Co., San Francisco	85,000
Keil & Hettich, Chicago	65,000
C. D. White & Co., Minneapolis	40,000
Hight & Fairfield, Butte	65,000
E. H. McBride, Akron	25,000
Freeman Jewelry Co., Atlanta	40,000
F. B. Lewis & Co., Cleveland	50,000
Oscar Heinze, Quincy	20,000
Sigler Bros., Cleveland	100,000
G. A. Schlechter, Reading	25,000
Becker & Lathrop, Syracuse	38,000
J. H. Havil Estate, Hamilton, Ont.	25,000
L. J. Marks, Kansas City	60,000
Burns, Barry Co., Memphis	50,000
Sipe & Sigler, Cleveland	175,000
L. Luckhardt, Johnstown	27,500
W. F. Kirkpatrick & Co., St. Joseph	$25,000
C. E. Buhre, Topeka	28,000
W. H. McKnight & Sons, Louisville	50,000
The Pairpoint Co., Chicago	100,000
A. N. Hill, New Orleans	200,000
Knickerbocker Co., New York	50,000
Morseman & Feagan, St. Paul	60,000
W. A. Gill, St. Louis	70,000
R. Van Kuren, Savannah	38,000
N. Sands, Cleveland	40,000
Geo. P. Winder, Troy	28,000
Lippman Bros., Altoona	25,000
J. P. Stevens, Atlanta	25,000
Listner Co., Los Angeles	35,000
A. M. Goldman, Seattle	38,000
Kennedy & Kossler, Detroit	31,000
Jos. Fields, Galveston	28,000
J. C. Melichamp, Atlanta	25,000
B. Wingerten, Akron, O.	33,000

HERMAN G. BRIGGS

5132 Kimbark Ave. Phone 4745 Hyde Park **CHICAGO, ILL.**

Correspondence Confidential

Retail Advertising Department.

must reach a logical conclusion, convincing the reader that to purchase the article offered means his personal profit or advantage.

It must be remembered, however, that it

Coral Jewelry

will brighten up your color and add to your attractiveness.

Coral jewelry is now much in vogue and is worn by the best groomed men and women. Our recent purchases include some of the finest specimens imported from Japan and Italy.

The color varies from an exquisite light pink to deeper shades of the same hue.

Coral makes a bad complexion good and a good complexion better. So you see there is more than one reason for wearing it. Our stock includes

Brooches Rings Necklaces
Scarf Pins Lorgnette Chains
Belt Pins, Etc.

You are respectfully invited to call and inspect our new line. Our salesmen will cheerfully give you any information desired whether you buy or not. *We want your good will.*

John Rome & Co.
Herkimer, N. Y.

No. 4.

is utterly impossible to lay down strict rules in advertising. Style of copy will vary with the nature of an article and,

October Weddings

October, like June, is a month when many weddings take place. Our store contains a large and variegated stock of wedding gifts, purchasable at a very reasonable price.

Cut glass, china, silverware, bric-a-brac in a variety of patterns and prices. Numerous suitable little trinkets in silver and gold at low cost. Drop in and see the many good things at surprisingly low prices for the bride.

Anybody can buy good things at big prices, but it takes brains and skill to buy good things at moderate prices. That's what we've done, thus giving you the benefit of our buying ability.

JOHN BLANK & CO.
ALBANY, N. Y.

No. 5.

again, with the nature of the medium. Magazines are of comparatively permanent value. They lie on the library table or the office desk for a month or more to be read in leisure hours. Hence advertisements can be more detailed in argument, more elaborate in exposition.

But a newspaper is read by busy men and women at the breakfast table, in the street car or suburban train. It lives an hour or an afternoon. Advertisements in such a medium must be brief and to the point, timely, possibly carrying a touch of the day's news. A retail store with numerous articles listed will display a few specialties prominently to catch the passing eye.

The greatest opportunity and the greatest need for convincing sales talk is in the preparation of copy for circular letters and booklets to be addressed to selected lists of names. Here the writer is no longer preparing an advertisement; he is actually making a sale. He should consider that he has gained an audience with his prospect through the courtesy of the mail, and is giving him straight sales argument over his own desk.

Circularizing consists not of one, but of three or four letters, which, together with supplementary catalogues or booklets, comprise a follow-up series. The initial letter is usually designed simply to arouse interest and secure a request for further information. Once this has been obtained, the inquirer may be considered a fair prospect, and the succeeding letters and literature aim to close a sale as soon as possible.

Too much care cannot be exercised in the preparation of the first letter. It must contain just enough about the merits and advantages of the goods offered to prompt in the mind of the reader a desire to know more concerning them. It must take into confidence, talk heart to heart, yet still contain that luring touch of mystery which makes him write at once that he may learn more.

Most articles to be sold by mail will need not only the letters, but one or more booklets to accompany them containing a greater detailed description and more extensive presentation of arguments and facts. The average prospective customer who is interested at all wants to know not a little, but a great deal, about the article he thinks of buying. He wants to be shown pictures and given more reasons. These must be presented to him through an attractive, artistic medium.

The writer of an advertising booklet must first of all master the selling points of his goods, and then gradually weave them into his story until he has the reader of the booklet so absorbed that he is taking in argument unawares. Lay out a well-written booklet in attractive mechanical style, print it on good paper, dress it in an artistic cover, and it constitutes a silent salesman that will decide many a hesitating buyer and bring many an order to the house.

The preparation of advertising copy, which we have here considered at some length,

October Offerings in Wedding Gifts

Gifts that will be received with lasting appreciation must be exclusive and different from the ordinary conventional stock. It is no easy matter to select gifts of this kind from the many lines manufactured. It takes a great deal of time, searching and scrutinizing.

We make a specialty of buying acceptable gifts for particular people. You will be well repaid for the time you spend looking over our new artistic lines of this season and the utmost courtesy and attention will be extended to you during your inspection, whether you purchase or not. This week we are offering at special prices

NEW DESIGNS IN SILVERWARE
— including —

Tea and Coffee Sets **Sugar and Cream Sets** **Cake Baskets**
Trays **Knives, Forks, Spoons** **Tall Vases**

Prices $— to $—

See Our Window Display of Betrothal Jewelry

ART JEWELRY STORE, Albany, N. Y.

No. 6.

is naturally followed in the routine program by inserting in the proper medium with a view to reaching the desired class of readers. With circular letters and booklets this will consist simply in the selection of a mailing list. There are in all large cities firms who will furnish almost any list of names that is wanted, as, for instance, a list of the dentists or the architects in the United States or the farmers in a certain territory.

It does not require extended mercantile experience nowadays to teach a merchant that he must not only sell to, but satisfy his customers if he hopes to build up a permanent business.

Worry kills—sometimes. The worry that kills is born of introspection and brooding over troubles, actual or imaginary. The worry that wins is of that peculiar nature that causes troubles to disappear; that is worrying with a well-defined purpose. One man frets over his difficulties while another worries himself right through them into the sunshine on the other side.—*J. E. Edgar.*

You Can't tell the Power of a Car by the Loudness of its HONK or Pairpoint Crystal Hand Cut Glass from Pressed and Cut, by the size of the blanks.

Pairpoint Glass

is Hand Cut, Crystal in Color, and Dainty in Design—and the shape will appeal to the refined trade.



THE PAIRPOINT CORPORATION

Photograph Books showing any of these lines complete loaned to the trade on application for inspection } Cut Glass, Silver Plate, Electric Portables, Prize Cups, Brass Goods and Sheffield Reproductions

FACTORIES:
NEW BEDFORD, MASS.
Dept. D

BRANCHES:
NEW YORK 38 Murray Street
MONTREAL Coristine Building, St. Nicholas St.
SAN FRANCISCO 717 Market Street

THE CONNOISSEUR

Devoted to Art Pottery, China, Marbles, Bronzes, Cut and Decorative Glass Ware, Bric-à-Brac, Lamps, Art Metal Wares, Fancy Goods and Kindred Lines.

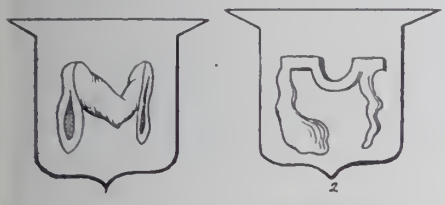
THE CONNOISSEUR'S HANDBOOK.

Definitions of Some Technical Terms in Gold and Silver Smithing and Ceramics Alphabetically Arranged for Easy Reference.

By Clement W. Coumbe.

(Continued from issue of Sept. 6.)

MANCHE, or *maunch* (her.). "An ancient sleeve, called by the French *Manche*



1. MANCHE. 2. ANCIENT MANCHE.

Mal Taillée. In blazon it signifies an old-fashioned sleeve, with long hanging ends to it."—Berry.

MANDORLA (eccles.). Same as Vesica



MANDORLA OR VESICA PISCIS, IN ELY CATHEDRAL.

Piscis. As its name implies, *almond-shape,* from Mandorla, Italian for almond.

MANICORA, or *manicore* (eccles.). *"In* Christian iconography the *manicora* is a hybrid animal with a human head, and a globular body, ending in a serpent. It is a symbol of the World, the Flesh and the Devil."—Mollett.

MANILE (eccles.). (Lat., *manilia*). One of the altar-pieces was a *manile,* or *aqua manile.* It was a vessel for pouring out water for the washing of hands, which, "in the Middle Ages, was shaped like an animal or in some fantastic form. These vessels often occur as a lion, a horse, a dove, a hen, and in many other forms. A *manile* formed as a siren, is to be seen in the John's



OLD ENGLISH DRAWING OF MANICORE.



MANILE AT HERFORD (ENGLAND).

Church at Herford (see cut); one as a lion in the church at Berghausen."—Lübke.

MANIPLE (eccles.) (Lat., *Manipulus*).



ECCLESIASTICAL MANIPLE (LEE).

Variables: *Phanon, or Fanon, Sudarium,* etc. A strip of linen about 2½ feet long, and narrow. It was thrown loosely over the left arm of a celebrant, deacon and sub-deacon (Bumpus) for wiping the hands. Became the badge of sub-deacons in XI. century.

MANTELLÉ (her.). Same as *chappé.* To which refer.

MANTLE (her.). "A name given to the foldage, or great cloak, whereon achievements are painted."—Berry. "These *mantles* were sometimes lined with fur, and, from that circumstance arose the custom of painting the inside ermine. * * * For a long time they were painted *gules,* and lined *argent,* without any regard to the tinctures of the arms; but the present Garter" (1830) "and the other officers comprising the Heralds' College, * * * decided *in chapter* that the mantlings should be, as well as the wreath, illumined with the two first tinctures named in blazon. * * * Therefore, if a coat of arms is described in the patent *azure,* a *fesse or,* the *mantlings* ought to be, the outside *azure,* the inside *or.*"—Robson. The metals are *inside* the *mantle.*

MANTLING (her.). Termed also *lambrequin, contoise,* or *cointise.* Supposed to have been derived from the kerchief given the knight by his mistress to wear on his



MANTLING OF ROYAL CREST.

helmet. In heraldry it is generally depicted as slashed into strips by weather and *frays* encountered. (See *cointise*). This term is also "applicable to an eagle, when stretching out both its leg and wing."—Berry.

MANUALE (eccles.). "A wooden case for a book."—Mollett.

MARBLED WARE (cer). "Ware of a similar nature to agate ware, having its surface combed and grained to imitate natural *marbles* or granites."—Hayden. Its surface is coated with slip which is combed.

MARINED (her.). When an animal's head and body terminate in the tail of a fish, it is termed *marined.*

MARK. ST. The Evangelist. "Tradition says that *St. Mark* became the companion and amanuensis of St. Peter, by whose direction he went to preach the Gospel in Egypt, where he founded the church of Alexandria. Here he performed many miracles, and on one occasion healed Anianus, a cobbler, who had wounded his

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hand with an awl. This man afterward became a zealous Christian, and succeeded *St. Mark* as Bishop of Alexandria. *St. Mark* was finally seized and dragged through the streets till he died, a tempest of rain and hail meanwhile overwhelming his murderers. His remains were brought to Venice about 815, and the cathedral of *St. Mark* was built over them. There are various legends of *St. Mark* appearing at later times in Venice; in a famous one, he, with St. George and St. Nicholas, drives off a galley full of demons from the city in a fisherman's boat, with the sign of the Cross. *St. Mark* sent the fisherman to the Doge to be paid for his labor and gave him his ring as a token that it was *St. Mark* who sent him, and as the ring could not be found in its usual place among the relics, the Doge was constrained to believe the story. He is also said to have appeared at the torture and execution of a Christian slave, and to have broken the implements to pieces.

"He is represented as an evangelist, with a lion, often winged; as Bishop of Alex-



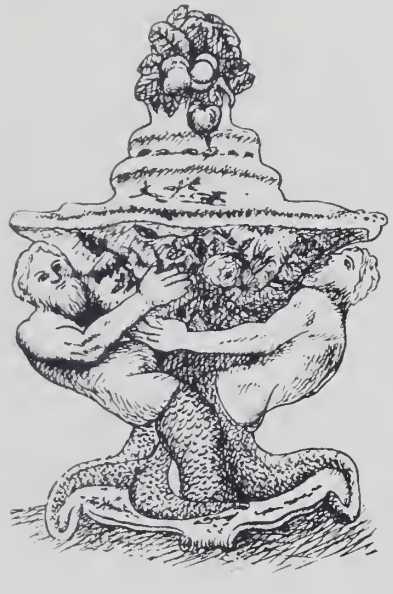
SYMBOL OF ST. MARK (AFTER EYTH).

andria, or with his pen and book, and often with St. Peter."—Tabor.

MARLY, or *marli* (cer.). The rim or border of a plate or a dish; the flange surrounding the bowl.

MARSEILLES (France). (Hard paste porcelain and faience). Under King René in the XV. century this town produced glazed bricks and tiles. Several pieces are extant with the mark: "A. Clerissy, à St. Jean du Désert 1697. à Marseille". This was the factory of Antoine Clerissy and it is likely the pottery of St. Jean du Désert was the earliest factory at this location to produce faience. In 1709 Jean Delaresse opened a factory here. Faulchier's fabrique came next and we have a piece marked: "J. Faulchier, 1735". Polychrome pieces were being created here while Moustiers still produced only blue and white. *Marseilles* used a manganese violet and yellow in decoration and her products were more refined than those of Moustiers. Twelve potteries were here already by the middle of the XVIII. century, including those of: Agnel and Sauze; Antoine Bonnefoi; Bayer; Faulchier; Veuve Fesquiet; Leroy aîné; Veuve Perrin fils (mark V P conjoined) & Abellard; Joseph Gaspard Robert; Honoré Savy; Jean Baptiste Viry; Jacques Borelli. The latter signed his name on pieces; Bonnefoi used the letter B in yellow ochre; initials or no sign mark the others. Clerissy's factory, after closing for a series of years was opened by Honoré Savy in 1749 (Jaennicke says 1745). And in 1765 (Jaennicke and Garnier say 1777), after a visit through the workshops, the king's brother, the Comte de Provence, permitted him to use his coat of arms. The fleur de lis from this time, but not always, appears in products from this factory. Savy's productions show more careful manipulation than those of Bonnefoi. His plain green transparent enamel (copper green) on porcelain appears to be unique for this period, and is very beautiful. The greatest of Marseilles ceramists, in faience and porcelain was J. G. Robert. While his productions vary much in quality, some experts consider many of his creations equal to those of Sèvres or Dresden. His body was thick and nearly opaque. Marks (blue under glaze) J. R., R, also R with a dot above, and at times a kind of X. Widow Perrin's pieces are greatly prized by connoisseurs. The V P mark (conjoined) is commonest in black, brown, violet, or pink. Sometimes the mark is three short brush-strokes parallel, similar to other *Marseilles* makers.

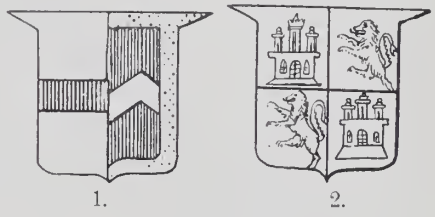
Favorite subjects were marine views, fishes, shell work (*coquillages*), insects, flowers *with long stalks*. These small decorative motifs, placed apparently at



MARSEILLES FAIENCE VASE. POTPOURRI IN POLYCHROME DECORATION, 13½ INCHES HIGH.

hazard, will, upon close inspection, prove to have been used to cover blemishes (fissures, black spots, minute holes, etc.), a practice common to all manufacturers of both faience and porcelain. Jaennicke says the *Marseilles* faience is "similar to Moustiers and reminds one also of Strassburg." "In general," he says, "*Marseilles* faience is easily recognizable from its beautiful white enamel, thin construction, fine painting in which, in miniature style, insects appear. More difficult are the pieces in imitation of Strassburg as we sometimes come across pieces with thicker body."

MARSHALLING (her.). "In heraldry *marshalling* is understood to be a regular arrangement or disposal of various coats in one shield, thereby to denote the several matches and alliances of the family." —Berry. In early days *marshalling* was carried out by *dimidiation* (cutting of the male escutcheon and the female in half, and joining the dexter half of the male's to the sinister half of the female's escutcheon). This entailed often the loss of bearings, which changed and confused the blazon. *Marshalling* by *impalement* followed, and is effected by slightly compressing the two coats of arms and placing them in their entirety side by side on one escutcheon. In this manner the arms of a husband and wife are usually combined, those of the husband—or, in heraldic phraseology, the *Baron*—toward the dexter, and those of the *Femme* (wife) on the sinister."—Cussans. See cut. The *bor-*



1. 2.

MARSHALLING.

1. IMPALING. ARGENT, A FESS GULES, A CHEVRON ARGENT WITHIN A BORDURE OR.
2. QUARTERED SHIELD OF ELEANOR OF CASTILE. TOMB IN WESTMINSTER ABBEY (A. D. 1290).

dure on a shield becomes *dimidiated* in *impaling*, but in *quartered* shields the entire bordure is retained. The use of *quartering* in *marshalling* appears to have been generally adopted by the end of the XIV. century. See *quartering*.

MARZACOTTO (Ital.). "A term used by the Italian majolica makers for the potash glass used as a flux. Sometimes it contained lead in addition, and could then be used as a final glaze or *coperta*."—Burton. Silicate of potash.

(To be continued.)

Experiments at Bombay School of Art May Result in Revival of Pottery Industry in India.

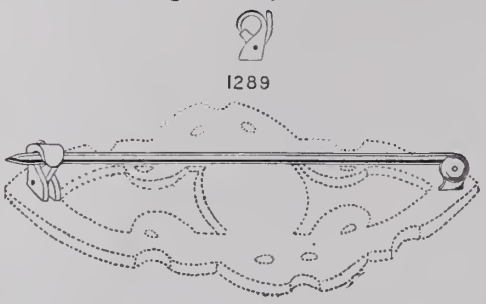
ART pottery at one time was a flourishing industry in India and Persia. It is interesting to find that efforts are now on foot at the Bombay School of Art to revive the industry. At present a government chemist is experimenting with the aid of small gas kilns, and as soon as satisfactory results are obtained pupils will be found with no difficulty.

Already the sanguine people see a light drift towards the industries in the Indian student, and if, after a preliminary course of science, a number of the more wealthy students turn their attention to this manufacture, a great industry may result.—*Pottery & Glass.*

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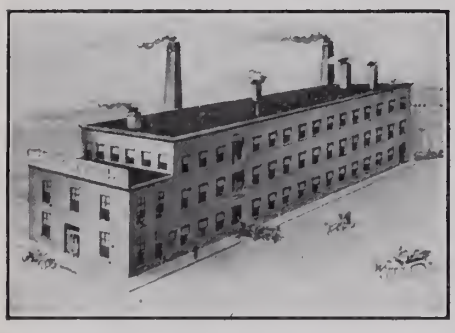
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WORKSHOP NOTES AND QUERIES

[Answers are also solicited from our readers to the questions published on this page.]
No attention paid to communications unless accompanied by full name and address of the writer.

QUESTION No. 2975.—**Turning Lead Black.**—*Kindly let me know how I can turn lead to a deep black color? It must keep this color permanently. Also let me know how to turn solder (soft) to a green color. The work is completely finished except for the coloring.* *W. R.*

ANSWER:—To obtain a permanent black on lead it would be best first to deposit a film of copper, then deposit on black nickel. Lead is difficult to electroplate and it requires some experience to obtain a good holding deposit. The articles may be covered with black lacquer, which would not be permanent, but for many purposes it will stand a few years' wear. The soft solder can be colored green with lacquer, to which is added some green pigment. Paris green is very good, the mixture being painted on. After one coat has dried and the solder still shows, then paint over again. There will be no other way to obtain the green, excepting with a green deposit of silver.

QUESTION No. 2976.—**Steel Dies Made by Electro Process.**—*Is there any way of producing steel dies without the necessity of engraving for hub impressions.* *S. D.*

ANSWER:—There is a process by which steel dies are produced with the electro depositing process, directly from the model or pattern, without the necessity of steel engraving. The advantage of this process is that copies of coins, engravings or original patterns can be produced of the finest type directly from the pattern. The process is similar to that of electrotyping, excepting that the solution used consists of saturated solution of iron sulphate and sodium carbonate, and an iron plate is used as the anode. The process is somewhat slow, it requiring quite some time to obtain a matrix heavy enough for stamping. The deposited iron is afterwards backed up with iron or steel, also tempered or converted into steel, according to strength required.

QUESTION No. 2977.—**Brittle Gold.**—*I am having some trouble running gold. It is porous and brittle. Heating after rolling does not help it. Can you give me any information that will prevent this? If so I will appreciate it. I also have trouble with my molds; I make them of plaster of paris and let them dry for three or four days and when I pour in the gold it explodes as if the molds were damp. Heating the molds does no good.* *J. F.*

ANSWER:—Gold often becomes brittle from frequent remelting, caused by some of the alloys burning out. A new melt should be often mixed with the old to build up the whole. As a flux, lump salammoniac and powdered charcoal, the salammoniac being powdered as needed, in equal proportions may be used. The gold should be covered with the flux; when melted stir with an iron rod, heat again, and when a break appears on the surface it is ready to pour. If plaster only is used for a mold, it requires several days to dry, but if ground asbestos or coal ashes are mixed with the plaster, which renders the mold porous, the molds will dry quickly. The presence of moisture is the cause of exploding. The mold should be well smoked or covered with very finely powdered charcoal when ready to use. When frequent casting is done it is best to have a box of molding sand for molding with, as it requires less time and is always ready for use.

The Accurate Determination of Silver on Silver-Plated Flatware.

(From *The Brass World*, Copyright, 1911.)

IT is frequently necessary to determine the amount of silver on silver-plated spoons, forks and other flat-ware articles. These goods are usually made of German silver unless they are of a very cheap nature, when brass constitutes the base metal. This determination is frequently of very great importance in case a dispute is brought up in regard to the actual amount of silver on the goods, and as flat-ware makers guarantee the weight of silver on their goods, a method for the determination of the silver on these articles must be accurate, otherwise it will be of no value.

There are a number of methods which can be employed for the determination of the silver on flat-ware, but each has been open to serious objections in that the results are more or less inaccurate. The method of stripping the flat-ware by "backing off" in the regular silver plating solution (i. e., using as the anode) is very inaccurate, as the German silver or brass base is attacked when the silver begins to come off from the surface, so that by the time all the silver has been removed considerable of the base metal has been dissolved.

To be sure, silver may be determined in the solution instead of weighing the article of flat-ware itself to determine the weight of silver on it by difference, but this is a rather unsatisfactory operation and involves much care, labor and a round-about method to determine the silver. As far as known it has not been used. To determine the silver on a dozen table spoons would mean handling a large quantity of solution, almost too great for accurate work.

The method most frequently employed is to strip the silver in the regular acid strip (consisting of sulphuric acid containing a small quantity of nitric acid) and weigh the article after the silver has been removed. This is the method that has, in the past, been almost universally employed, but it is open to the objection that a small quantity of the base metal of German silver or brass is dissolved after the silver has been removed, so that the results are too high. In other words, more silver is obtained than actually exists on the flat-ware. If the reader will refer to *The Brass World*, April, 1911, page 123, he will find a series of experiments on the subject and in which it was found that when the silver is stripped a slight amount of the base metal is likewise dissolved so that the results are inaccurate.. Not very much of the base metal is dissolved, to be sure, if the operation is not allowed to take place too rapidly, but a sufficient quantity is removed, however, to render the results too high.

The suggestion has been made that the silver can be determined in the acid strip and thus no account of the attacking of the base metal need be considered. While this can be done, the determination of a small quantity of silver in such a large volume of sulphuric acid as would be necessary to strip a dozen table spoons is by

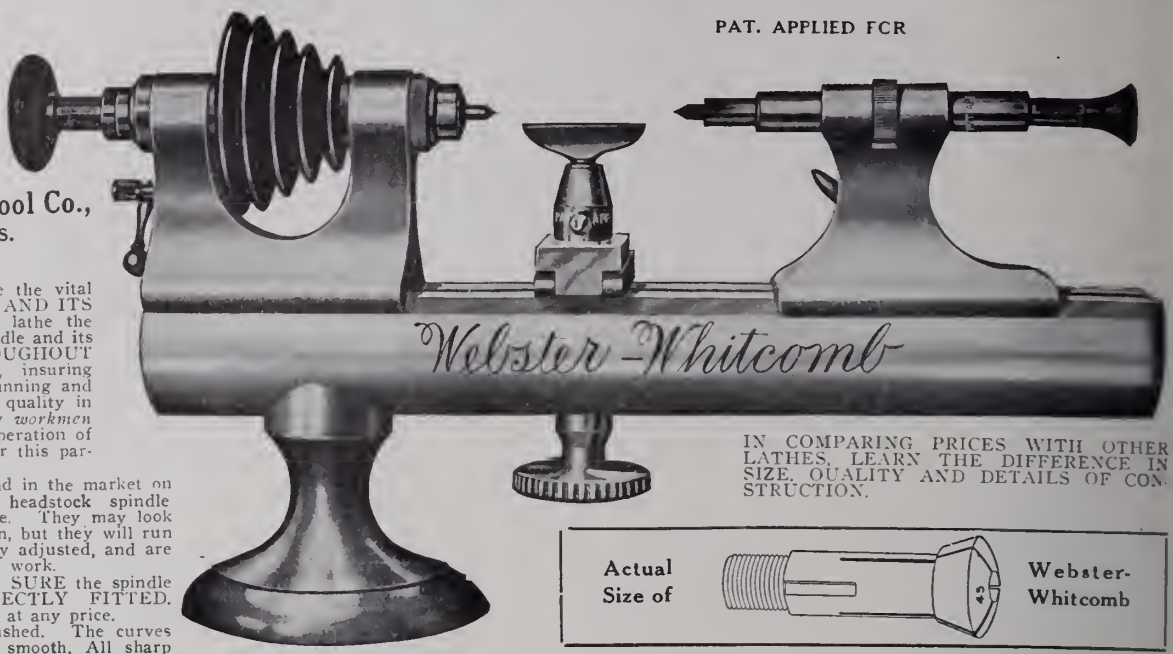


FIG. 1.
Buttons Resulting from Melting Various Kinds of Flatware for the Estimation of Silver.

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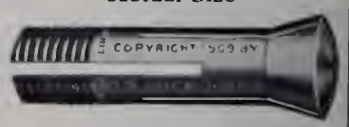
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no means a simple operation. In addition, sulphate of silver is not entirely soluble in the sulphuric acid so that some precipitate is usually found which, of course, interferes with the ease of determination.



FIG. 2.
Clay Crucible Used for Melting.

When once tried, this method would never appeal to anyone.

Another method frequently tried, but found wanting, is the one which a chemist



FIG. 3.
Crucible Broken, Showing Button and Fused Borax.

would immediately evolve, were the problem brought before him for the first time. This is to dissolve the silver from the flat-ware, dilute to a given volume with water, take an aliquot portion of this dilute solution and then determine the silver in it, either volumetrically or gravimetrically. While it would seem a simple operation, it is very troublesome. In the first place, it is impossible to dissolve off the silver with nitric acid without entirely dissolving the whole article.

The German silver or brass, precipitates some of the silver on the surface while the solution is taking place so that in order to remove all of the silver from the surface, the whole article must be dissolved. In case a dozen table spoons are to be operated upon, a very large amount of solution is obtained which is quite inconvenient to treat. The method, therefore, is found wanting.

THE MOST ACCURATE METHOD.

After considerable experience and the carrying out of a number of experiments it was found that the most accurate and satisfactory method for the determination of the amount of silver on flat-ware is to melt the desired number to a button, weigh this button and then drill out one gram of chips in which the silver can be determined by any well-known method. The amount of silver in the whole button can then be calculated which is, of course, the total amount of silver on the number of pieces of flat-ware used in the test.

MELTING.

As to the amount of silver usually desired on a dozen or gross of the flat-ware, it is necessary to operate upon more than one piece. A dozen, however, is usually as large a quantity as can be treated in one batch, and if a gross is to be used, then several separate melts must be made.

The melting is carried on in a clay crucible, such as that shown in Fig. 2. It should not be too small. The well-known Battersea crucible is quite satisfactory, although the Hessian sand or the French clay crucibles may be used. The French sand crucibles are excellent, but are more costly than the Battersea. The Hessian sand crucible is more apt to break.

Bend the handle of the article or cut it up so that the number of pieces will pack well in the crucible. They should not protrude about the top and the best method is to have them well down to the bottom. By cutting the flat-ware into small pieces this can done to the best advantage.

When the pieces have been placed in the crucible, cover with borax to the depth of about an inch or so. This is to prevent oxidation of the metal and produces a clean solid button.

Melt at a good heat until the borax is fluid and there is no frothing. A small gas furnace is the best for this purpose, although, of course, any method may be used as long as the button is good and clean.

When melted and the borax has become fluid and clear, take the crucible from the fire and allow to cool. Then break it so as to obtain the button (a clay crucible can never be used but once, so that there is no advantage in attempting to get the button out without breaking it). When the crucible has been broken the button and fused borax on it will have the appearance of that shown in Fig. 3.

The button is now removed, the borax removed with a hammer so that the surface is perfectly clean and the accurate weighing carried out. When weighed, the button is drilled and one gram of the drillings taken for the determination of the silver. These drillings are dissolved in dilute nitric acid and the silver determined either by ammonium sulphocyanate (Volhard's method) or by precipitating with hydrochloric acid and weighing the silver chloride. The amount of silver found in this one gram, multiplied by the weight of the button, will give the total weight of the silver on the pieces of flat-ware melted. This amount of silver, of course, will have to be calculated again as Troy ounces in order to correspond to the trade custom of reporting the Troy ounces of silver on the gross or dozen of flat-ware.

In Fig. 1 are shown a number of buttons obtained by melting various kinds of flat-ware. The large buttons were obtained by melting one dozen table spoons, while the small ones were produced in melting one dozen teaspoons. The results obtained were as follows:

Heavy Table Spoons.....14.04 oz. Silver (Troy)
Heavy Table Spoons.....15.12 oz. Silver (Troy)
Light Table Spoons.....10.06 oz. Silver (Troy)
Tea Spoons ..... 5.68 oz. Silver (Troy)
Tea Spoons ..... 6.90 oz. Silver (Troy)

Referring to the usual method of determining the silver on flat-ware by stripping in the regular acid strip, and then weighing the article (thus estimating the silver by difference), it may be said that experiments previously mentioned showed that the amount of silver obtained by this method is from 5 to 7 per cent. too high. While not enough to affect ordinary results, it is sufficient to render the determination inaccurate so that the process will hardly answer in case good results are necessary.

The melting of the flat-ware to a button, drilling a one gram sample from it, and then determining the amount of silver in it seems to be the most satisfactory method known and is one that should be used when the most accurate results are desired.

Samuel Posner, a pawnbroker of Rochester, N. Y., was tried recently for obtaining $12.50 from Mrs. Jane Sheard by selling her five rings which the woman claims the pawnbroker had told her were solid gold. It is stated that the woman later learned that the rings were not gold, and applied to Mr. Posner for the return of her money. It is claimed that he refused to return it, and his arrest followed. The pawnbroker testified that he was not in the store when the sale was made, and that he later told Mrs. Sheard that the rings were not solid gold, but that they were gold filled. Judge Chadsey, before whom the case was tried, held that the pawnbroker had misrepresented the rings to the complainant and severely rebuked him.

LEES & SANDERS,

The price of PLATINUM is high.
We pay for every Grain in your sweep.

SWEEP SMELTERS,
BIRMINGHAM, ENG.



JOHN AUSTIN & SON

Assayers, Refiners and Smelters

74 and 76 Clifford St., PROVIDENCE, R. I.

We Do Our Own Smelting

THE GREAT AMERICAN JEWELRY CATALOG

Is a publication of real practical value; it truthfully illustrates those lines of merchandise best adapted to the needs of the *Jewelry Trade;* its reliability is unquestionable.

SAFETY

With implicit confidence you can use it when ordering goods; it insures you against deception; remember, for every dollar's worth of merchandise you buy you are obtaining positive, intrinsic value.

Write for this catalog; it means much to you.

THE OSKAMP-NOLTING CO.
Mammoth Wholesale Jewelers
411-413-415-417 Elm St. CINCINNATI, OHIO

Frank Dederick *Established 59 Years* James E. Dederick

James H. Dederick's Sons

Assayers and Bullion Dealers

All qualities of Gold and Silver, in Plate, Square and Round Wire, Rolled to any gauge.
We are selling fine gold for $1.04 per dwt. which we guarantee to be government assay bars.
Small rolling for the trade.

ALL QUALITIES OF GOLD AND SILVER SOLDER

We buy Old Gold and Silver

16 Maiden Lane, New York

PLATINUM

In Sheet or Wire, Any Degree of Hardness
SCRAP REFINED OR PURCHASED

THE ROESSLER & HASSLACHER CHEMICAL CO.

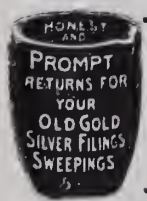
NEW YORK OFFICE, 100 WILLIAM ST. FACTORY, PERTH AMBOY, N. J.

CRUCIBLES.



Jewelers' Supplies, Etc.
Established 1850.
J. & H. BERGE,
95 John Street,
NEW YORK.





SWEEPS AND BULLION

Purchased and Refined—Buyers of Gold, Silver, Platinum, Plated Scrap—Assayers of Ores and Metals

T. B. HAGSTOZ & SON 709 Sansom St. PHILADELPHIA, PA.

U. S. SMELTING AND REFINING WORKS

L. & M. WOLLSTEIN, 16 JOHN STREET, NEW YORK

SWEEP SMELTERS AND ASSAYERS

Dealers in Gold and Silver Assay Office Bars. HIGHEST and MOST PROMPT RETURNS made for Sweeps and all kinds of Waste containing Precious Metals.

Positively Highest Prices Paid For Old Gold and Silver. IMPORTERS OF PLATINUM ORE AND BULLION ASSAYS A SPECIALTY

ESTABLISHED 1858

L. LELONG & BRO.

GOLD AND SILVER REFINERS
ASSAYERS AND SWEEP SMELTERS

S. W. Corner Halsey, Marshall and Nevada Streets, NEWARK, N. J.

Prompt attention given to Gold and Silver Bullion

SMELTING FOR THE TRADE

The BLANCARD SAFETY CATCH

Made in a Variety of Sizes



Cuts Show the Catch Before and After Assembling
Obviates the Use of a Rivet

Its Strength
Durability and
Neat Construction

make it desirable for the better grade of jewelry.

Assembling pliers may be obtained from us if you desire.



Patented March 1, 1910.
Other Patents Pending

Write us for further information

Blancard & Company SETTING MAKERS 96-100 Maiden Lane, New York City

THE WASHBURN

SECURITY
Automatic Holder
for all sizes of scarf-pin wire. Guaranteed.

MAGIC NUT
for ear studs, scarf-pins, etc.





EAR WIRES
for unpierced ears.

SAFETY CATCH
For Brooches, etc.
Can be applied to any work where pin tongues are used.



Open. Closed. Open. Closed.

Descriptive Circular on Application.
Pearl Drilling and Adjusting a Specialty.
Special Order Work and Repairing.

C. IRVING WASHBURN, 45-49 John Street, N.Y.

Learn Watchmaking

Refined, profitable labor. Competent men always in demand. We teach it thoroughly in as many months as it formerly took years. Does away with tedious apprenticeship. Money earned while studying. Positions secured. Easy terms. Send for catalogue. Address

St. Louis Watchmaking School, St. Louis, Mo.

JACOT MUSIC BOX CO.

MIRA MUSIC BOXES AND MIRAPHONES

25 West 35th St. NEW YORK

Our School is PRACTICAL

Which means that if you come here you will be taught everything that is necessary and nothing that is unnecessary.

Our School is ECONOMICAL

In other words, if you invest your money in instruction *here* you will get the *greatest* possible increase in earnings afterward.

Our School is ENJOYABLE

Because we know how to make your work *interesting*, and have the teachers and the equipment for doing it.

Our School is THE SCHOOL FOR YOU

Write for Catalogue

The EZRA F. BOWMAN TECHNICAL SCHOOL

of Watchmaking, Engraving and Jewelry Work
LANCASTER, PENNSYLVANIA

Can You Get Better Prices Than These for Your OLD GOLD and SILVER?

4 Kt.	16c. per dwt.
6 Kt.	24c. per dwt.
8 Kt.	32c per dwt.
10 Kt.	40c. per dwt.
12 Kt.	48c. per dwt.
14 Kt.	56c. per dwt.
16 Kt.	64c. per dwt.
18 Kt.	72c. per dwt.
20 Kt.	80c per dwt.
22 Kt.	88c. per dwt.
24 Kt.	$1.00 per dwt.

Established 1850.

We have been serving our customers satisfactorily for over 61 years. We pay special attention to mail and express orders; we pay the bullion assay price for same, and **solicit a trial order.** Ore assays a specialty. Returns on express orders will be made within 24 hours. Our reputation is our strongest guarantee.

A. C. SONTHALL, 53 Ann Street, NEW YORK CITY Bet. Nassau and William Sts.
Assayer, Smelter and Refiner SUCCESSOR TO L. DURR & BRO.

Workshop Notes For Jewelers and Watchmakers — *Cloth Postpaid, $2.50* — Published by The Jewelers' Circular Pub. Co. 11 John St., New York

PLATINUM

AMERICAN PLATINUM WORKS
NEWARK, N.J.

NEW YORK OFFICE
CHARLES ENGELHARD
32 Cortlandt Street
HUDSON TERMINAL BUILDINGS

PERFECT-ONE-PIECE

FINISH COLLAR BUTTON QUALITY



STANDS FOR
"GUARANTEED FOR LIFE"
AGAINST BREAKAGE AND WEAR

TRADE B C MARK
REGISTERED U.S.PAT.OFF

MADE IN
GOLD, SILVER AND PLATE

Salesrooms and Offices of
Diamond Department
68 Nassau St., N.Y.

STERN BROS & CO.
33-43 GOLD STREET, NEW YORK
To avoid delay use local address, 33-43 Gold Street

Diamond Cutting Works
136-146 West 52d St.
New York

BRANCH OFFICES:
Chicago, Ill., 31 North State Street; Amsterdam, Holland, 12 Tulp Straat; London, Eng., Audrey House, Ely Place

Rings
Scarf Pins
Hat Pins
Studs
Screw Earrings
Bead Neck Chains
Charms
Neck Chains

Vest Buttons
Collar Buttons
Fob Seals
Silver and Gold Thimbles
Cameo Goods
Brooches
Fobs

Crosses
Baby Pins
Ring Mountings
Festoons
Emblem Goods
Pocket Knives
Silver and Gold Match Boxes

Alberts
Vanity Sets in Gold and Silver
Gold and Silver Cigarette Cases
Lockets
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Link Buttons

Veil Pins
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Locket Rings
Cigar Cutters
Lapel Buttons
Rope Chains
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STERN BROS. & CO.

POPULAR PRICES

33-43 GOLD ST.
NEW YORK

Makers of
GOLD JEWELRY *for the*
JOBBING TRADE *exclusively*



THE above Coles Phillips poster, together with another of this series, are offered *free through you* to your customers in our Community Silver advertisements in the Saturday Evening Post, Ladies' Home Journal, Delineator, etc., etc. Write us and we will send you coupons which entitle your customers to these pictures; also samples of pictures to be given away, and window hangers to connect your store with our advertising.

ONEIDA COMMUNITY, Ltd.
ONEIDA, N. Y.

ONEIDA
COMMUNITY, Ltd.
ONEIDA, N. Y.

Please send without expense to me, coupons, window hangers, etc., as per above offer.

Name

Address

THE JEWELERS' CIRCULAR

WITH WHICH ARE CONSOLIDATED

THE HOROLOGICAL REVIEW,
THE JEWELERS' WEEKLY.
THE JEWELERS REVIEW

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The Jewelers' Circular
Publishing Company

11 John St., Corner Broadway, New York.

Entered as second-class matter at the New York, N. Y., Post Office.

43rd Year. WEDNESDAY, OCTOBER 18, 1911. Vol. LXIII., No. 12.



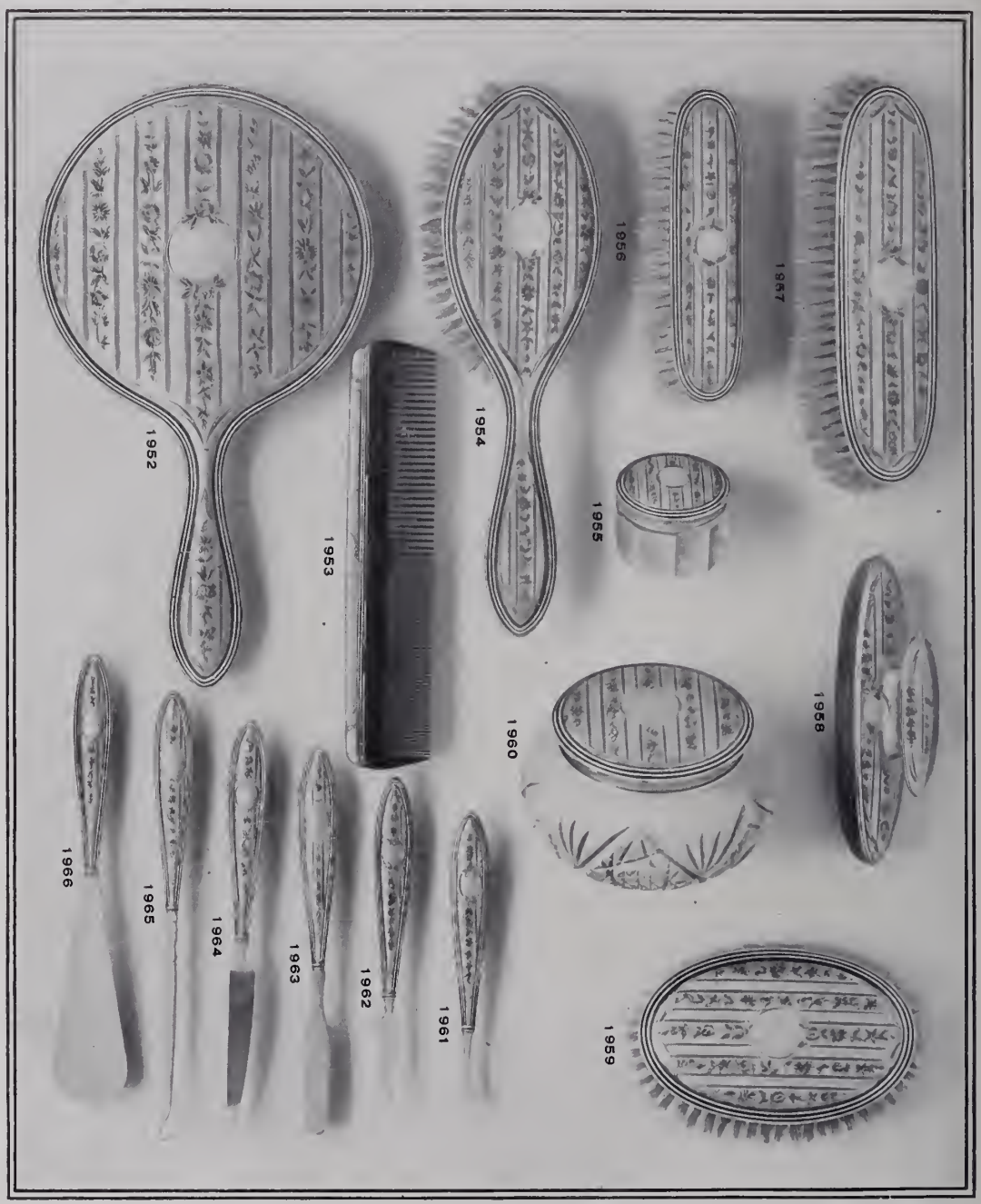
Perpetual Automobile Touring Trophy Presented to the American Automobile Association.

(See Text on page 71.)

ALVIN SILVER

(STERLING)

Very Thin Model



Very Thin Model

The "Dolly Madison" Pattern

In selecting toilet articles for personal use or for gifts, the buyer naturally wants not alone quality, but also a design that is artistic and harmonious. No better example than the "Dolly Madison" has ever been submitted to the retail jeweler. Each article in this pattern is in perfect proportion and the smallest detail of the design faithfully reproduced in every piece. Permanent satisfaction being assured, this knowledge enables you to market Alvin Silver without expensive salesmen.

Only the finest French plate mirrors of generous size, durable imported bristles and perfect imitation tortoise shell combs are used. The silver is heavy and substantial. Our salesmen carry samples. Ask to see them.

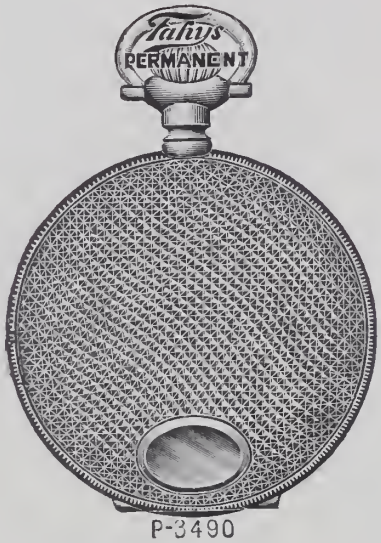
Price Lists Cheerfully Sent on Request

ALVIN MFG. CO.
Silversmiths
SAG HARBOR, N. Y.

Wholesale Showrooms

52 Maiden Lane - New York, N. Y.
10 So. Wabash Ave. - Chicago, Ill.
717 Market St. - San Francisco, Cal.

THE highest class of workmanship and skill with the largest amount of gold scientifically distributed has earned for Fahys Cases the right to the most prominent place in any Jeweler's show case.



P-3490

Fahys Cases give a greater opportunity for choice because of the larger variety of patterns.

Insist on getting what you ask for, and want—Fahys Cases—the best gold filled cases on the market.

A certificate accompanies each Fahys Case, showing the percentage of gold in the backs.

JOSEPH FAHYS & CO.

Established 1857

Boston New York Chicago



The Proof of the Pudding

When all is said and done, the proof of the pudding is in the selling.

The diamond from us comes to you at the lowest possible price, consequently you can add a fair profit and readily sell it.

J. R. WOOD & SONS

Diamond Cutters

170 Broadway Corner of 2 Maiden Lane New York

Wedding Rings



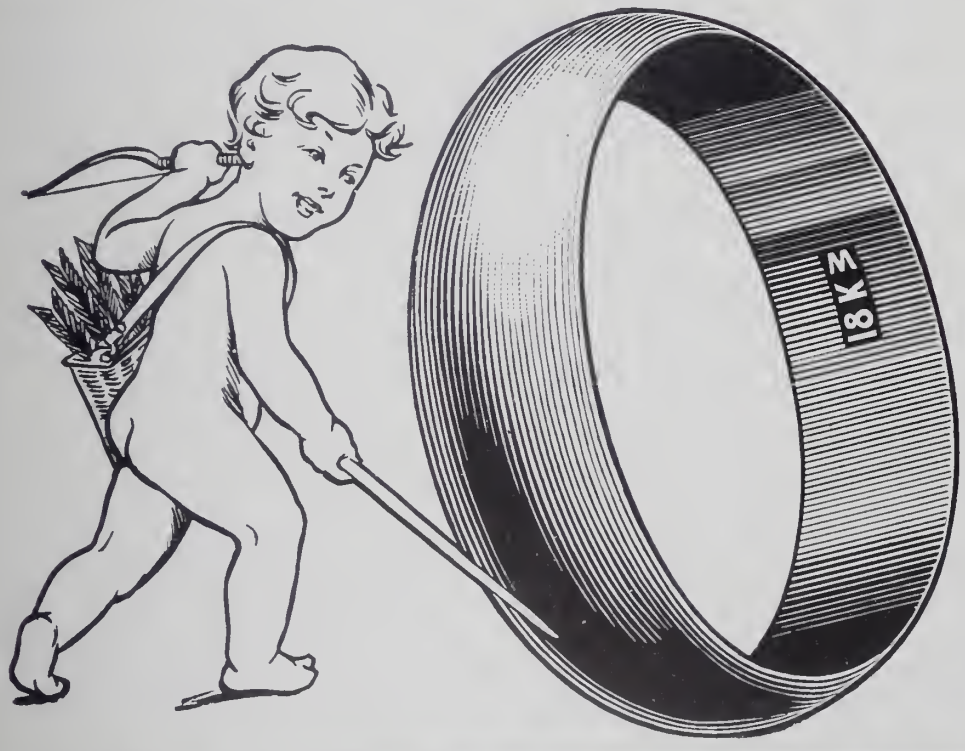
especially, should be exactly as represented—they have constant usage, often hard wear. If inferior gold is used, or the ring is poorly made, the wearer is very apt to discover it.

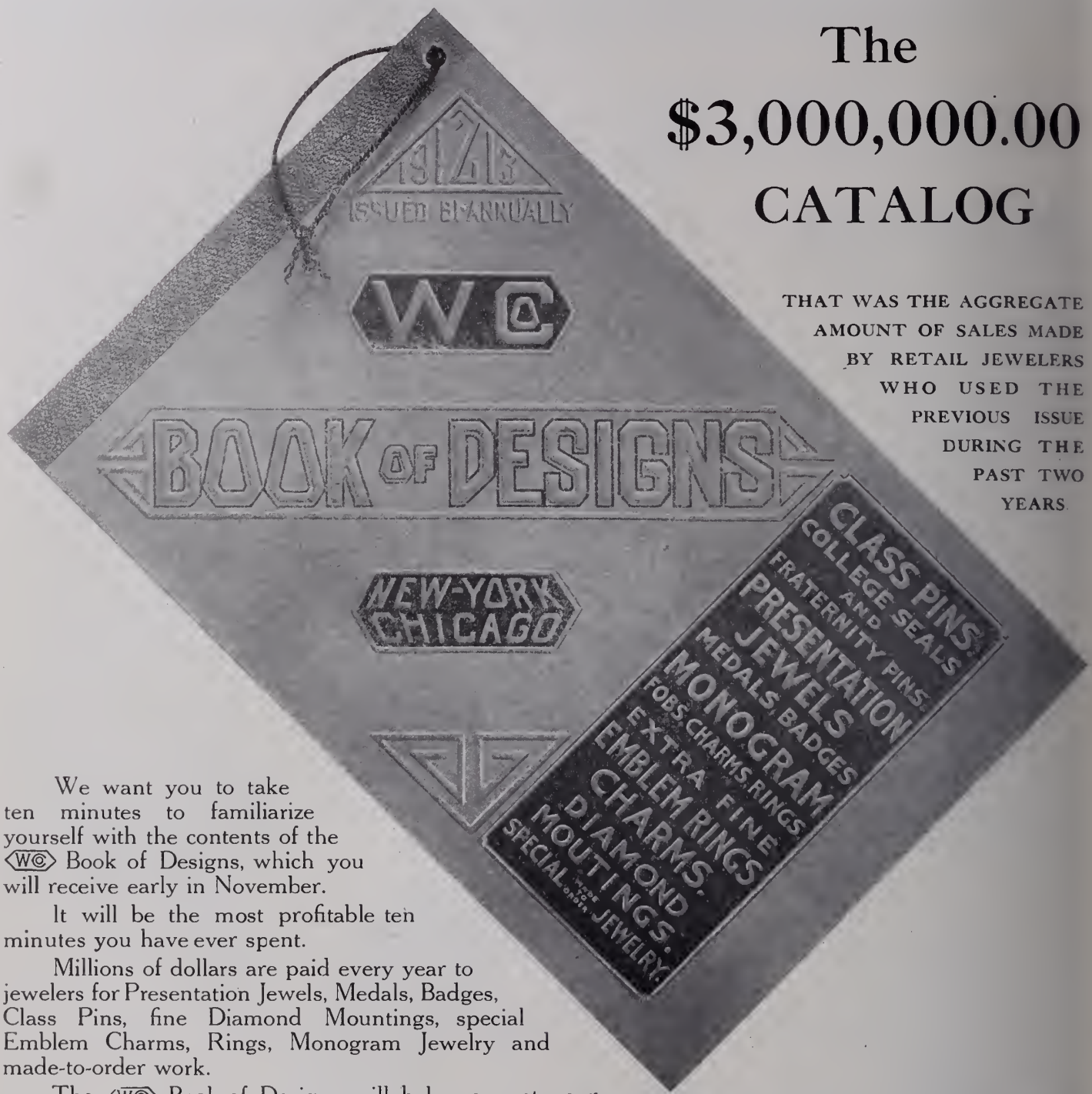
We guarantee our rings to be properly made and the quality they are stamped. Our prices are as low as it is possible to make them.

J. R. Wood & Sons

Wedding Ring Makers

170 Broadway, Corner of 2 Maiden Lane, New York





The $3,000,000.00 CATALOG

THAT WAS THE AGGREGATE AMOUNT OF SALES MADE BY RETAIL JEWELERS WHO USED THE PREVIOUS ISSUE DURING THE PAST TWO YEARS.

We want you to take ten minutes to familiarize yourself with the contents of the ⟨WC⟩ Book of Designs, which you will receive early in November.

It will be the most profitable ten minutes you have ever spent.

Millions of dollars are paid every year to jewelers for Presentation Jewels, Medals, Badges, Class Pins, fine Diamond Mountings, special Emblem Charms, Rings, Monogram Jewelry and made-to-order work.

The ⟨WC⟩ Book of Designs will help you get your share of the business. If you neglect this opportunity to gain valuable knowledge of this growing branch of the jewelry business, you will lose important sales and customers as well.

It is a branch which has not yet been invaded by department stores or mail-order houses and should be fostered by Retail Jewelers to keep it within its proper channels.

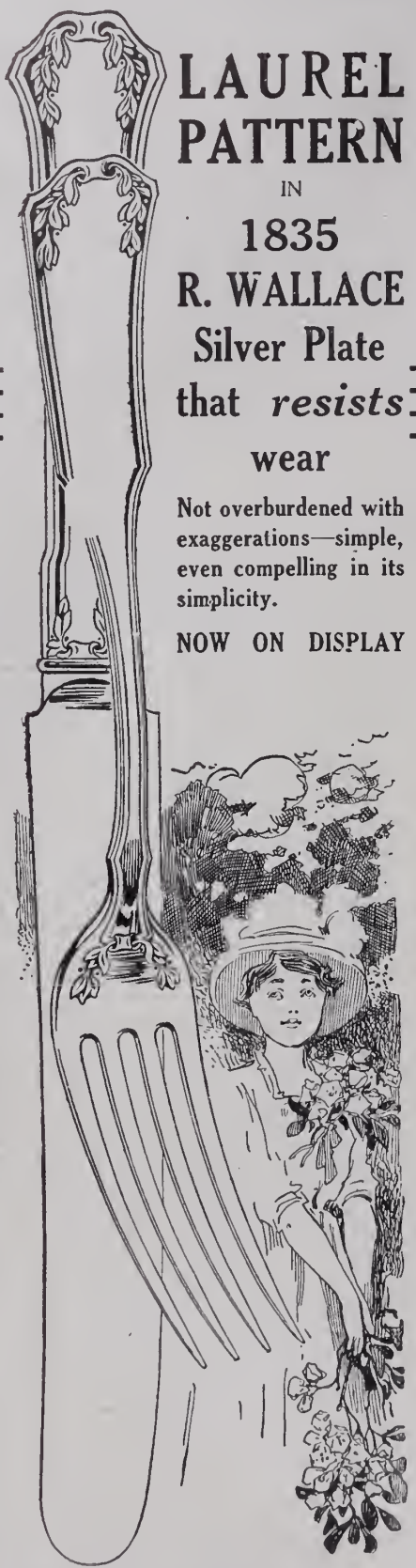
Hang the ⟨WC⟩ Book of Designs where it will always be at your service. It would be as careless to misplace it as it would be to misplace part of your most valuable stock. This edition will be the most complete we have ever issued. There is no other like it, and, whenever you take orders through it, the style, quality and workmanship of the goods will add to your reputation and bring you other business.

Your employes, also, should know its contents. See that they, too, look it through carefully so they will remember when to show it.

WENDELL & COMPANY

NEW YORK CHICAGO


The Remounting
of Family Jewels
Don't let so many of your high-class customers have their diamonds remounted on Fifth Avenue, New York.
Give them the same up-to-date, artistic designs, the same perfect workmanship, the same PROMPT DELIVERY, and you will keep the business.
We come in right here. Our relation to our out-of-town patrons is the same as that of the up-town New York shops, that do special order work exclusively, to the Fifth Avenue jewelers.
We create for our patrons the same styles and craftsmanship at REASONABLE prices.
We furnish promptly and cheerfully special designs with estimates of cost and TIME DELIVERY CAN BE MADE.
PROMPTNESS in submitting designs and in making delivery of special order work is as important as style and craftsmanship. It can only be obtained in shops that do not manufacture mountings for stock.
Wendell & Company
New York Chicago
A. GRAN.



LAUREL PATTERN

IN

1835 R. WALLACE Silver Plate that *resists* wear

Not overburdened with exaggerations—simple, even compelling in its simplicity.

NOW ON DISPLAY

158 *(Dealer's Mortise)*

18
R·WAL
SILVER PLATE THAT

That the more progressive dealer believes in judicious advertising is obvious.

We have advertised to a profit. So can you. Also, perhaps you would care to "cash in" on our experience. Our Trade Promotion Department has been of service to



Laurel Pattern in 1835 R. Wallace Silver Plate that *resists* wear

You will admire the new Laurel pattern. Every line has its dew-laden freshness. It is compelling because of its pure decorative simplicity. You may admire the Laurel pattern without our asking you to buy it.

155 *(Dealer's Mortise)*

35
LACE
RESISTS WEAR

more than a few dealers. The ready-to-insert newspaper advertisements shown on these pages, and



LAUREL PATTERN

n 1835 R. Wallace Silver Plate that *RESISTS* wear

"You will love the things I love," aid the creator, "for I will produce a pattern compelling in its simplicty, using the gift of Nature as my nodel." That creation is the new Laurel pattern. It is now on display.

56 *(Dealer's Mortise)*



LAUREL PATTERN

in 1835 R. WALLACE Silver Plate that *resists* wear

Sometimes a single stroke of the brush expresses more than an hour's labor. The plain, simple Laurel seems to set off this service — gives the pattern an unusual freshness — creates a study in simple art.

We would like to have you see it.

157 *(Dealer's Mortise)*



LAUREL PATTERN

in 1835 R. WALLACE Silver Plate that *resists* wear

The popularity of a pattern depends not upon its being good, but better. If you desire simple art — a service not overburdened with decorations — the plain, simple Laurel crowning the new Laurel pattern will charm you either for personal use or gift.

(Dealer's Mortise) **159**

dozens of others, are but stepping stones. Our supply of trade-aids is large and varied, and is gladly yours for the asking.

Order cuts by their respective numbers

R. Wallace & Sons Mfg. Co.

Box 25, WALLINGFORD, CONN.

10 South Wabash Avenue, CHICAGO, ILL.
11 West 32d Street, NEW YORK
85 Post Street, SAN FRANCISCO, CAL.
63 Basinghall Street, LONDON, E. C.

"One way to measure your success is by the earnestness with which competitors lie about you."

DUEBER.

EVERYTHING IN LOCKETS

A WORD about Design. You will notice that the superior beauty of these goods creates an effect of expensiveness, though they are, in fact, well within the reach of average consumers. The result is that when such consumers see them they expect to pay more than they actually have to, which renders sales peculiarly easy. In short, a high class article at a very reasonable price is naturally regarded in the light of a bargain. Hence stimulated business.



TRADE SKM CO. MARK



PHOTO LOCKETS

VANITY LOCKETS WITH MIRROR AND PUFF

NOVELTY LOCKETS, Etc

TRADE SKM CO. MARK



Earliest Makers of Lockets in the United States

S. K. Merrill Company

Specialists in Locket Manufacture

NEW YORK OFFICE: 15-17-19 MAIDEN LANE

MAIN OFFICE AND FACTORY: PROVIDENCE, R. I.

Members of the National Association of Manufacturing Jewelers

F&B TRADE MARK REGISTERED

Place Your Order Today

F&B TRADE MARK REGISTERED

While This Set Is Before You

We make 2,300 live sets and combinations. Every set is a good seller. We have any combination you may suggest. Look over our Fall "*Blue Book*," Catalog P, just issued, showing 8,000 articles in Sterling Silver Toilet and Manicure Goods, Novelties, etc., and Rolled Gold Plated Jewelry.

We make

Sterling Silver

Toilet Goods
Manicure Goods
Vanity Cases
Card Cases
Purses
Vanities
Match Boxes
Cigarette Boxes
Picture Frames
Eyeglass Cases
Spectacle Cases
Jewel Cases
Table Goods
Novelties
Etc.



We make

Rolled Gold Plated

Lockets, Charms
Hat Pins
Link Buttons
Scarf Pins
Earrings
Necklaces
Chains
Lapel Chains
Lapel Buttons
Brooch and Bar Pins
Baby and Collar Pins
Bracelets
Shoe Buckles
Crosses
Pendants
Collar Buttons
Tie Clasps

Illustration ½ size.

Traveling Set, in Dark Green Saffian Folder.
This set contains Gentlemen's Comb, ⅞ in. Wide Hair Brush, and a 6½ in. Flat Cloth Brush.
2287—Favorite Pattern, Gray Finish.

Theodore W. Foster & Bro. Co.

Manufacturing Jewelers and Silversmiths

100 Richmond Street :: PROVIDENCE, R. I.

New York
13 Maiden Lane

Chicago
Heyworth Building

Canada
Kingston, Ontario

The Wadsworth Watch Case Co.

Why Our 25-Year "Pilot" Sells

AN ARTICLE may be introduced by advertising, new customers may be induced to try it out.

But if it *continues* to sell, if the new customers *back it up* and sales *increase*—then there must be something else there besides advertising.

That something else is **MERIT.** And that word of five letters contains the real explanation of the selling powers of

THE WADSWORTH 25-YEAR "PILOT"

Merit is a sum total, made up of a number of excellences. Attractiveness of models, up-to-date effects, workmanlike qualities in the making, mechanical niceties, artistic decorative features and especially the really durable life that is claimed for it—these are some of the elements that constitute the **MERIT** of this case.

So if this advertisement induces you to try it, the case may be expected to do the rest.

"A Quarter of a Century"

NEW YORK
17 Maiden Lane

CHICAGO
Columbus Building

SAN FRANCISCO
717 Market Street

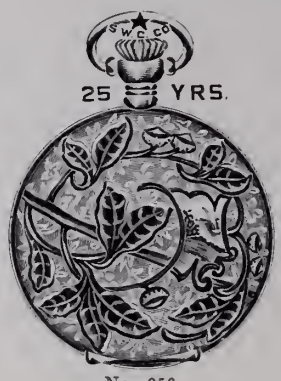
FACTORY:
DAYTON
KY.



No. 2002.



No. 2126.



No. 956.



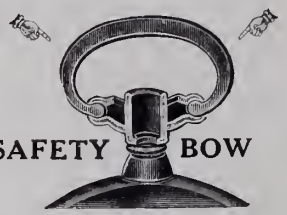
No. 1969.

STAR WATCH CASES

WILL INCREASE

YOUR PROFITS

SOLID GOLD
BALL BEARING



WACHTER PATENT
No. 916809

AND BUSINESS

Give Them a Trial

STAR WATCH CASE COMPANY

CHICAGO
701 Heyworth Bldg.

FACTORY
Ludington, Mich.

NEW YORK
37 Maiden Lane



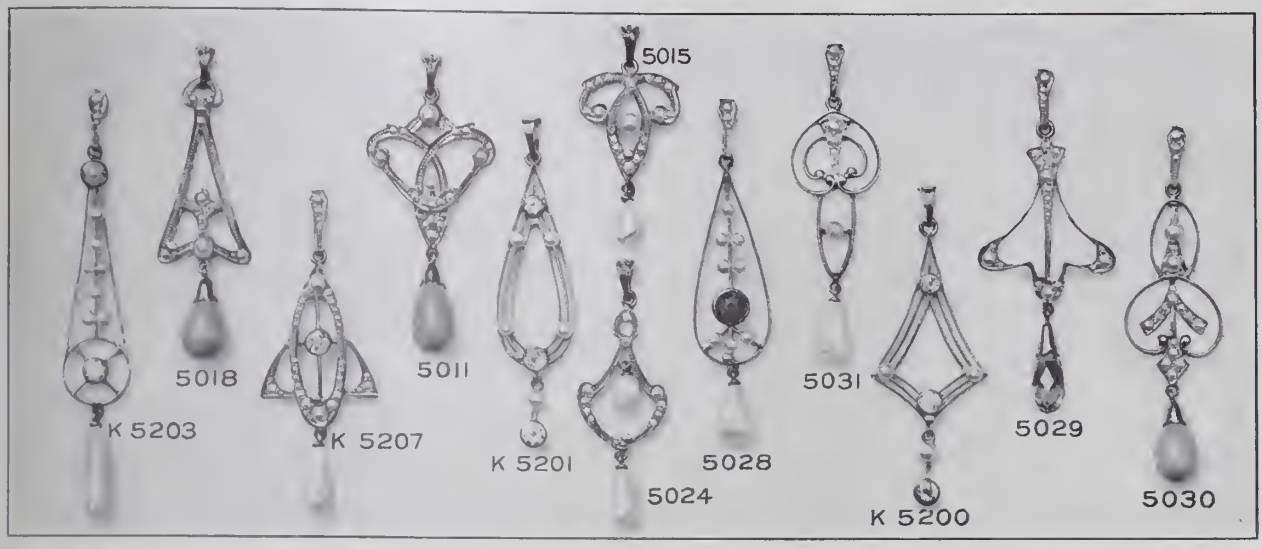
No. 1907.



No. 1948.



No. 1956.



This Line of Pendants

THE 10K LINE WITH A 14K APPEARANCE

Illustrates some of the best-selling patterns ever put on the market.

They are dainty and well-made, and your customers will approve of them.

Send for prices, or selection package, early, as we anticipate an unusual mail-order business from this week's advertisement.

New Accounts Solicited

We make the following lines

Brooches	*Hat Pins*
Scarf Pins	*Tie Clasps*
Cuff Buttons	*Fobs*
Handy Pins	*Crosses*
Bar Pins	*Sash Buckles*
Lockets	*Pendants*
Pocket Knives	

KOHN & CO
CAMP & ORCHARD STS.
NEWARK N.J.
1KO

The Blackinton Line

of 14-K. Gold Novelties is distinguished by those characteristics that have given the *Sterling Line* the Premier Position of all lines in the market to-day

Artistic Designs
Careful Finish

Skilled Workmanship
Reasonable Prices

Purses
Vanity Cases
Card Cases
Eyeglass and
Spectacle Cases
Lorgnettes
Corsage Pins
Cigarette Cases
Cigarette Holders
Cigarette Holder Cases
Match Boxes
Men's Card Cases
Pocket Knives

and a
Line of Chatelaine
Trinkets
such as

Vanity Powder Boxes, Bon-Bon Boxes, Coin Cases and Coin Balls, Lip Salves, Eyebrow Pencils, Hair Pin Cases, Memo Tablets, etc.



No. 4038
Engraved Vanity Case

Furnished in a Variety of Finishes:

Plain Polished
Engraved
Engine Turned

A Combination of
Engine Turning
and Engraving
and Plain
Straight-line
Engine Turning

Articles may be had in the Guinea Gold Finish if desired.

R. Blackinton & Company

Goldsmiths, Silversmiths and Jewelers

Factory and Main Office
North Attleboro, Mass.

Trade HB Mark

New York Salesrooms
15-17-19 Maiden Lane

BARROWS "NEW PROCESS" MEANS PERFECT CHAINS

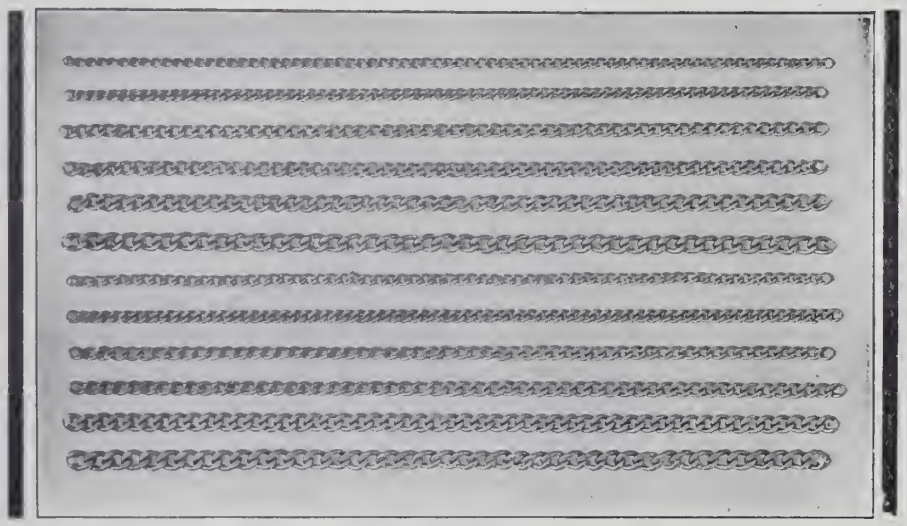
It's the Goods that Argue the Best

TALK and pictures are very well in their way—but the real argument is in the goods.

Barrows "New Process" is all and more than all the name implies. Revolutionizes chain making.

Protected by Letters Patent June 28, 1910, and Supplementary Patents. Infringements prosecuted.

BARROWS "NEW PROCESS" NECK CHAINS



SOLD ONLY THROUGH WHOLESALE TRADE

Made of best Rolled Plate, the finish secured is equal to that of expensive 14-karat goods.

Each and every chain is link-perfect. Every link soldered, every link separate, every link sound.

The chain is a multiplication of these perfections. Smoothest flowing chains on the market.

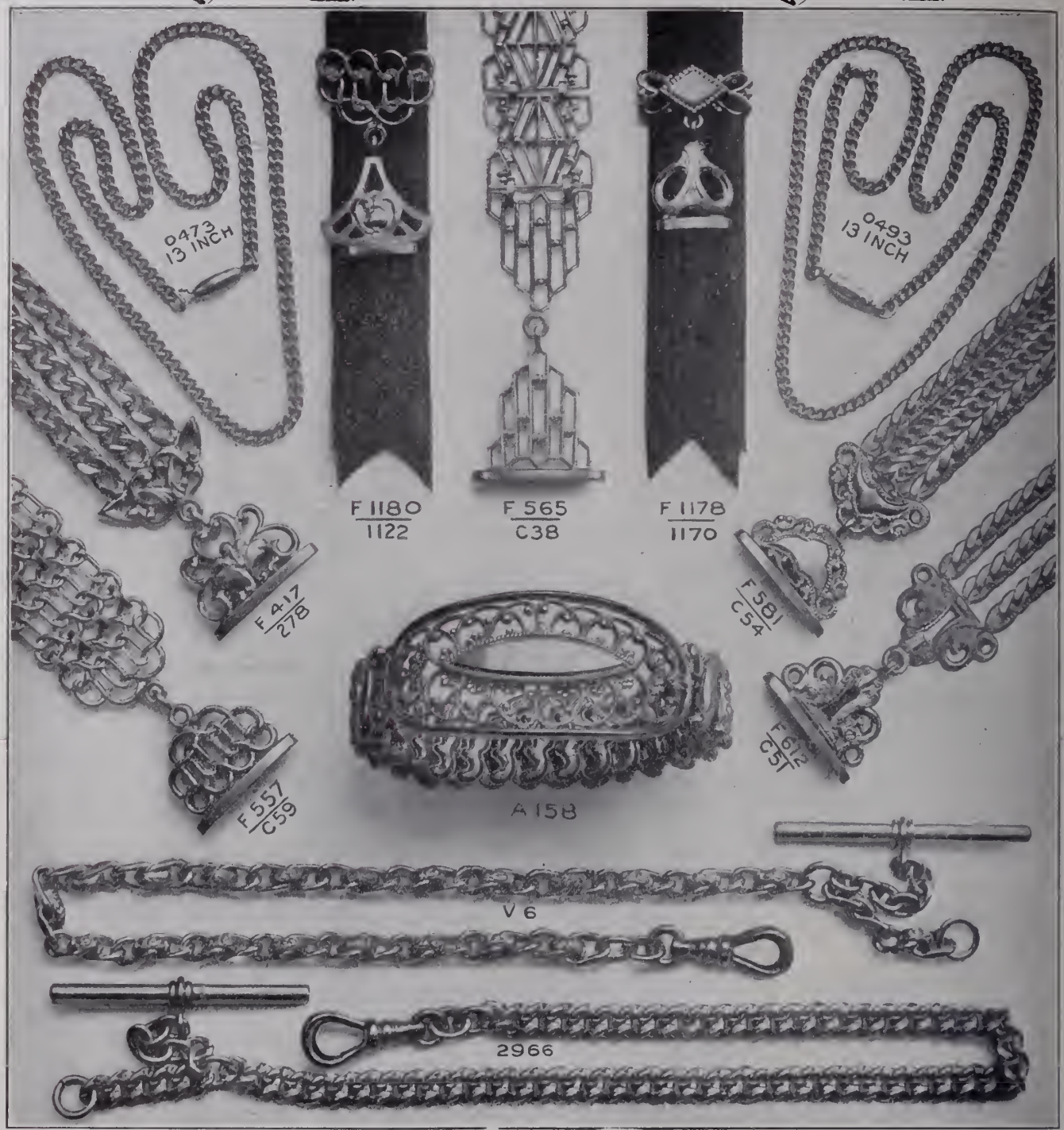
Look for Trade-Mark on tissues or easels, and for the initials ***H. F. B.*** on snap and spring ring.

THE H. F. BARROWS COMPANY

New York Office:
15-17-19 Maiden Lane

TRADE H.F.B MARK

Factory and Head Office:
North Attleboro, Mass.



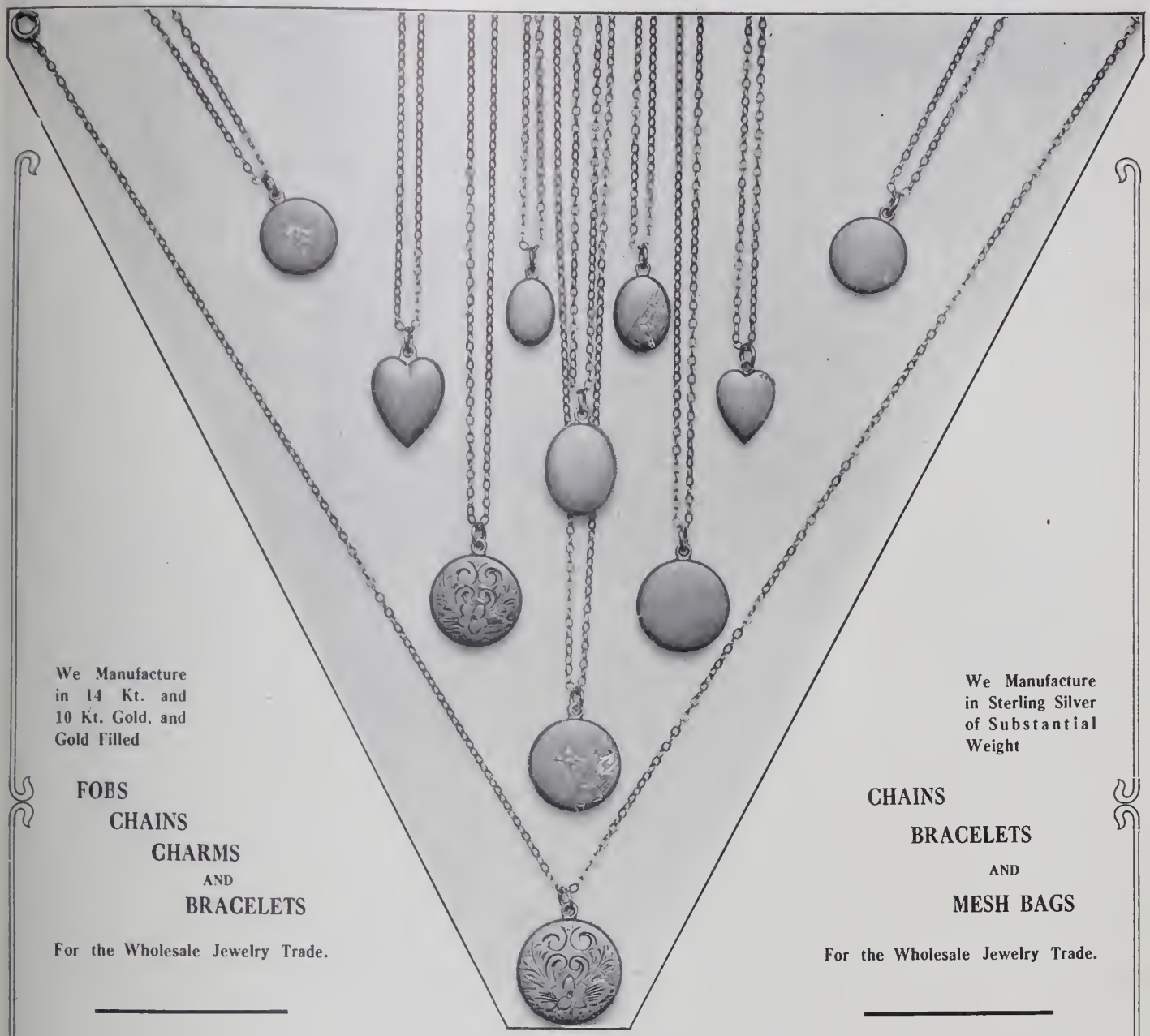
The D. F. BRIGGS COMPANY

ATTLEBORO :: MASSACHUSETTS

New York Office:
180 BROADWAY

Chicago Office:
29 E. MADISON STREET

London Office:
62 HATTON GARDEN



We Manufacture in 14 Kt. and 10 Kt. Gold, and Gold Filled

FOBS
CHAINS
CHARMS
AND
BRACELETS

For the Wholesale Jewelry Trade.

We Manufacture in Sterling Silver of Substantial Weight

CHAINS
BRACELETS
AND
MESH BAGS

For the Wholesale Jewelry Trade.

NECK CHAINS WITH CHARMS

IN 10 KARAT GOLD AND GOLD FILLED, THAT RESIST WEAR

We Illustrate a Few Examples that have been taken at random from our Extensive Line. We can furnish the Charms in Plain, Hand Engraved and Stone Set Patterns, in Plain Polished, Rose, English or Roman Finish. The Quality is Guaranteed, and the Present Prices Enable You to Dispose of Them Readily.

Write for our Catalog of Sterling Silver Mesh Bags

LOUIS STERN & COMPANY

Makers of Chains, Bracelets and Bags

158 Pine Street, Providence, R. I.

NEW YORK OFFICE
15 Maiden Lane
(*Samples only*)

UR Thimbles—Like UR Rings
Are Paragons of Excellence

Thimbles as Jewelry

UR

Look for Trade-Mark on Thimbles



The Standard Raised

UR

The Trade-Mark Guarantees Make and Quality

The UR Thimbles are as good as the **UR** Rings and Bracelets, for which this house is notable.

The line is exceptionally large, interesting and varied, as future announcements will show.

Thimbles are made in Gold, Silver and Gold Filled, and they embrace modern ideas in manufacture.

Distributed through jobbers only. Illustrated Thimble Catalogue showing over 100 modern designs sent on request.

Untermeyer, Robbins & Co.

Manufacturers of Rings, Bracelets and Thimbles

71 Nassau Street :: :: :: NEW YORK

Boy Scout Assortment

A Money Making Specialty for Jewelers



The tremendous growth of the *Boy Scout Movement* and the growing demand for *Jewelry insignia* has caused us to bring out a **Boy Scout Assortment** consisting, as shown by the illustration, of **Cuff Links, Scarf Pin, Ring** and **Lapel Button** made of Sterling Silver Oxidized, and bearing the Boy Scout of America slogan, *"Be Prepared."* Jobbers all over the country have samples and are stocking these goods.

They can be had either *separately* or *carded* complete as desired. A display of these goods in your window will result in big business.

"Be Prepared"

for it by writing or wiring an immediate order to your Jobber.

OSTBY & BARTON CO.

PROVIDENCE ~ RHODE ISLAND

9 MAIDEN LANE NEW YORK N. Y.

424 SOUTH BROADWAY LOS ANGELES CAL.

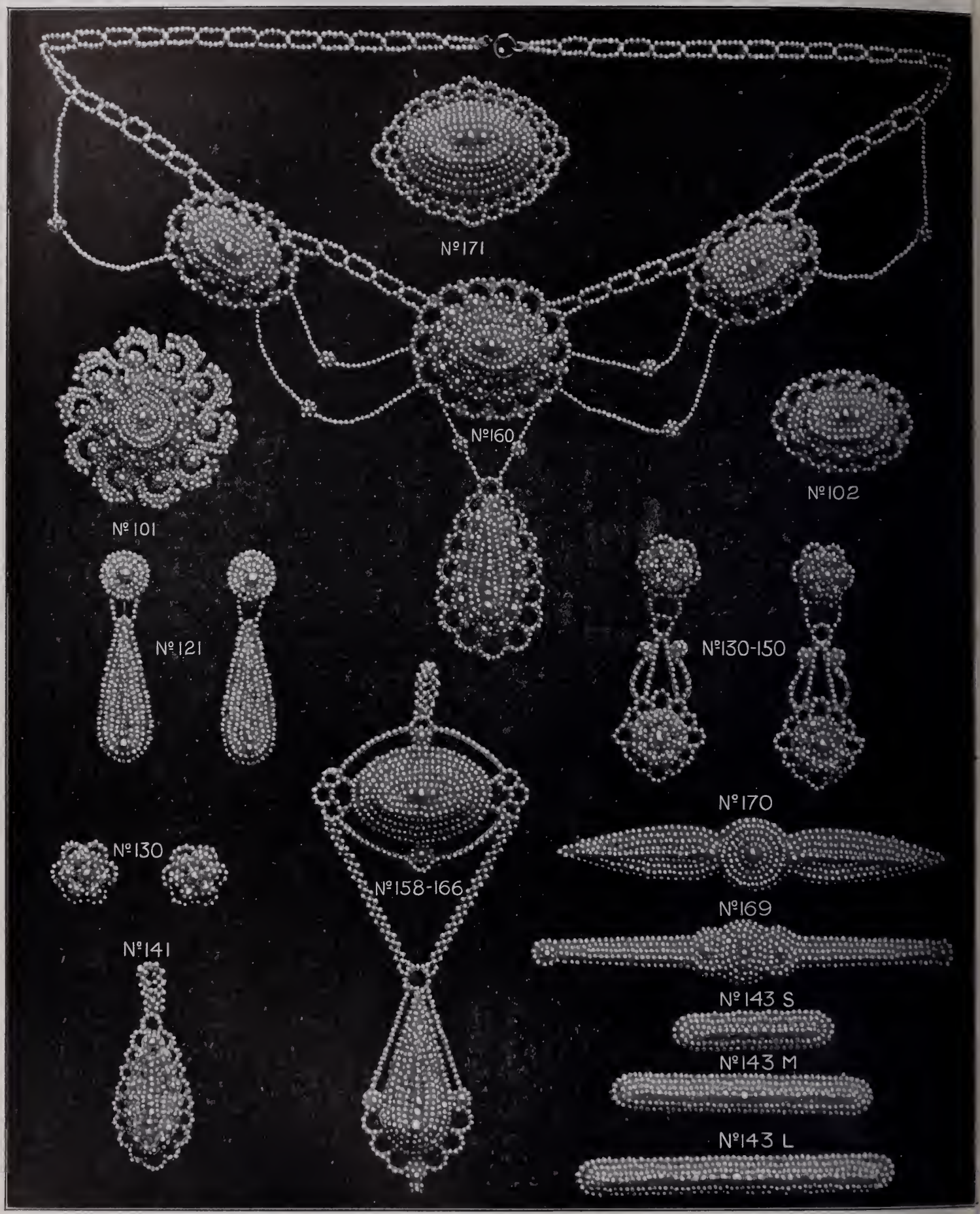
31 NORTH STATE ST. CHICAGO ILL.

"Everything in Rings"

Ask Your Jobber

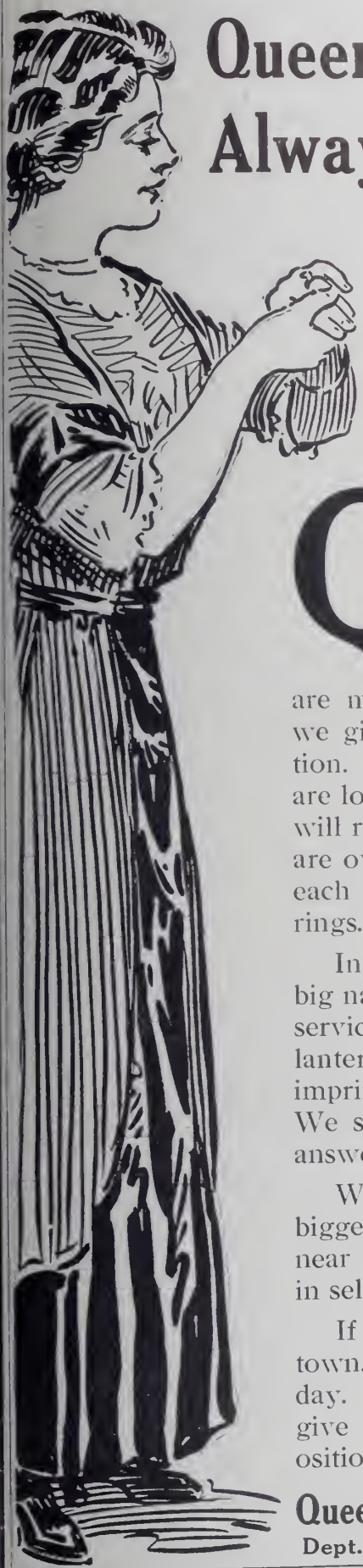
OB 10K

OB 14K



SEED PEARL JEWELRY

VAN DUSEN & STOKES CO.
1123 CHESTNUT ST., PHILADELPHIA, PA.



Queen City Guaranteed Rings Always Retain Their Sets

That's why your customers tell their friends about Q. C. Rings. That's why your customers come back to you for more Q. C. Rings. That's why your ring business grows by leaps and bounds.

Q. C. Guaranteed Rings

are made with great care by skilled hands. This explains why we give a printed guarantee that is positively without qualification. This guarantee means that if any stones (except diamonds) are lost at any time, the Queen City Ring Manufacturing Company will replace those stones without any charge whatsoever. There are over 2,000 designs to choose from. The Q. C. stamp is inside each ring. This is your customer's protection against inferior rings. It is *your* protection too.

In addition to the constant advertising we are placing in the big national magazines, we furnish you without cost an electro service for local advertising, elegant window display material, lantern slides, brass agency signs, ring catalogues with your own imprint for general distribution and other helpful material. We send to your store all persons from your territory who answer our advertisements. We never sell direct.

We confidently believe that Q. C. Rings are the biggest value offered to the trade today at anywhere near the price. Biggest in intrinsic value. Biggest in selling features.

If you want the exclusive agency in your town, fill in and mail the corner coupon today. Then we'll hold it open until we can give you full details of our attractive proposition.

Queen City Ring Mfg. Company
Dept. B BUFFALO, N. Y.

Queen City
Ring Mfg. Co.
Buffalo, N. Y.
Dept. B.

Gentlemen:
Please let me know the details of your proposition on Q. C. Rings and hold open the exclusive agency in this territory until I see your representative.

Name.....

Address.....

CRUSH THE DEMON!

That little devil of worry is certainly a hard proposition. You can't lock him in your desk along with overdue bills and other valuable records. He follows you home and prods you with the question: "What are you going to do to improve business?"

Do? Just what jewelers all over the country are doing who are tired of slow sales and narrow profits. Stock up with STERNAUWARE, to which some remarkable, quick-selling additions have just been made, such as Serving-Sets, round and diamond-shaped, in new designs; Glass-Holders and Bottle-Holders, copper, nickel-plate and silver-plate; Whiskey-Sets, handy and artistic; Tiles with Delft Decorations; Mission Finish and Glass Trays, the latter with etched designs and star-cut centers, and a rarely attractive line of Smokers' Articles, including the new Sternau Sanitary Humidor in many styles.

Send for the Blue Book, an up-to-date descriptive list of the Wonderful Sternauware Metal Goods. Then crush the worry demon—and forget him.

S. STERNAU & COMPANY

NEW SHOWROOMS
305 Broadway
N.W. Cor. Duane Street
NEW YORK CITY

MAKERS OF
STERNAUWARE
COMPRISING
Fancy Teakettles, Chafing-dishes and their Accessories, Coffee-machines, Trays, etc.

OFFICE and FACTORY
195 Plymouth Street
BROOKLYN, N. Y.

If it burns ALCOHOL we make it.



If it burns ALCOHOL we make it.

The
New and
Exquisite

Sea-Garden Pearl Strands

(La Perle du Jardin Oceanique)

THE PLEASING allusion in the name Sea-Garden Pearls to tropical submarine vegetation gives to them a delightfully picturesque association.

The reproduction is not of those natural pearls which are so rare and costly as to be almost unattainable; but is rather of the more popular though not less beautiful ones which fortunately come more within the possibilities of most of us.

True, there are interesting little irregularities which, being reproduced, add to the perfection of the reproduction. Sea-Garden Pearls have the look, color, lustre, weight, feel, and even the blemishes of the originals.

In fact, if a strand of the natural pearls and one of Sea-Garden Pearls were placed side by side, even a jeweler might be pardoned for hesitating to say which was which.



THE RESPONSE the trade made to the introduction of Sea-Garden Pearls has encouraged the importers to offer free a handsome Silk Lined Case to all dealers enterprising enough to order a full assortment of eight sizes.

The house does not ask the trade to judge by hearsay regarding the exceptional beauty and general superiority of these goods; and will be glad to furnish ocular demonstration in the shape of *SELECTION PACKAGES* sent on request.

D. Lisner & Co. have the exclusive importation and control of Sea-Garden Pearls for the United States and Canada. Correspondence invited.

PRICES

Five uniform and three graduated sizes priced as follows:

Uniform Sizes - - $15.00 per Strand
Graduated Sizes - - 18.00 "

D. Lisner & Co.

Creating Importers of Jewelry Novelties

One-Forty Fifth Avenue, cor. 19th St.

NEW YORK

SOCIETY EMBLEMS

EMBLEMS TRADE MARK



Our

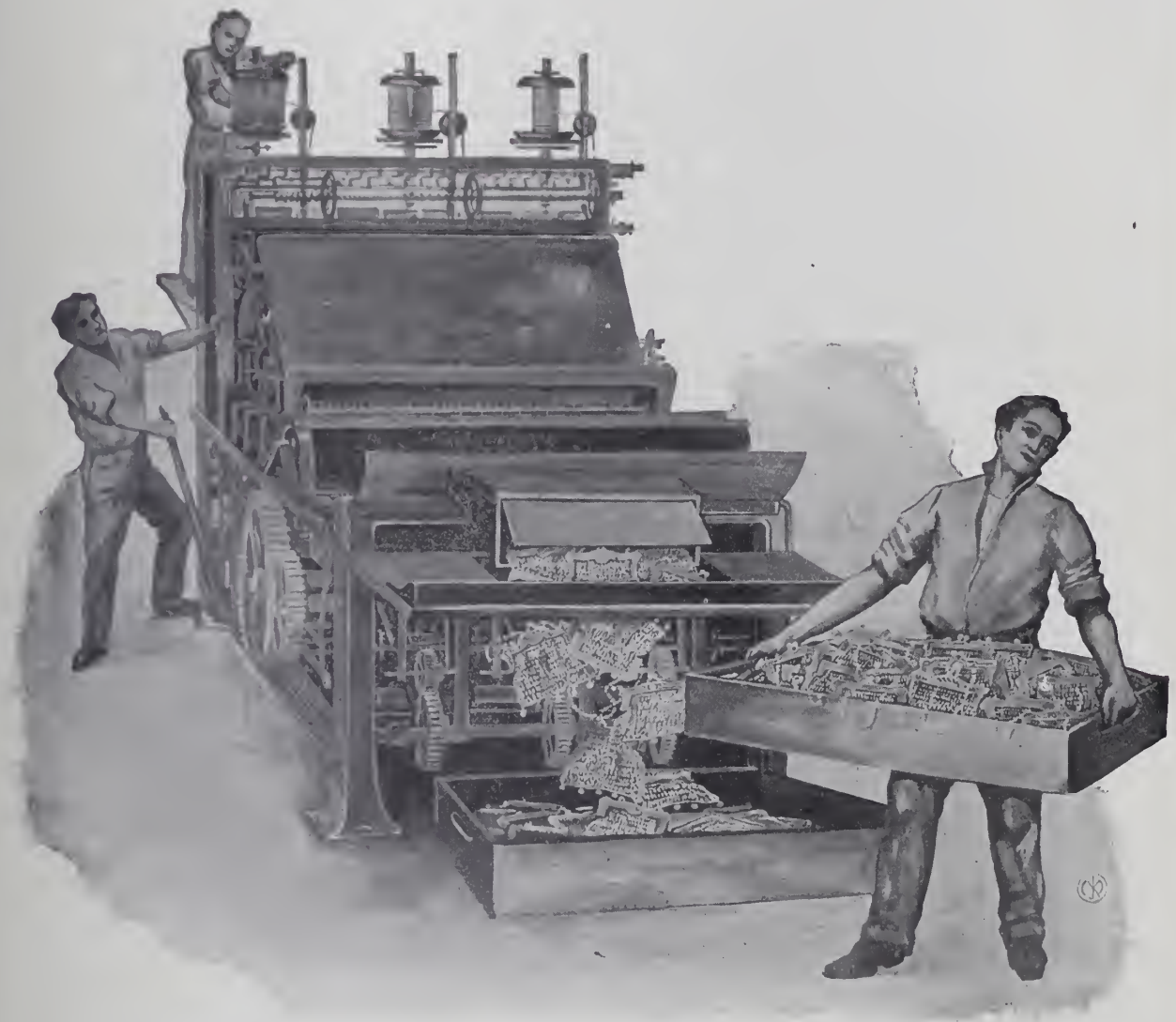
Emblem Knives

together with our Emblem Brooches form a combination of selling forces that one part of your business will profit by. Sterling Silver, hard enameled and a fine quality steel blade. May we send you our prices?

THE WILLIAMS & ANDERSON CO., Providence, R. I.

Capacity 2,000 Bags Daily

We are the only Manufacturers of Mesh Bags made by Machine



Machine-made mesh is distinguished by its smoothness, soft silky flexibility and tough wearing qualities. Over 800 different styles, from the smallest to the largest, at prices which bring a generous profit to the dealer. Your jobber will supply you with W. & D. Co. goods.

WHITING & DAVIS CO.

NEW YORK OFFICE: 7 Maiden Lane
CHICAGO OFFICE: 31 No. State Street

Plainville (Norfolk Co.), MASS.

We Manufacture the Most Extensive Line of

STERLING SILVER

MESH BAGS and PURSES



A Favorite Number—made in 5 sizes, 3½, 4, 5, 5¾ and 6¾-inch, with Plain, Engraved or Engine Turned Frame. Many Other Attractive Styles

PLEASING DESIGNS—QUICK SELLERS—GOOD VALUES

Write To-day for Prices or Selection

REAL GUN METAL BAGS
Long Chains
Cigarette Cases
Novelties

STERLING SILVER CHAINS
Plain
Fancy and
Snake Patterns

ERNST GIDEON BEK

Factory: Pforzheim, Germany

35 Maiden Lane, New York



Sterling Silver Toilet Ware

When you are in New York make it a point to examine not only our Sterling Toilet Ware but other lines in

STERLING SILVER **SILVER PLATE**
SILVER INLAID **SILVER DEPOSIT**
AMERICAN RICH CUT GLASS

Our display in these lines exceeds that made at the world's expositions. Variety is assured by the number of our producing plants.

International Silver Co.

WAREROOMS:

18-22 John Street
(Subway Entrance)

9-19 Maiden Lane

NEW YORK

FACTORIES:

THE BARBOUR SILVER CO.
THE HOLMES & EDWARDS SILVER CO.
MERIDEN BRITANNIA CO.
THE MERIDEN CUT GLASS CO.
1847 ROGERS BROS.
ROGERS & BROTHER.
ROGERS, SMITH & CO.
WILCOX SILVER PLATE CO.
THE DERBY SILVER CO.
WILCOX & EVERTSEN.
THE MERIDEN SILVER PLATE CO.
THE WM. ROGERS MFG. CO.
THE ROGERS & HAMILTON CO.
SIMPSON, HALL, MILLER & CO.
THE WATROUS MFG. CO.

GENERAL OFFICES: MERIDEN, CONN.



Show up The John Hancock

Bring it to light — Display it in your window. It's a drawing card for your Sterling Silver Tableware trade and will reflect credit on the Jeweler who shows it.

Rich and bright — beautifully ornamented and finished. A pattern that fills the growing demand for tableware that is simple in character, yet has enough ornamentation to give beauty and elegance to table settings.

Should you be so unfortunate as not to have this pattern in stock — send at once to "Ye Silver Shop" at Greenfield. Don't lose profitable sales!



TRADE MARK R&L BCo STERLING

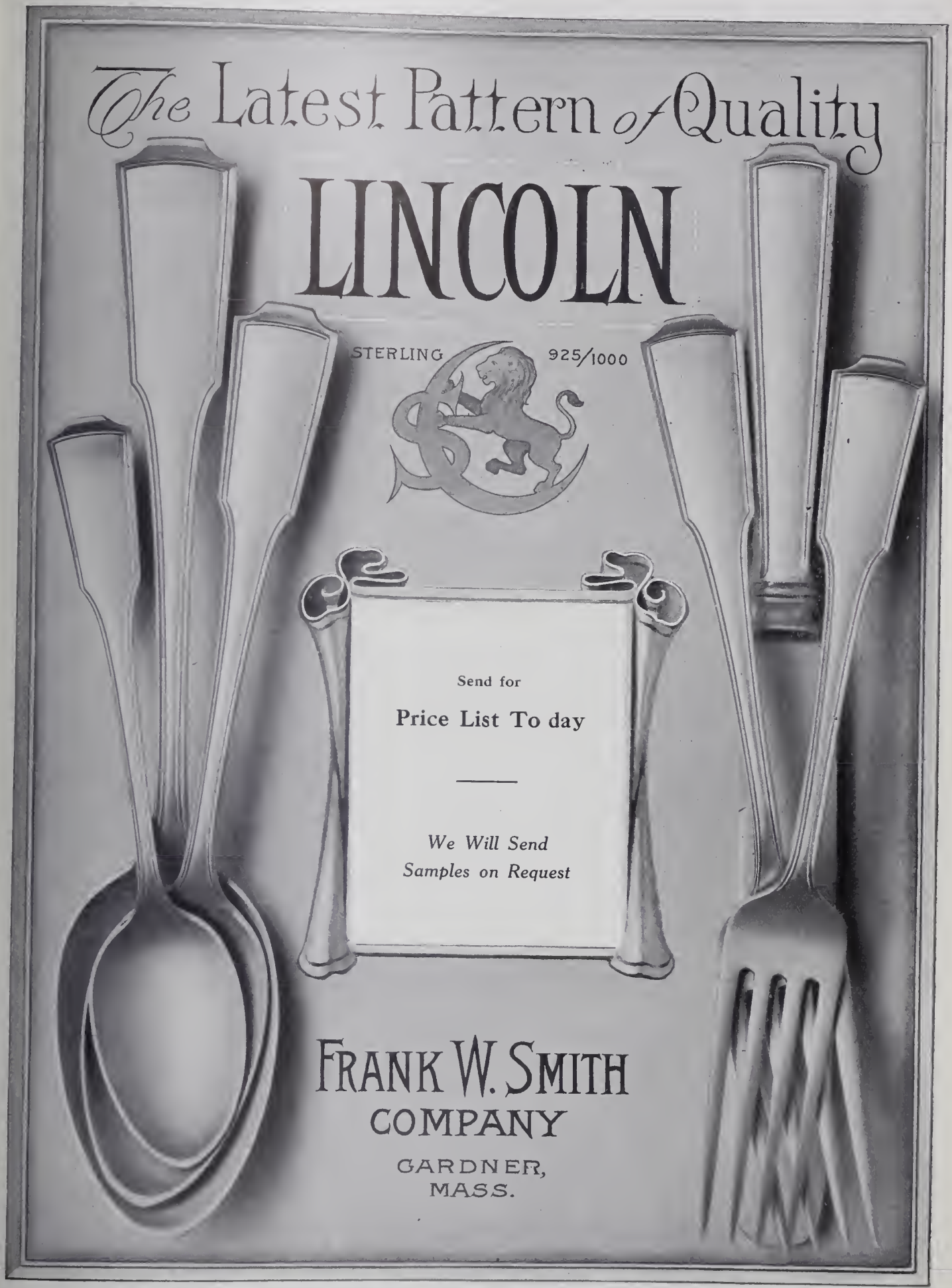
Rogers, Lunt & Bowlen Co.

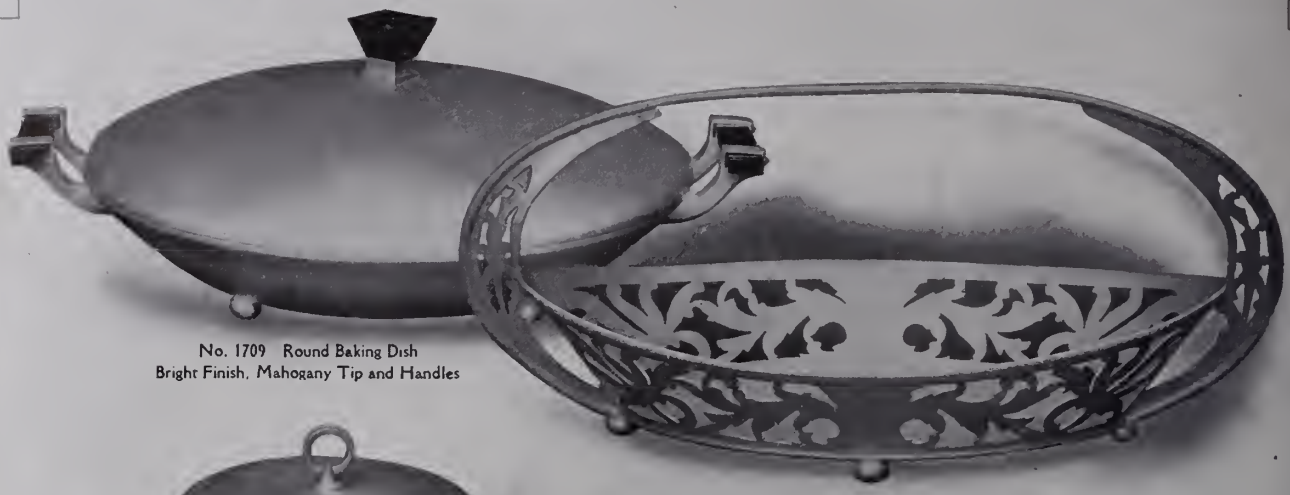
Silversmiths

MAIN OFFICE AND FACTORY

Federal and Norwood Sts., GREENFIELD, MASS.

NEW YORK: 15-17-19 Maiden Lane SAN FRANCISCO: 717 Market St.


The Latest Pattern of Quality
LINCOLN
STERLING
925/1000
Send for
Price List To day
We Will Send
Samples on Request
FRANK W. SMITH
COMPANY
GARDNER,
MASS.



No. 1709 Round Baking Dish
Bright Finish, Mahogany Tip and Handles

No. 3100 Breakfast Roll Basket
Bright Finish, Pierced



No. 1251 Cracker and Cheese Dish
Bright Finish, Pierced, Glass Lining in Cheese Dish



No. 3301 Lemon Dish
Bright Finish, Pierced, Glass Lined



No. 3300 Lemon Dish
Bright Finish, Pierced, Glass Lined



No 1206 Coffee Set
Bright Finish, Mahogany Handles and Tip, Plate Glass Server

Silver Plated Ware De-Luxe

IN THE SAME OLD, RELIABLE QUALITY OF YEARS AGO
NONE BETTER, NONE HANDSOMER AND NONE MORE DURABLE

Made Exclusively by

Simpson, Hall, Miller & Company

INTERNATIONAL SILVER CO., Successor

At Their Factories

WALLINGFORD, CONNECTICUT, U. S. A.

NEW YORK
9-19 Maiden Lane

CHICAGO
5 No. Wabash Ave.

Illustrations one-third size

TRADE
1847 WALLINGFORD CONN. BY SIMPSON HALL MILLER & CO U.S.A.
MARK

SAN FRANCISCO
150 Post Street

TORONTO
33-41 Hayter St.

OTHER WOODSIDE NEWS PAGE IN THE KEYSTONE

Why Lose Early Holiday Sales?

Every season people buy holiday gifts earlier. They dread the prostrating later rush. They prefer to shop when stocks are fresh and service right.

Are *you* prepared for this profitable early trade? Is your stock in shape? If a good customer walked into the store to-day, could you show new goods? Or would you lose a sale?

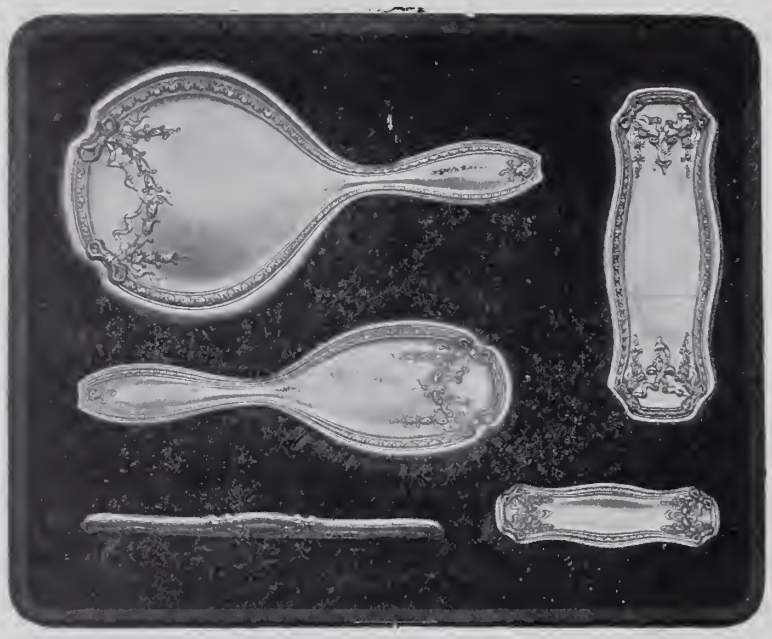
Get the "Jump" on Competition

with an early display of Christmas stock. Don't wait until your selling season starts before filling needs. Don't worry over non-arrival of goods in "harvest time." Avoid disappointment. Make your season a bigger success.

Write for Your Catalogue To-Day

Whether you spend $1 or $1,000—our book will help you. Whether you want little specials as leaders or heavier staples to make your business win—you'll find them in our 72 page book of sellers—and always at lowest prices.

The showing of toiletware alone is worth your special attention, and this is only one of the many features. Here you will find fifteen full-sized sets priced so you



One-Fourth Actual Size

No. 3157 Complete, $30.30

Subject to Jewelers' Circular Key and 5 per cent. 30 Days.

This 5 piece combination proves how reasonable our prices are.

Make 15 to 20% More Profit

on every piece you sell—and Woodside Silverware sells quickly. Your critical customer instantly appreciates the smart individuality of designs and superiority of workmanship evident in every piece.

Get your catalogue to-day. See what values you get by the elimination of travelers' expense accounts. Send in your order early and see how your business "booms"—when you buy direct by mail.

CHOOSE More Goods for the Same / The Same Goods for Less MONEY

Woodside Sterling Company

170 Broadway New York

MANNING, BOWMAN & CO., Meriden, Conn.

NEW YORK CHICAGO SAN FRANCISCO

Manning-Bowman Coffee Percolators Make best Coffee

Chafing Dishes Alcohol Gas Stoves Tea Ball Tea Pots
Tea and Coffee Pots Casserole Dishes

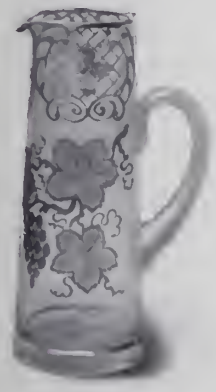


Baking Dishes
Hotel Ware
Prize Trophies
"Eclipse"
Bread
Makers, Etc.

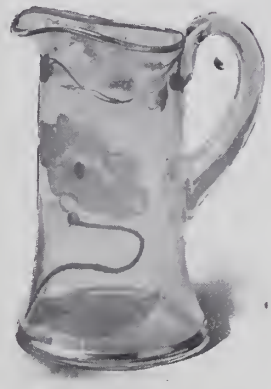
New catalog No. 56 J. sent on application.

"UTOPIAN" Silver Deposit Ware

The Best-selling Line of Suitable Holiday Gifts Ever Produced



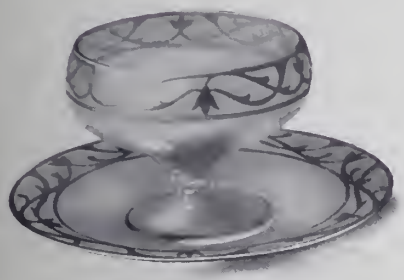
JUG - - - - $7.50
10½ in. high



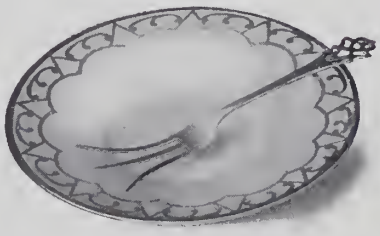
PITCHER - - - - $6.00
9 in. high

Each of the hundreds of pieces which make up the superb "UTOPIAN" line possesses to a marked degree the true characteristics of the *appropriate* Holiday Gift—it is both *artistic* and *useful.*

"UTOPIAN" Silver Deposit Ware is distinguished from all others by its SUPERIOR QUALITY—the silver is the *purest* and *heaviest* used in such goods, and is deposited on the best grades of china and glass by our own secret process, insuring a *permanency* not possible by any other depositing method. Yet, our prices are very moderate.



SHERBETS
Cups - - - $12.00 Doz.
Plates (5¼ in.) - 8.00 Doz.



LEMON DISH and FORK $1.80
Dish, 5¼ in. diameter

Complete Catalogue, fully illustrated from photographs, sent upon request

Prices quoted here subject to Jewelers' Circular Key

TERMS: 6 per cent. 10 days; 5 per cent. 30 days—F. O. B. New York



SUGAR and CREAM SET $7.50
Sugar, 2¾ in. high
Cream, 5 in. high



SUGAR and CREAM SET $3.00
Sugar, 2¼ in. high
Cream, 3½ in. high

UTOPIAN SILVER DEPOSIT & NOVELTY CO., Manufacturers

54 West Twenty-second Street, New York



A NEW HAND ENGRAVED CIGARETTE CASE
Made in two thicknesses to contain either a single or double row
Single - (No. 1900) may be retailed for $9.00
Double (No. 1642) may be retailed for $9.75

Silverware bearing this trade-mark denotes sterling silver 925-1000 fine.

Chicago Office, 910 Heyworth Bldg.
New York Office, 37 Maiden Lane
San Francisco Office, 717 Market St.

Our Product in Sterling Silver

to-day is superior in every particular to any line that this concern has devised during its existence of over half a century. This claim is proven in our

ILLUSTRATED CATALOGUE

showing prices and designs, which we will send upon request. It contains full information concerning our new ideas in

Toiletware, Manicure Pieces and Sets, Sandwich Plates, Cups, Jam Jars, Strainers, Hollowware, Casters, Lemon Dishes, Salts and Peppers, Condiment Sets, Candlesticks, Novelties, etc., in Sterling Silver. They are illustrated, explained and priced in our Catalog, which we will send to you upon request.

May We Mail You One?

JAMES E. BLAKE CO.

ATTLEBORO, MASS.

HARRISON
Umbrellas
and Walking Sticks

Our long experience in making for the Jewelry Trade has given us to *know* just what that trade demands in a fine Mounted Umbrella or Walking Stick.

This Season's Productions exceed all our former efforts in beauty of design, workmanship and finish.

Trade-Mark

W. W. HARRISON CO.

Makers of
Umbrellas and Walking Sticks
OF THE BETTER SORT
5th Ave., Cor. 34th St. NEW YORK

Established
1876

Purchase reliable merchandise at legitimate prices and you will make your business a big success. Every article manufactured by us is guaranteed.

Ask For Bigney's
"Mirror Finish" Chains

Send For One of Our Velvet Gold Embossed Banners



S. O. BIGNEY & CO.

New York Office: 3 Maiden Lane

Attleboro, Massachusetts

"PARISIAN IVORY"

FRENCH CELLULOID

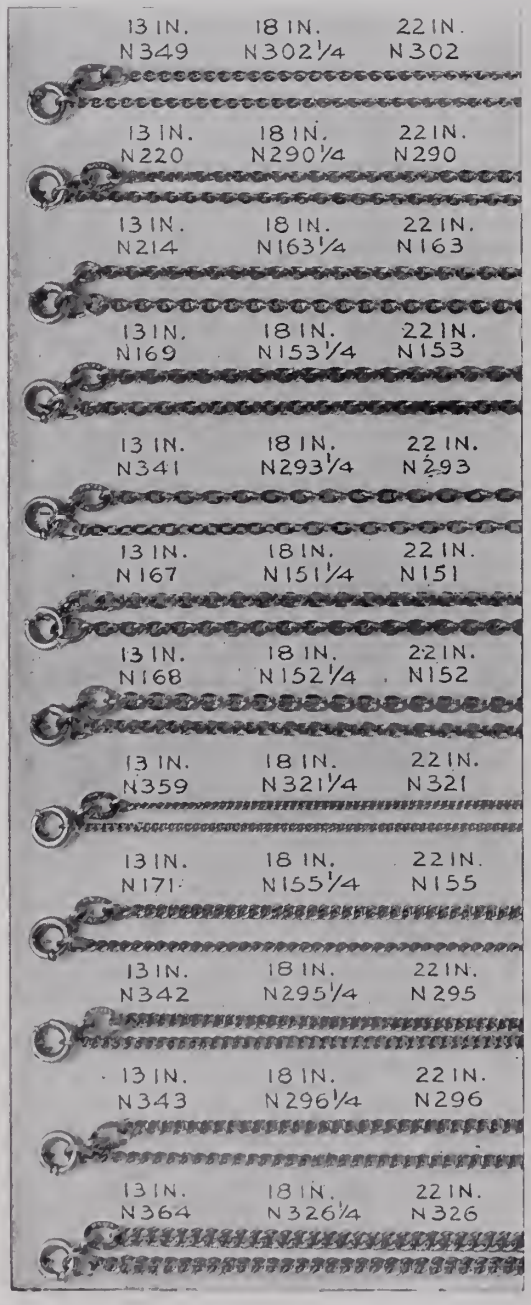
Its growing popularity has made it a most desirable addition to a Jeweler's Stock.
A visit of inspection will be of interest. There are big profits and quick sales in this new line.
We have an unlimited variety of Toilet Articles, Photo Frames, Clocks, Desk Requirements and Novelties.

DEITSCH BROS. D TRADE MARK **14 E. 17th St., New York**

Bates & Bacon's New Method Chains

are the best, single-soldered link on the market. Made of the best seamless gold-filled wire. Warranted not to kink.

Every chain is stamped with Bates & Bacon's name on ring and all chains are guaranteed



Bates & Bacon

Chains
Lockets
Bracelets

Attleboro
Mass.

NEW YORK: 9 Maiden Lane CHICAGO: 31 North State St.

BLISS BROTHERS COMPANY

THE LINE OF QUALITY

Sold only through Jobbers





LOCKET

B CO

Trade Mark



L 4335



L 4224

Ask Your Jobber for

The **LINE** of **QUALITY**

We have just issued an illustrated three color Booklet descriptive of our line. Drop us a line if you have not received it.

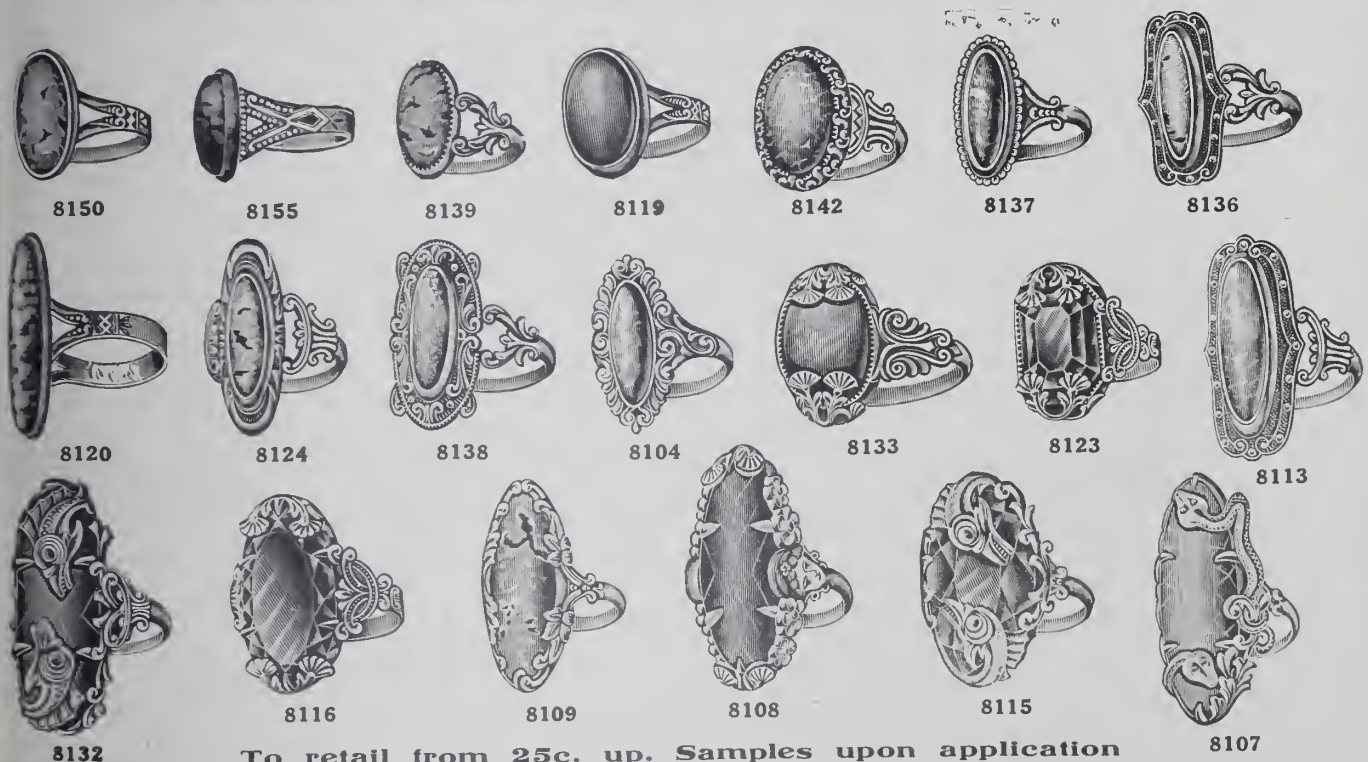
CHARMS
SCARF PINS
BUTTONS

Bliss Bros. Company
Attleboro, Mass.

LOCKETS
BRACELETS
FOBS



STERLING SILVER RINGS



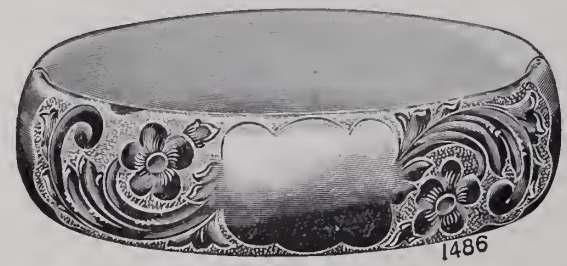
To retail from 25c. up. Samples upon application

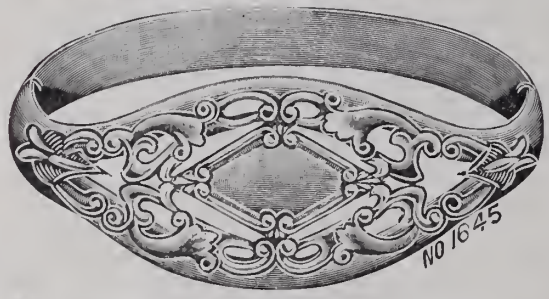
RHODE ISLAND RING CO., 21 Eddy Street, Providence, Rhode Island

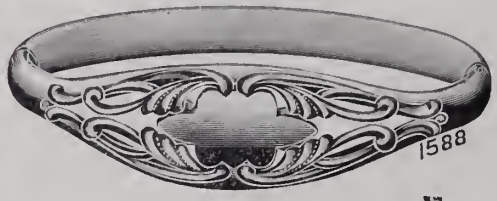
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FACTORY AND MAIN OFFICE
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CHAINS and BRACELETS









A few of the many designs we make. Over 1,000 in all.

The EXCLUSIVE FEATURE of the PATENT SAFETY GUARD makes an exceptional talking point. Prevents bracelets from opening too wide, thus preventing breakage of joint, yet opens wide enough to fit any wrist.

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Our itinerary includes Fobs, Bracelets, Neck, Lorgnette and Vest Chains in HIGH-GRADE GOLD-FILLED.

In SOLID GOLD we make Neck, Lorgnette and Vest Chains, Scarf Pins, Pendants, and La Vallieres.

Ask your jobber to take you on a TRIP through our line.



SOLD THROUGH
JOBBERS ONLY

Look for
PR-ST-CO
Stamped on Spring Rings and Swivel of all Chains

Look for
PR-ST-CO
Stamped on Swivel of Coat Chains, etc.

SAMPLE OFFICES { 11 Maiden Lane, NEW YORK
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THE PEN OF QUALITY

M. T. & Co. Gold Pens, Ladder Underfeed, Gold Top Feed, Patent Screw Cap

ABSOLUTELY NON LEAKABLE

Durability
Reliability
Simplicity
Security

NO RODS OR VALVES TO GET OUT OF ORDER



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PROVE THE SUPERIORITY OF THE SWAN SAFETY FOR YOURSELF

LET US SEND YOU A SAMPLE FOR YOUR EXAMINATION AND TEST

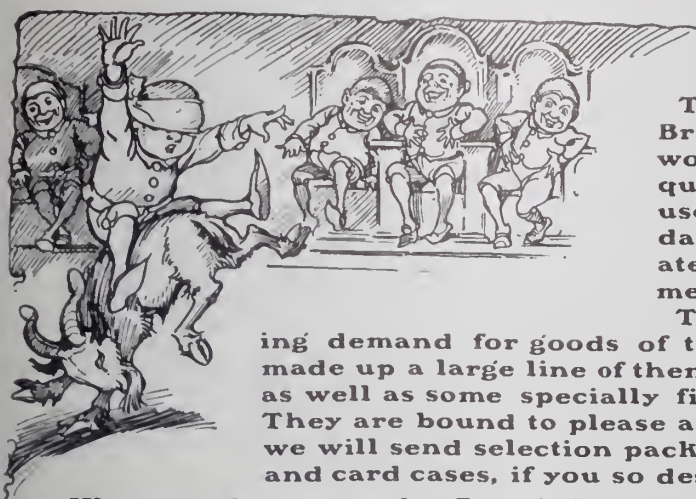
PRICES $2.50 UP

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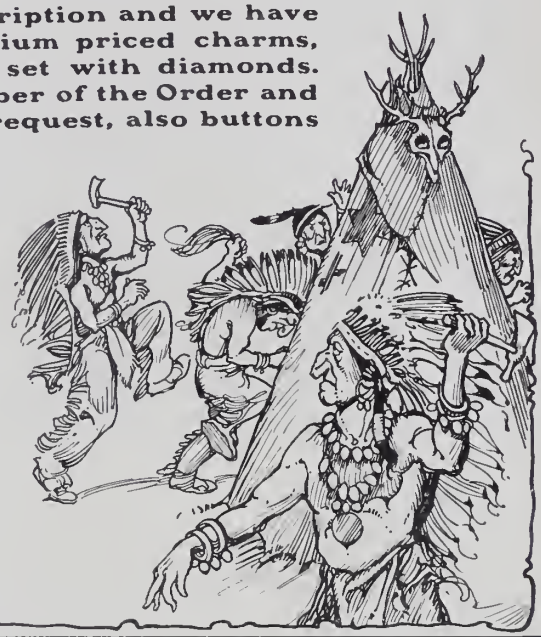
The campfires are lighted and the Brothers are gathering in force. Active work has begun and the Elk lodges are quite busy. The elk teeth have been used as ornaments from early Indian days and are now worn, in appropriate mountings, by many prominent members of the Order.

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We manufacture under Permit No. I from the Grand Lodge.

We also carry a large assortment of Moose, Eagle, Masonic and all Fraternal goods.

Our "Sellers" will help build up your trade. Write us for a selection.



HENRY FREUND & CO.

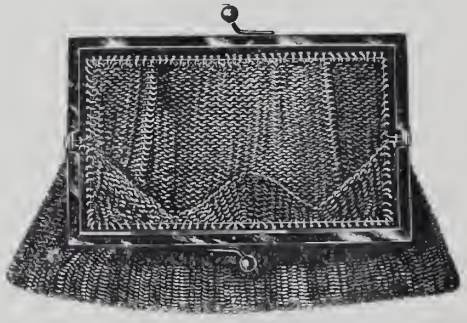
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Our Trade Mark "The Rose" stands for quality and excellence and is equal to a Government stamp.

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"The Quality's There"



The Bag Displayed (⅓ size) is *Only One* of Our Extensive Line, made in

2¾-3¼-4-5-5½-6-7-8 inch Tops

IN

Regular and Extra Fine Mesh, Herring Bone and Accordion Weave.

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Nothing you have shown in years will impress your best trade so well.

The art of creating new and snappy jewelry, the kind that moves quickly has been our specialty for a long term of years—A small sample order will give you ample proof.

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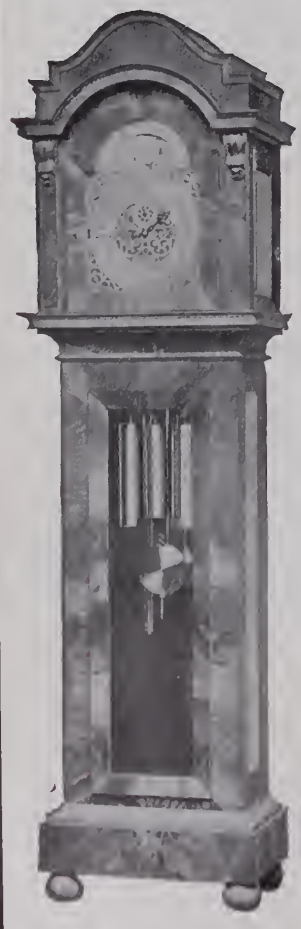
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FISHEL NESSLER COMPANY

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Our New Patterns in

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Marble Clocks
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are shown and priced in our new Illustrated Catalog. We will be pleased to send you one.

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C. H. ALLEN **Established 1896** W. H. LAMB

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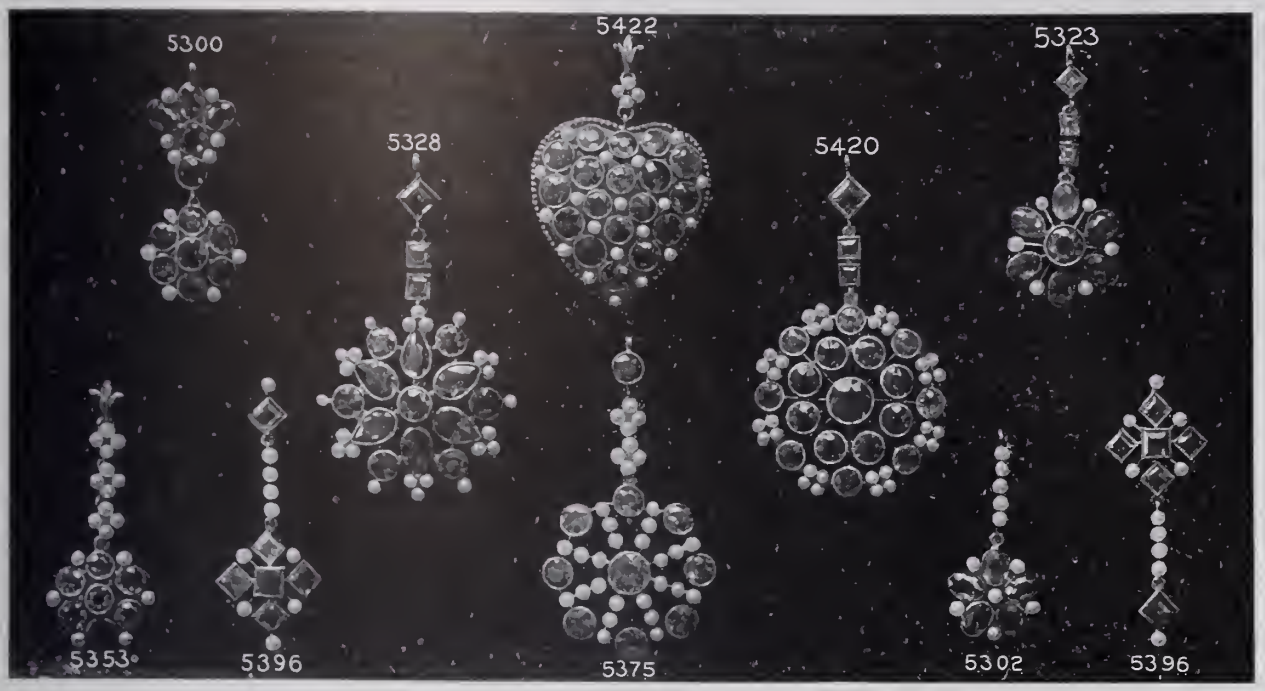
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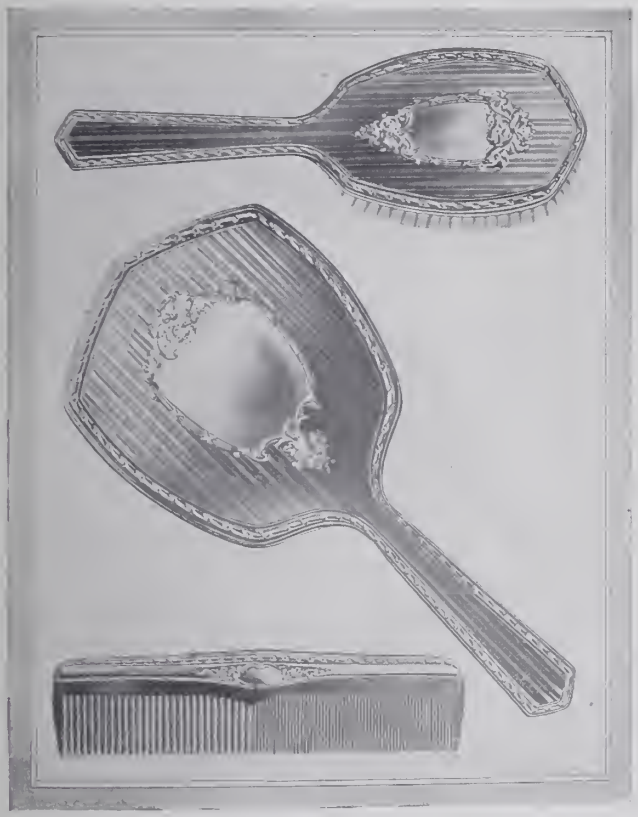
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C. A. BRIGGS, Pres. R. S. BLAKE, Treas. C. S. TROW, Secy.

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The Dolly Varden

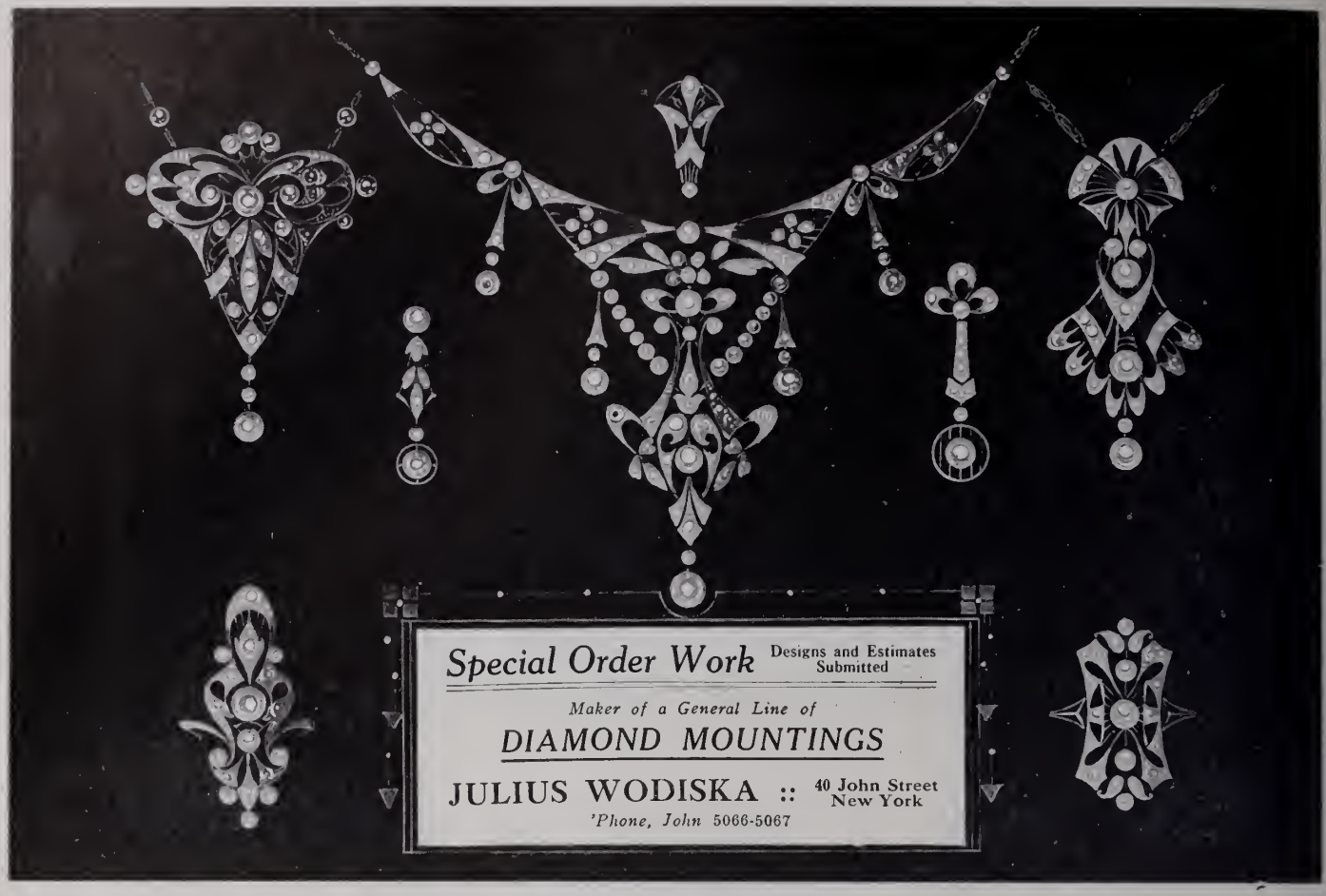
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BUT

you never "buy a pig in a poke" when you buy a *Solid Gold* Case—that's just BULLION and ART, that's all;

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RING MESH BAGS
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14K, 10K Gold, Platinum, Diamond Goods, Silver Novelties and Silverware.
Because These firms Employ the Most Expert Artisans In the Jewelry World and Produce the Newest and most Artistic Lines Shown to the Trade.

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Crown Quality Ring Mountings Made in Gold and Platinum
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COMPARE a set of

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made of mother-of-pearl mounted in Krementz Quality Rolled Gold Plate, with any other studs of supposedly similar grade on the market.

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4. Quality stamped on the back of each stud or button, and guaranteed.
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6. They can be sold profitably at a price that compares favorably with any other goods.

Remember



They go in like a needle without marring the stiffest linen shirt bosom, and they

HOLD LIKE AN ANCHOR
EASY TO BUTTON; EASY TO UNBUTTON



And the *satisfied customer* for an evening dress set, will later buy a plain rolled gold or solid gold set, for business wear.

KREMENTZ CUFF LINKS to match all studs and buttons.
They are extensively advertised to create a demand.

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Candlestick Is Shown Here

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ARE COMPLETE IN VARIETY, CORRECT IN QUALITY AND PERFECT IN FINISH. WE MAKE EVERY VARIETY OF FINGER RINGS

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Vanity Cases, Mesh Bags and Purses in Gold and Silver, plain, engraved, engine-turned and etched designs.
All styles of Fancy Design Chains for Men and Women in 14 Kt. Gold and Platinum, including Lapel Chains, also Sautoir Chains in Fancy Enamels with Lockets to match.
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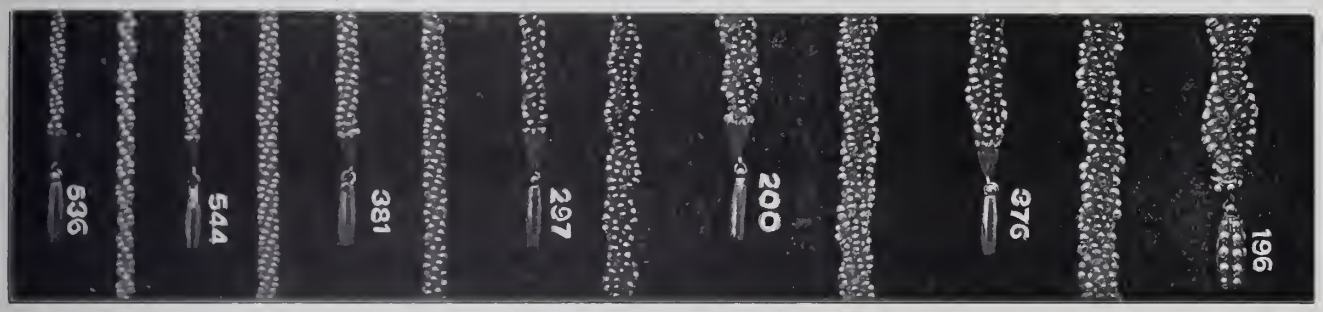
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QUALITY without style will not sell;
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A Covered Catch with Safety Appliance
which may be attached
at any time without removing the catch



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Neck Chains and Lorgnette Chains for Women
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Many of which we carry in stock for immediate delivery

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Write us for prices, etc.

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Spring Swivels, Bolt Rings, Snaps, Etc.
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Also made to hold 1 to 6 pictures.

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New York Salesroom, 683 and 685 Broadway

Phone Gramercy 5265 Established 1879

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INCORPORATED
MANUFACTURERS OF
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MONOGRAM CHINA AND GLASS

Complete Line of
Bohemian and Domestic Glass
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Gold Band and Monogrammed

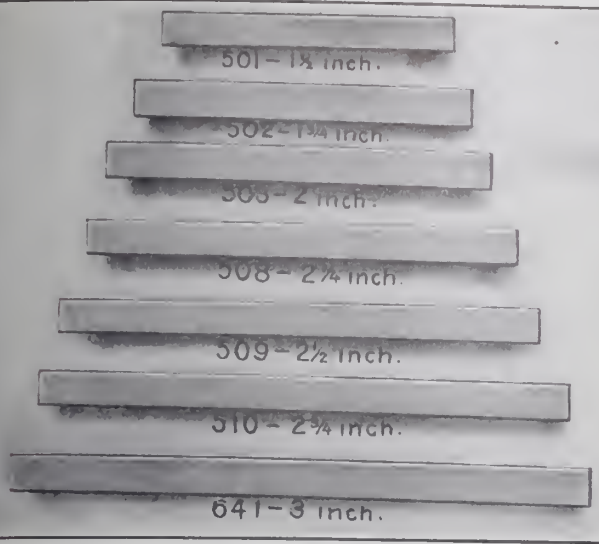
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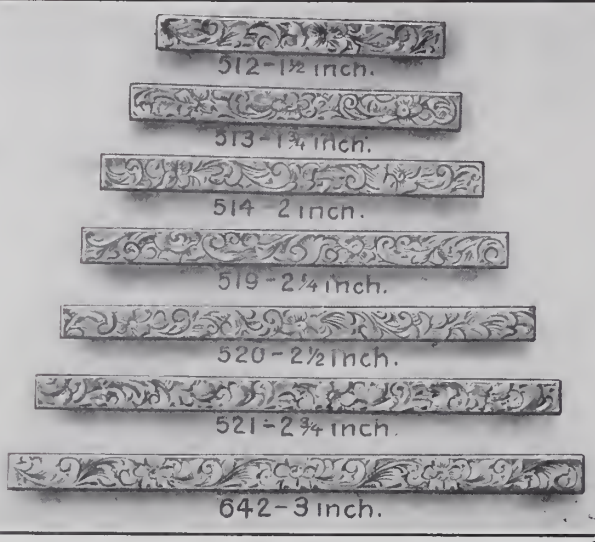
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503	2.00
508	2.50
509	3.00
510	3.62
641	4.00
512	1.75
513	2.12
514	2.50
519	3.00
520	3.50
521	4.00
642	4.50

We confidently claim that nothing has ever been made in bar-pins to excel these staples at these extraordinary prices. Every pin is 14-Kt., furnished with a Herpers Safety-Catch and all of them are HEAVILY BACKED.

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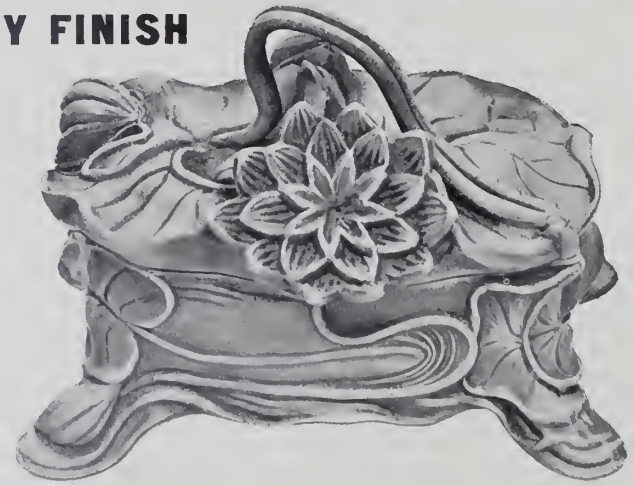
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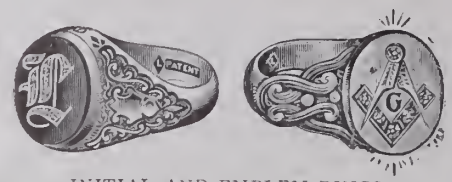
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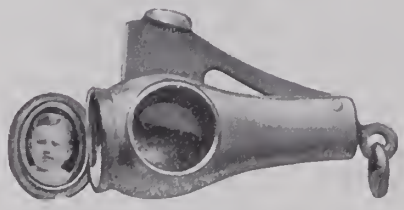
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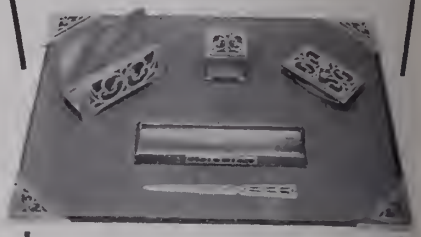
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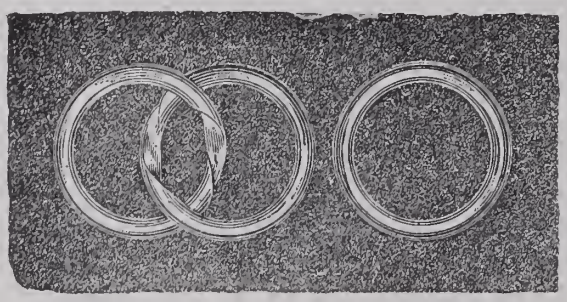
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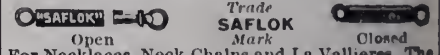
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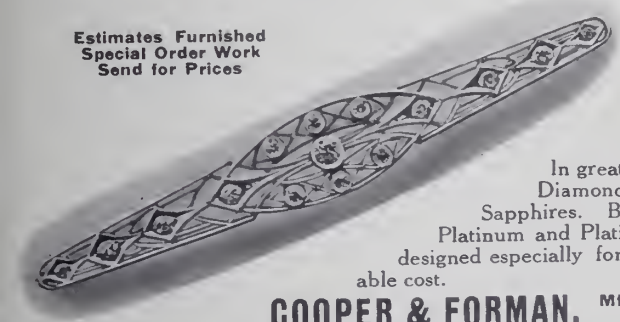
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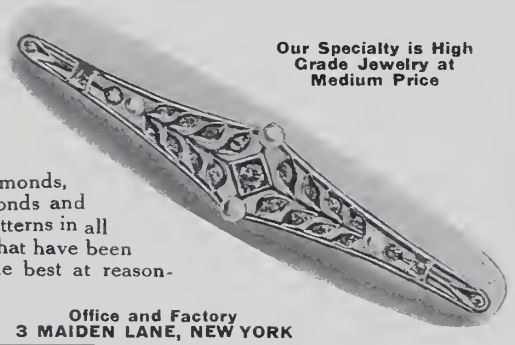
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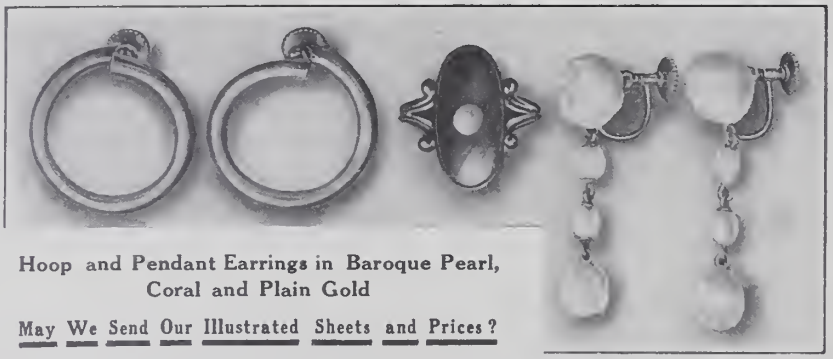
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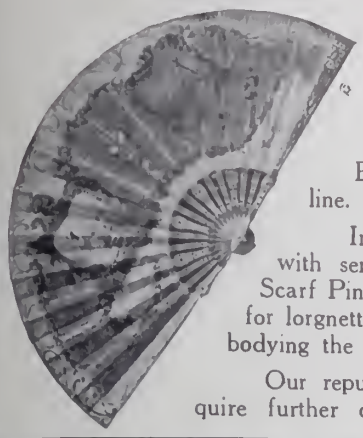
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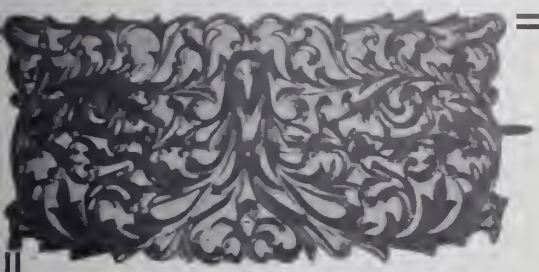
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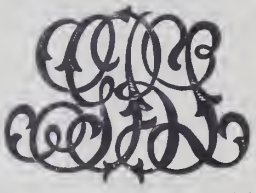
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807 F
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15 Maiden Lane

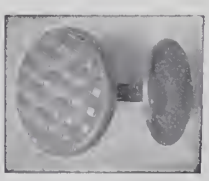
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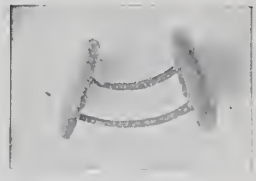
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THE JEWELERS' WEEKLY THE JEWELERS REVIEW

VOL. LXIII. WEDNESDAY, OCTOBER 18, 1911. No. 12.

Ancient Egyptian Amulets in the Murch Collection at the Metropolitan Museum of Art.

TO the average student of the arts the fact of a country having arrived at an advanced stage in art leads to the supposition that it must have derived its stimulus from other earlier sources. Hippocraters' old adage: *ars longa, vita brevis* (art is long, life is short) is proven through the course of history to mean that it takes more than the lifetime of a single nation to originate and bring any branch of the arts to any high degree of perfection. It requires the period interval of at least two succeeding nations to carry along the slow advance thus far. For this reason we have always supposed Egypt must have inherited a knowledge of the arts in a more or less advanced stage from some other source, and then she carried it forward just so and so far.



ANCIENT RINGS AND AMULETS IN THE METROPOLITAN MUSEUM.

One of the beautiful features of the science of history is that it is not an "exact" science like mathematics. When you tire of the same old scenes, all you have to do is to turn your back on history and forget it. Then, in a few years, you can go back rested and find history not only renovated with fresher coloring, but most scenes altogether changed; a nice fresh, real (this time) history every quarter generation or so. Like our own living pictures, only more so. And so in the last few years a great change in the sequence of the historical phases of civilization in the world's history is gradually coming about. The immense labors in Egyptian excavation done recently have gathered together a mass of antiquities that seem to prove facts which push historians toward revolutionary ideas. And we are now being told that European civilization was brought about almost wholly through contact with Africa—that Asia and the East generally had not that powerful influence over the peoples inhabiting the Mediterranean countries we had been taught. This is the latest phase of world history, and if we want to keep out of trouble with the authorities, it would be best to swallow their dictum with the best grace we can.

And so, for some few years at least, we must accept Egypt as the well-spring from whence we got all the refining influences that gave birth to our Grecian, Greco-Roman and later art stages. To believe otherwise would be *unfashionable,* not to say obstinate. So let's buckle up and get busy on Egyptian lore, especially on Nile jewelry and its motifs. THE JEWELERS' CIRCULAR-WEEKLY has afforded its readers some easily digested nibbles already; the Metropolitan Museum of Art's acquisition of the Murch collection presents an opportune chance. We have discussed the scarabs, now let us take up the subject of amulets.

Prof. Alfred Wiedemann says: "The number of Egyptian amulets was a large one. In one and the same grave we find often not only a rich selection of different kinds but even several examples of the same form. Their purpose was, according to inscriptions and papyri, nearly always the same. To bring about and secure that the things and affairs go well in this and the other life; victory and safety against visible and invisible enemies, food and drink at all times, a satisfactory and undisturbed home, and similar comforts.

"Above all, they were important against demons, against all evils, dangers and kinds of death, with which these threatened the welfare and life of men on this and the other side. If we could trust the texts, in most cases a single amulet should suffice for this purpose. But, like every people who placed trusts in amulets, the Egyptians considered it advisable to carry a large number. One could hope that, if the power of one failed, another would take its place." And several of the more important had greater power against demons than some other ones. But, in spite of its vast importance, this magic science and its formulas were not only complicated but contradictory, and even lacked system. These amulets played an important role in the daily life of the ancient Egyptians. While the priesthood and gentry might depend on the help of the great gods, the plain people had not too much faith in such high mightiness. They turned to simpler gods hoping they might be nearer akin; anyhow, perhaps would pass their prayers up to the higher deities and bring help in time of need. Thus even the graves of the poorest contained a scarab, a divine-eye, and a little *dad*-column. The full intent of each amulet is not known to us. The inscriptions, etc., have not cleared up every point. But, as Prof. Wiedemann says, "we can condole with the ancient Egyptians, for even they had lost the deeper meaning of their amulets."

Our intent is to give THE JEWELERS' CIRCULAR-WEEKLY readers some few pregnant facts that may help toward letting enough light on the subject of Egyptian amulets to afford them the opportunity to select a few motifs for jewelry purposes. And there are a number admirably adapted to this purpose. Let us look up a few of the most popular among the ancient Pharaohs, and, while we are reviewing them, we may as well get some idea of their mystic purpose. We will treat them *seriatim,* starting with the cute little *dad*-column. It would make a pretty charm hanging from a lady's neck, carved in stone, of course, (its magic power lies in being made from a hard stone). Certainly it would attract the curiosity of her fellows, and what are charms if not to attract the curious.

Prof. Wiedemann says of the intent of *dad,* also called ded (see cut 1), it is still in doubt. It has been taken for an altar with four partitions, a row of columns in perspective, a tree-trunk stripped of its branches, etc., etc. The texts tell us it is the backbone and part of the neck of Osiris. Osiris, you know, was killed by Set,

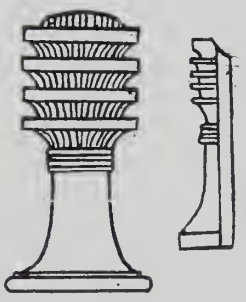


FIG. 1.—DAD AS AMULET. FRONT AND SIDE VIEWS, BACK POST PIERCED BY SMALL HOLE, BLIND EYELET ON TOP.

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who cut up his body and distributed the parts (like the Guldensuppe and other similar sensations) all over creation. But the loyal and ever loving spouse, Isis, hunted up the parts diligently and assembled them again in some sort of decent shape. She began with putting together the backbone (the first process necessary when we later humans go all to pieces, as we sometimes too often do). This part of her articulation was made the excuse for an annual jubilee or fest that was continued for many generations. And henceforth a formula spoken to a gilded *dad* amulet carried the departing soul through the door of the under-world. It brought also great stores of foods and drinks in the future life.

The magic formula for *dad* ran as follows: "Thy back belongs to thee, thou with motionless heart. Thou dost lie upon thy side. I put water under thee. Behold, I bring thee the *dad*, and thou dost rejoice therein." These beautiful words leave us about as clear as to their deep intent as any more recent alchemistic Abracadabra. Erman says: "Through this formula the *dad* insures to the deceased, round whose neck it is hung, a safe entrance into the gates of the nether-world."

The ankh (see Fig. 2), another very pop-



FIG. 2.—ANKH.

ular form of Egyptian amulet, has suffered several changes of interpretation at the hands of the learned. Formerly it was thought to be a cross with a handle (hence the Latin term for it of *crux ansata*) and was considered the forerunner of the Christian cross in symbolism. Later it was supposed to be a mirror, and so on. As a matter of fact, Wiedemann says, "the sign represents a belt as it would encircle a body, knotted in front with the ends hanging down. This belt was called anch, and, as by chance, anch was the word used for "life," the same sign was utilized for it is thought otherwise impossible of pictorial representation. In this sense the deities and kings, as owners of life and lords over life and death, hold it."

In design, if not in meaning, the Thet (see Fig. 3) (Maspero calls it Ta) is some-



FIG. 3.—THET—GIRDLE OF ISIS.

what similar to the Ankh. Named by leading Egyptologists, *"Girdle of Isis,"* it is symbolic of the blood of Isis. As an amulet it washed away the sins of the wearer, besides having other great mystic powers, such as hindering the deceased from being "dragged east" to his undoing when he descended to the under-world. Now, the Thet is, of course, female, while the Ankh is male. Erman says the following formula was just the correct thing when the amulet was of carnelian: "O blood of Isis, O splendor of Isis, O magic power of Isis, O amulet for the protection of this great man, beware of doing harm to him." I guess we had better quit quoting these deep Egyptian mystic incantations, they are altogether beyond the mental caliber of this degenerate century.

The Uas, or Egyptian staff of office was emblem of rule or authority. Its position

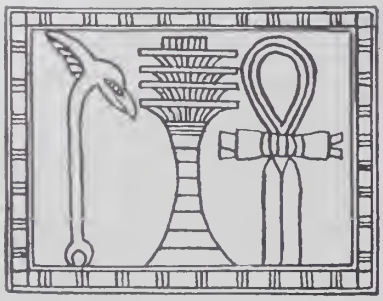


FIG. 4.—UAS-DAD-ANKH SIGNS IN COMBINATION AS PECTORAL AMULET. BORDER IN RELIEF. IN LIGHT BLUISH-GREEN FAIENCE. CUT WITH BLADE, NOT STAMPED.

in our world is found in the bishop's staff and in the sceptre of a king.

In the pectoral plate illustrated herewith we have a spirit-potential of unopposable



UAS-DAD-ANKH IN VERTICAL COMBINATION AS ROYAL WAND.

force. The united mystic powers of Uas Dad and Ankh in a single amulet (Fig. 4) must have carried its wearer to speedy triumph and lasting honors in the future life, if not in this.

The Uta (called also Ouza), or "sacred eye," (called likewise "divine eye") was



FIG. 5.—"DIVINE EYE" AMULET YELLOWISH FAIENCE. PIERCED LENGTHWISE.

tied to the wrist or the arm by a slender string. It protected its wearer against the "evil eye," against words spoken in envy or anger, and against the bites of serpents. The Murch collection contains "sacred eye" amulets of Amenhetop I., Thothmes III., Amenhetop II., Thothmes IV., Amenhetop III. and Akhenaten. In Figs. 5 and 6 are illustrated several forms of the "divine eye," the amulet in square frame is the type usually found.

The papyrus column Uat (Fig. 7) (sometimes termed *lotus* column) was a form of

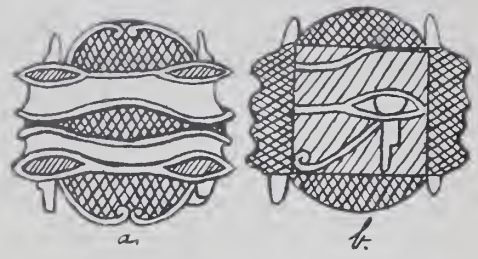


FIG. 6.—(A) GROUP OF FOUR "DIVINE EYES" AS AMULET. (B) REVERSE OF SAME.

Group of four "divine eyes." "Two pairs placed with cosmetic stripes together, on the front (a). Interstices filled with oblique lines (incised). Eyes inlaid (traces of plaster and of white preserved). Behind (b) a single right eye in relief. Pierced lengthwise; part of string in hole. Front convex; back flat."

sceptre carried by goddesses and queens. (It is admirably adapted to be carried around the neck or as a pendant by our own American goddesses and queens). The column

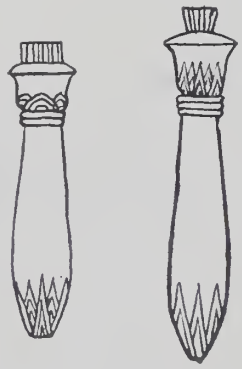


FIG. 7.—UATS OR PAPYRUS COLUMN AMULETS LIGHT BLUE FAIENCE.

is of stone, therefore imperishable, so hard it is indestructible, so the holder of the Uat becomes immortal and cannot be injured.

Nefer, meaning beautiful, (Fig. 8) is really a hieroglyph, but, as an amulet, it



FIG. 8.—NEFER.

brought beauty to the corpse of the deceased. As we find those mummified remains, we would feel inclined to suppose

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the Nefer must have forgotten its functions in letting such a shrivelled repellant condition be set up.

The two feathers, known as Amon's feathers (see Fig. 9) is an amulet sym-



FIG. 9.—AMON'S FEATHERS AMULET. BLACK GLASS UNPOLISHED. EYELET BEHIND.

bolic of truth and righteousness, the chief attributes of a good monarch. They were carried, together with the crutched staff (Uas) as emblems of authority, as our present sceptre and orb are placed in the hands of kings.

Those who doubt the ancient origin of Free Masonry will find among the amulets of Egypt the plumb line (see Fig. 10), the

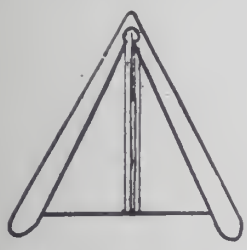


FIG. 10.—"MASON'S LEVEL" (PLUMB) AMULET. OLIVE COLORED SLATE. FRONT MARKED WITH VERTICAL INCISED LINES. HOLE THROUGH TOP.

square, etc. Were there any greater architects since a world inhabitant tried to put up a roof-pole?

Ushabtis (spelled also ushebtiu and ushabtiu), meaning respondents, or servants, are amulets placed in tombs to come to life in the under-world and respond to or be responsible for the being (mummy) of the departed when Thoth calls. They are to act as his substitutes when he is summoned by the gods to work in the fields of Aalu. There are a number of them in the Murch



FIG. 11.—USHABTI-FIGURE AMULET. BLUE-GREEN GLAZE. PIERCED FROM TOP TO BOTTOM.

collection. Those that are to act as the servants of the dead are carved in outward mummy form of diminutive size (see Fig. 11). Besides these, however, there are Ushabtis of "boats, weapons, models of furniture and all the other necessities of life placed in the tomb in anticipation of a want which their owner is sure to feel in the next world; food offerings or later sculptured representation of food offerings which a knowledge of magic would make equally available, provided for the same reason," the Museum Supplement tells us.

The amulet representing "two fingers" (see Fig. 13), was used by the deceased in



FIG. 12.—CAT AMULET.

the under-world to relax the muscles of the mouth when the desire to eat, drink or speak arose.

The Museum Supplement says: "In the earlier period the types of amulets were comparatively few, and consisted almost entirely of animals or heads of animals, human hands, legs, and faces also occurring. They differ from the later types in that they were very small, and were all made of precious or semi-precious materials, carnelion, beryl, amethyst and gold



FIG. 13.

being most sought after. They were worn commonly on necklaces, and hence must have an ornamental as well as a magic value. With the advent of the XVIIth. dynasty came a great change, due in part to the growing influence of the priests of Amen; an influence which was itself a direct result of the change that was coming over the general character of the religion of the country. Even in its earlier stages the religion of Egypt was by no means a simple or easy one to comprehend; in later times, owing to the fact that the Egyptian adopted with enthusiasm any new god he might hear of, or any point of doctrine that might happen to occur to him, and yet never by any chance gave up any of the old ones, it arrived at a state of confusion which defies description. In its later developments at least three quite distinct and entirely contradictory doctrines with regard to the future state were involved, and the Egyptian with fine impartiality believed them all. * * * Little figures of the gods (see Fig. 15) came in use, and became increasingly popular, and a number of other forms, much more involved and incomprehensible in their symbolism, such as the 'girdle tie,' supposedly representative of the blood of Isis, were added, and became regular parts of the equipment of the mummy. In the Murch collection there are 24 varieties of amulets belonging to the early class, and 74 to the late; and a further illustration of the great increase in the amulets' sphere of influence is given us by a late document, which states that no less than 104 varieties were considered essential to the proper furnishing of the mummy." In the cut (Fig. 16) a group in

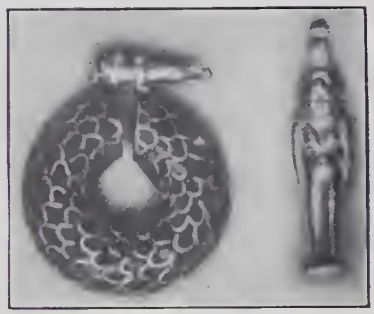


FIG. 14.—EARRING. FIG. 15.—AMULET.

the collection is shown. It represents seven deities, viz.: "Isis with outstretched projecting wings; Horus, Anubis, supporting a 'dad' sign; Anubis, with bow and arrow; Min. Ptah-Sokar-Osiris, and an ichneumon holding a sacred eye.

Concerning the decorative use of hieroglyphs, Prof. Petrie says: "The hieroglyphs were not only a writing, they were a decoration in themselves. Their position was ruled by their effect as a frieze



FIG. 16.—AMULETS.

* * *. The arrangement of the groups of hieroglyphs was also ruled by their decorative effect. Signs were often transposed in order to group them more harmoniously together in a graceful scheme, and many sounds had two different signs, one tall, another wide, which could be used indifferently (at least in later times) so as to combine better with the forms which adjoined them. In short, the Egyptian with true decorative instinct clung to his pictorial writing, modified it to adapt it to his designs, and was rewarded by having

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the most beautiful writing that ever existed * * * This is but one illustration of the inherent power for design and decoration which made the Egyptian the father of the world's ornament."

Now, if those old Nile dwellers were able to turn such a prosaic thing as an alphabet into pictures of malleable form to suit the spaces, and convert the Osiris vertebrae and atlas into a columnar art value,



FIG. 17.—HEART AS AMULET, AMETHYST. HEAD PIERCED FROM SIDE TO SIDE.

we may well consider the ancient Egyptians artists of the highest genius, and we ourselves must take second place as degenerated in art conceptions. A survey of the beautiful jewelry recently dug up must give us respect and admiration for work and design inferior in no respect to the best we can offer in this 20th century.

Jewelry, Clocks, Watches, Silverware and Kindred Lines Exported from New York.

WASHINGTON, D. C., Oct. 11.—The following were the exports of jewelry, silverware, clocks, watches, optical goods and kindred lines from the port of New York for the week just ended:

Auckland: 88 cases clocks, $1,530; 6 cases clocks and watches, $823.

Bombay: 38 cases clocks, $666; 185 cases clocks, $2,323.

Bremen: 3 cases watches, $2,996; 12 cases clocks, $134.

Christiania: 8 cases clocks, $420.

Calcutta: 18 cases clocks, $337.

Chemulpo: 71 cases clocks, $1,104.

Gothenburg: 4 cases clocks, $105.

Hamburg: 10 cases jewelers' sweepings, $2,800; 3 cases optical goods, $205.

Havana: 8 cases clocks, $191; 15 cases plated ware, $1,533; 3 cases optical goods, $299.

Havre: 2 cases silverware, $250.

Hobart: 1 case clocks, $149; 3 cases plated ware, $235.

Iquique: 2 cases watches, $813.

Karachi: 91 cases clocks, $1,003.

Kobe: 2 cases plated ware, $144; 72 cases clocks, $5,250.

La Guira: 5 cases clocks, $116.

Liverpool: 4 cases jewelers' sweepings, $320; 1 case silverware, $200; 2 cases jewelry, $120; 1 case optical goods, $192; 2 cases silverware, $1,483; 10 cases jewelers' sweepings, $3,000; 211 cases clocks, $2,529.

London: 4 cases watches, $3,198; 4 cases optical goods, $1,919; 18 cases plated ware, $1,177; 1 case clocks, $870; 1 case jewelry, $279; 3 cases scopes and views, $128; 41 cases clocks, $1,154; 8 cases plated ware, $1,928.

Mananhao: 6 cases optical goods, $461; 4 cases clocks, $109; 5 cases jewelry, $579.

Manila: 9 cases clocks, $175; 34 cases plated ware, $11,415; 11 cases clocks, $476; 6 cases optical goods, $574; 2 cases jewelry, $779.

Matanzas: 4 cases plated ware, $173.

Montevideo: 9 cases clocks, $119.

Rangoon: 37 cases clocks, $591.

Santos: 2 cases plated ware, $330; 6 cases clocks, $145.

St. Johns: 11 cases clocks, $178.

Sierra Leone: 9 cases clocks, $216.

Singapore: 9 cases clocks, $175.

Sydney: 12 cases optical goods, $1,767; 71 cases plated ware, $6,775; 2 cases watches, $1,120; 813 cases clocks, $1,141; 112 cases clocks, $2,469; 6 cases thermometers, $180.

Wellington: 61 cases clocks, $453; 21 cases plated ware, $1,531; 6 cases clocks, $194.

Perpetual Automobile Touring Trophy Presented to the A. A. A.

THE Perpetual Automobile Touring Trophy presented to the American Automobile Association by the citizens of Anderson, S. C., is a magnificent sterling silver punch bowl, as can be seen from the illustration on the front cover of this issue. The piece is 38 inches long by 21 inches wide and 15 inches high. It is massive and heavy and has a capacity of 64 pints. The body is oval while the foot and base are round.

At the ends of the bowl are fully modeled figures of Victory holding forth laurel wreaths. Around the sides are chased cotton blossoms and palmetto leaves, emblematical of the plant life of the South. At the center of the bowl on each side are applied fully modeled winged automobile wheels. These wheels are also used where the body joins the foot, the wings extending up around the sides of the bowl.

The presentation inscription is chased on the front of the bowl and on the foot below this inscrition is applied the official emblem of the A. A. A. On the reverse of the bowl is a chased and applied model of the county court house, and below it the lettering "County Court House, Anderson, S. C." A handsome heavy punch ladle accompanies the bowl. A gilded wire mesh is fitted on the top of the bowl to admit of a graceful arrangement of flowers when it is used as a centerpiece.

This magnificent trophy, which is one of the most important automobile trophies yet offered, was designed and made by J. E. Caldwell & Co., Philadelphia, Pa.

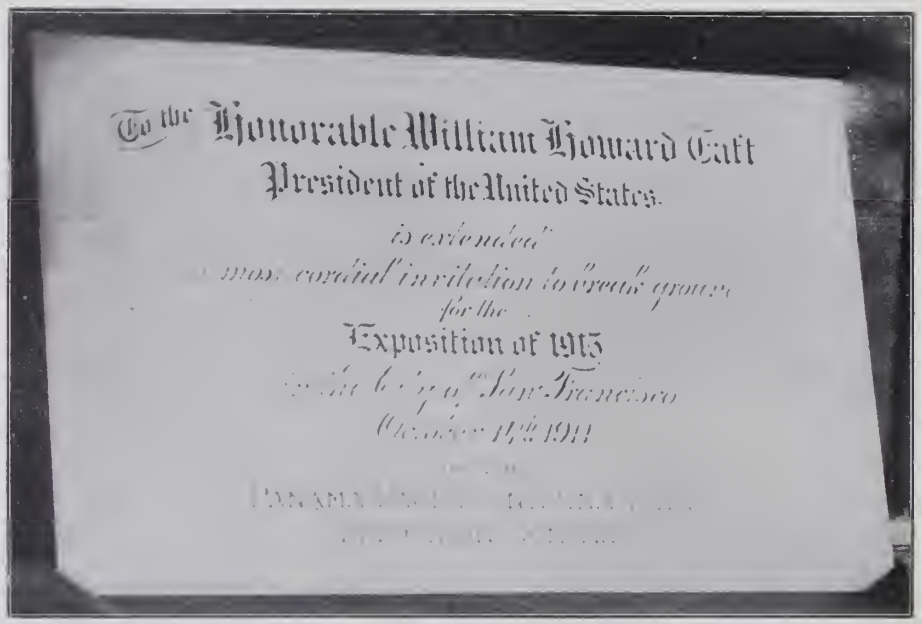
The cup is one of the two trophies for the Glidden tour, the entrants in which started from New York Saturday.

Gold Plate and Silver Spade Made for President Taft at San Francisco, Cal.

WHEN President Taft arrived in San Francisco last week he was presented with a solid gold plate, made of metal taken from a California mine, bearing an engraved invitation to break ground for the Panama-Pacific International exposition. This plate was designed and engraved by Shreve & Co., of San Francisco, and has been on exhibition in their show windows for the last fortnight. It is considered an exquisite piece of work, both in finish and design.

A special committee representing the Panama-Pacific company presented the plate to the President.

The plate rests in a handsome case made of California redwood burl. Its inscription reads as follows: "To the Honorable William Howard Taft, President of the United States, is extended a most cordial invitation to break ground for the Exposition of 1915 in the city of San Francisco, Oct. 14, 1911, by the Panama-Pacific International Exposition Co."



GOLD PLATE PRESENTED TO PRESIDENT TAFT AT SAN FRANCISCO, CAL.

George Lewis, of Shreve & Co., also donated a sterling silver spade, with a polished redwood handle, four feet in length, which was used by Mr. Taft in breaking ground. The spade proper bears the monogram of the Panama-Pacific international exposition in gold. On the upper portion of the handle the coat of arms of the city and county of San Francisco is inlaid in gold.

A handsome redwood box to hold the first shovelful of earth turned up by the President was likewise donated by Mr. Lewis. The box is columned with glass, and on its top is the coat of arms of San Francisco and a golden bear emblematic of the State of California. An inscription announcing that President Taft filled the box with earth taken from the site of the exposition has been placed on the side, and the whole box is artistically trimmed with silver.

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Annual Report on the Production of Precious Stones.

Text of the United States Geological Survey's Advance Pamphlet on Gems and Gem Minerals for 1910. Compiled by Douglas B. Sterrett.

WASHINGTON, D. C., Oct. 15.—Through the courtesy of the United States Geological Survey THE JEWELERS' CIRCULAR-WEEKLY is enabled to present the following text of the department's annual report on the production of precious stones in advance of its publication in "Mineral Resources of the United States." The report, which is again prepared by Douglas B Sterrett, is as follows:

Introduction.

There was a decrease in the production of precious stones in the United States during 1910, though the output of such matrix gems as turquoise and variscite was still large. Nearly 8½ tons of rough turquoise were produced in 1910 as compared with more than 17 tons in 1909 and more than 2½ tons of rough variscite, as compared with 3½ tons in the preceding year. New deposits of both these minerals were found in Nevada and a very promising deposit of variscite was developed near Lucin, Utah. New deposits of californite were discovered in California, and a white garnet scarcely to be distinguished from the white vesuvianite variety of californite was found in quantity in Siskiyou County, Cal. This mineral is with difficulty distinguished from white jade, for which it could well be substituted.

The output of tourmaline was considerably less in 1910 than in 1909 but a new deposit of fine gems and specimens of tourmaline was opened in Maine. The aquamarine deposits on Mount Antero, Colo., yielded a quantity of good gem material along with crystals of associated minerals, as phenacite, colorless and smoky quartz, etc. The development of the new emerald prospect in North Carolina was limited and met with only partial success. More recent work during 1911 has resulted in finds of better promise. The presence of valuable gem material has been proved, but the quantity of gems to be expected from the vein is still a matter of doubt. Further prospecting and dredge mining for the variegated sapphires of Montana were carried on, but the principal value of the sapphire production came, as usual, from the deposits of blue sapphire in Fergus County.

Agate.

COLORADO.

A large number of agates are sold each year at the Summer resorts of Colorado. Many of these agates are imported, having first been polished in Germany, but some are native stones either polished abroad or in the United States. Colorado yields some very pretty agates, and some are being successfully handled in the tourist trade. J. D. Endicott has obtained considerable agate of good quality from several places in the Canon City region. Among these are Curio Hill and the Garden Park localities.

Curio Hill.—Curio Hill is 6½ miles due south of Canon City, on the Yorkville road. It is a small hogback ridge, at the end of and transverse to a spur on the east side of the West Mountains. The hill is about 400 yards long in a direction west of north and east of south, and rises about 150 feet above the terrace country on the east, or about 6,300 feet above sea level. The locality has been known for many years and has been visited occasionally by curio seekers. No mining for agate has been carried on, but a few blasts have been put in and the soil turned over in places. The agates have been found for a distance of nearly 300 yards along the eastern slope of the hill and in a few places along the top. They are more plentiful near the middle and at the south end of the hill. Curio Hill is composed chiefly of cherty limestone, which weathers to a reddish color on exposure. The limestone is at least 60 feet thick and outcrops as a ledge along the summit of the ridge. A specimen of fossil sponge from this limestone was regarded as of Ordovician age by Dr. G. H. Girty, of the United States Geological Survey. On the west of the hill is a mass of red granite of medium grain. Near the highest part of the ridge is a lens of hard, fine, white quartzite. About 175 yards east of the summit of Curio Hill a ledge of buff and red sandstone outcrops forming a small cliff. The strike of the formations on Curio Hill varies from N. 10° W. to N. 35° W. and the dip is about 75° SE. The hogback of Curio Hill is evidently formed by faulting of the limestone and quartzite against the granite. The greater part of the quartzite was cut out by a curved fault, leaving only a short slice between the granite and limestone.

The agates are found loose in the soil along the foot of Curio Hill, in the talus on its slope, and in places in the limestone ledge forming its backbone. The loose specimens have been released by the weathering of the original rock matrix, probably chiefly limestone like that along the summit of the ridge, and have accumulated on the surface with other difficultly soluble constituents of the matrix. The agate occurs in the limestone in irregular augen and hall-shaped geodes in veins, seams and partially filled cavities with mammillary and reniform surfaces. Fragmentary pieces are found loose in the soil. Nearly all of the agates have some banding, and some of the geodes show the "fortification" agate structure. The banding varies from coarse to very fine, and in some cases these variations appear in the same specimen. The interior of some of the geodes and cavities is lined with quartz crystals and occasionally calcite is present. The agates range in color from white to light gray, to dark gray, to yellowish red, to brownish red, to cherry red. Combinations of two or more of these colors are generally present in a single specimen. Much of the agate is translucent. The majority of the agates are not large, and specimens of the best quality measuring two inches across are not abundant. The delicate markings and intricate patterns exhibited by some of the agates has led to their being called "fancy agates." The natural colors of many of the agates from Curio Hill are sufficiently pretty not to require intensification by burning and other treatment.

Garden Park.—Agate and jasperized bone are found at the dinosaur fossil bed locality seven miles due north of Canon City, on the south side of Garden Park. The deposits are in the rough hills on the west side of Oil Creek. The jasperized bone horizon is a few hundred feet above that of the agate. This occurrence was mentioned in this report for 1908 and reference was made to a more widespread occurrence of similar agates as noted by Willis T. Lee.[1] An examination of the dinosaur bed locality places the agate horizon near the base of the Morrison formation,[1] of Jurassic (?) age. The soft shales of the upper part of this formation have yielded many dinosaur fossils for museum collections. The bones of these animals have been petrified by siliceous material, producing red brown and yellow jasper, with gray and white matrix, consisting in part of chalcedony. The replacement of different parts of the bone tissue by minerals with different colors has produced a variety of effects. The structure of the bone is shown up well by the spots and mottlings of dark jasper in lighter-colored matrix. Some of the petrified bone polishes well and makes a handsome ornamental stone and some is sufficiently pretty to use in jewelry. Much of the bone has been replaced by minerals of variable hardness and is therefore difficult to polish evenly. Fragments of the bone are scattered over a considerable area, and specimens several inches across are not uncommon.

The fancy agates occur in a loose gray and red to purple clay shale, in which are included occasional beds of sandstone and limestone. Concretions of limestone and seams of calcite also occur in the same formation. The calcite seams have the structure of satin spar and some are delicate pink. The agates occur in the form of geodes, seams and rough segregations. Some of them have replaced other minerals and organic material. A small gasteropod shell, petrified by carnelian-colored agate, was found at this locality, and was identified as *Valvata leei* by Willis T. Lee, for whom the species was named by W. N. Logan.[1] Such shell would make unique stones for scarf-pins if they could be found in greater quantity. The agates from this locality are small. Their bandings, marking and patterns are very delicate and beautiful, and the colors are varied and bright. Fortification agate is a common variety and yields widely varying effects when cut. The colors vary through white, gray, different shades of yellow, orange, brown, blood red and cherry red. The different colors are often present in the same specimen and, combined with the extremely delicate bandings and odd patterns of the agate, yield a remarkably pretty gem stone. A beautiful variety is the St. Stephen stone—a translucent chalcedony with round blood-red spots through it. The natural color of the fancy agates from this locality probably could not be improved by artificial treatment, so commonly necessary with agates from other localities.

[1]The Morrison shales of southern Colorado and northern New Mexico: Jour. Geology, Vol. 10, No. 1, 1902, p. 44.

NEVADA.

Specimens of chalcedony and agate were kindly sent to the Survey by M. M. Holland, of Coaldale, near which place they were found. The specimens consist of mammillary shells and lumps of highly translucent grayish chalcedony up to an inch in thickness and of greater breadths. The chalcedony is very pure and even textured. A dark-greenish coating with a white border is attached to one side of some of the specimens. One specimen shows a white onyx banding.

Louis Sigmund, of Mina, Nev., reports the discovery of a vein of chalcedony, semiopal and common opal, about two miles southeast of Redlich, in a granite formation. Specimens kindly furnished consist of very translucent gray chalcedony and milky-white opal. The vein of chalcedony is said to be from two to six inches in thickness.

TEXAS.

Prof. Johan A. Udden, of Rock Island, Ill., reports observing agates in the hills directly west of Hancock's ranch, about 18 miles north-northeast of Alpine, Tex. The agates are fairly plentiful and range in size from one to three inches in diameter. They are marked with concentric bandings.

ARIZONA.

John L. Riggs, of Chloride, Ariz., states that much chalcedony and opalescent chalcedony is found in Mohave County. This material would cut into stones similar to the chalcedony called moonstone found on the California beaches. Some banded chalcedony or agate is found, also some tinted with blue and pink.

Amber.

PRUSSIA.

Notes on the amber deposits on the Baltic owned by the Prussian Government have been given by O. H. Hahn.[2] The deposits occur all along the coast of the Baltic from Danzig, West Prussia, to Memel, East Prussia. The most productive region of present times is along the coast from Palmnicken north to Brüserort Lighthouse and then east to Neukuhren. The amber industry is an ancient one, for the mineral was gathered by fishermen in early times. The ownership of the deposits is vested in the State and rights were formerly leased. The industry has proved very profitable to the State. Amber was later obtained by mining methods, and now probably only one-twentieth of the output is obtained by search and by fishing. Mining has been of three kinds—large open-cast pits, underground mining and dredging. At present the greater part of the amber is obtained by sinking shafts to the productive stratum and then tunneling out on it. It is said that the quicksands overhead are giving much trouble and that it may be necessary to return to open-cast methods. The principal shaft is near Palmnicken, and is said to be about 60 feet deep and to have about two miles of drifts from it. The amber-bearing bed is a stratum of bluish-gray sandy clay, locally called "blaue Erde."

The crude amber from the mine is washed in revolving barrels and scoured with rattan brushes to remove clay and impurities. The amber floats to the surface and is skimmed off. After cobbing it is sacked for shipment to Konigsburg, where the State disposes of it after careful sorting. Large pieces of amber are not common. A specimen weighing 15 pounds has been found, and another 8½ pounds is now in a museum. The production

[1]The stratigraphy and invertebrate faunas of the Jurassic formation in the Freezeout Hills of Wyoming: Kansas Univ. Quart., April, 1900, p. 133.

[2]Eng. and Min. Jour., April 8, 1911.



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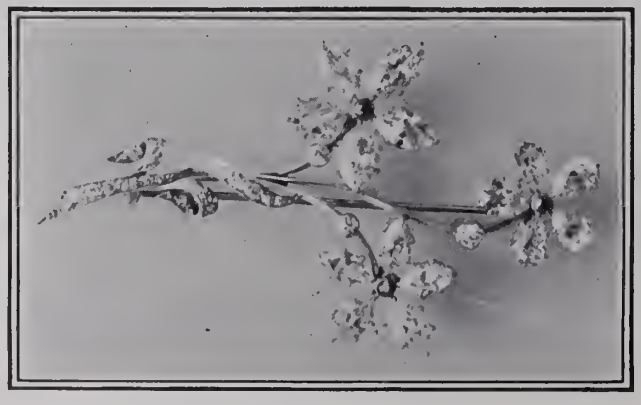
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of crude amber amounts to about 350 metric tons per year. Statistics for one year showed that 712 086 mine cars of "blaue Erde" yielded 386 metric tons of amber.

The smallest pieces of amber are manufactured into fused amber or resin, amber oil and succinic acid. Good grades of amber are welded by heat and pressure into solid masses called "ambroid." Large quantities of crude amber go to Polangen and Kretinga, border towns in Russia, for manufacture into ornaments as rosaries, necklaces, cigar-holder tips, etc. In 1910 the Government authorized the sale of 55,000 kilograms of raw amber and 22,000 kilograms of compressed amber, at a value of $788,357.

Amethyst.

Deposits.

Amethyst has been found at several localities in Macon County, N. C., and in Rabun County, Ga., to the south. Some of the deposits have been opened as mines and others have been prospected only or worked intermittently. At present none of them is in operation. Several prospects and mines have been opened in the valley of Tessentee Creek, in North Carolina, and other deposits have been found a few miles southeast of these, on the south side of the Blue Ridge. Of the deposits in Georgia some are in the vicinity of Clayton and others are about five miles south of Highlands. Of the deposits in the valley of Tessentee Creek, the Connally mine has been worked by the American Gem & Pearl Co., New York, and the Rhodes mine by the Passmore Gem Co., Boston. Other prospects for amethyst in North Carolina are located on the lands of William Long, John Justice and J. B. Justice.

North Carolina.

Connally Mine.—The Connally mine is on the north side of the valley, about two miles N. 55 E. of the mouth of Tessentee Creek, in Macon County. The workings extend over 100 yards northward up a steep mountain side, from an elevation of about 2,600 feet to nearly 2,800 feet above sea level. They consist of prospect pits and tunnels with irregular stopes. Some of the tunnels are over 100 feet long.

The country rock is garnetiferous mica gneiss cut by fine biotite granite gneiss, in both of which pegmatite occurs. The strike of the gneiss as measured in some of the openings was N. 10° to 35° E. and the dip was almost vertical. The amethyst vein cuts across the gneiss with a strike of N. 40° W. and a vertical dip. Local variations in strike occur where the vein follows irregular contacts between the garnet gneiss and the granite gneiss, which, in these places, form the walls of the vein. In other places the vein lies either in garnet gneiss or in granite gneiss. In most of the openings the vein consists of a single seam with pockets of amethyst crystals at irregular intervals. The pockets are more or less lenticular in shape and range from one to 12 inches in thickness, and from a few inches to several feet in length. Many of the pockets are filled with yellowish-red and dark-red clay, though some contain cavities. The amethyst crystals line the walls of the pockets, have become detached and lie loose, or are imbedded in the clay of the pockets. Portions of the vein with the pockets and seams joining them form channels for a small flow of water in wet weather, which probably furnishes the clay of the pockets by decomposing the rock along its course. In one prospect two veins were exposed, cutting decomposed granite gneiss. The granite gneiss along one of these veins was more decomposed and more heavily stained with iron than that adjoining the other. The vein in the decomposed rock contained much yellowish-red clay with some amethysts of a fair color. In the other vein only pale amethystine quartz crystals were found.

Seams of small quartz crystal, sometimes in pockets, branch out from the main vein in places, though no amethysts were observed in them.

The amethyst crystals range from a fraction of an inch to over two inches in thickness. Most of them have only a pale amethystine color and some are nearly colorless quartz. The purple color of the amethysts is not uniform throughout the crystals, but is generally richest near the points and is often arranged in layers of varying intensity parallel with the crystal faces. Only a small percentage of the crystals yield very dark-purple gem material that will cut into stones weighing several carats.

William Long Prospect.—The William Long prospect is between two prongs of the headwaters of Tessentee Creek, 4½ miles east of its mouth. An open cut 30 feet long in an east and west direction with a maximum depth of eight feet was made on a vein of amethysts. The country rock is granite. The granite on the north side of the cut is partly altered, somewhat porphyritic biotite granite. The granite on the south side and closely connected with the amethyst vein is badly altered and is pinkish yellow. In thin section under the microscope the following minerals were observed in this rock: Quartz in irregular grains and veinlets, muscovite, aggregates of fine decomposition products, apparently sericite, replacing original feldspars and hematite stains. This rock is probably an altered form of the country granite. The amethyst vein is reported to vary from less than an inch to eight inches in thickness, and to have an east-west strike with a high northerly dip. No work was in progress at the time of examination, and only the poorer specimens of amethysts were seen on the dump. These consisted of crystals ranging from a fraction of an inch to 1¼ inches in thickness. They were mostly pale amethystine in color, though fairly dark-purple crystals are reported to have been found.

Amethyst is reported to have been found on the land of John Justice, about two-thirds of a mile southeast of the Long prospect, and on the land of J. B. Justice, about three-fourths of a mile southwest of the Long prospect.

Georgia.

Ledbetter Amethyst Mine.—The Ledbetter amethyst mine is on Black Creek, one mile north of east of Rabun Gap, Ga. The principal workings are on the south side of the creek, and consist of an open cut about 20 feet deep, with a shaft 20 feet deep from its bottom, connecting with a crosscut tunnel driven to the vein from the hillside below, a tunnel from the level of the open cut on the vein, and three pits within a distance of 55 yards to the northwest. The country rock is a gneiss that may be flow banded granite or a mica gneiss injected with granitic material, and is badly decomposed and soft. The amethysts are found in one or more veins, which strike about N. 25° W. with a dip of 80° to the southwest. As exposed in one of the workings the vein varies from a seam a small fraction of an inch to over two inches in thickness. In another opening there is a double seam with crushed rock and clay between. Where the vein does not carry amethyst crystals it is represented by a seam containing a black stain. Amethysts of good color were found in this deposit.

About 150 yards N. 25° W. of these workings three other small open cuts have been made in the same general direction. The country rock is the same as at the other workings. A number of pale amethyst crystals were seen on the dumps around these pits.

North Georgia Co. Mine.—Amethyst has been worked on the land of the North Georgia Co., four miles (by road) north of west of Clayton, Ga., on the south side of the Blue Ridge Mountains, at an elevation of about 2,800 feet above sea level. The work consisted of an open cut 50 feet long on an amethyst vein, and another cut with a tunnel 60 yards to the northwest. Other prospect pits have been made within 150 yards to the northwest. The country rock is gray granite gneiss, which has a westward strike and low northward dip. There is more than one seam or vein yielding small crystal quartz, but in how many of them amethyst was found could not be ascertained. The crystal quartz veins and amethyst vein have a northwest strike. Only quartz crystals with a pale amethystine color were seen on the dumps but good gems are reported to have been found during the working.

John A. Wilson Amethyst Prospect.—A few amethysts have been found on the land of John A. Wilson, four miles (by road) southeast of Clayton. The country rock is mica gneiss inclosing some pegmatite, and striking northwest with a northeast dip. The amethyst vein is accompanied by a silicified zone of rock which cuts the gneiss with a northeast strike and a nearly vertical dip.

Texas.

N. J. Badu, Llano, Tex., has kindly furnished the following notes on the occurrence of amethyst in Llano County. Very little work has been done on any of the deposits and the discoveries so far are not thought to have much value. Few if any crystals have been used as gems. Occasional veins or pockets in soapstone are found that yield 20 to 25 pounds of crystals. A few crystals as large as a man's thumb have been found, but most of them are smaller. Some have a good, deep purple color, but few are very clear.

Beryl.

North Carolina.

Joel Walker Beryl Prospect.—The Walker beryl prospect is on a knob one-half mile east of Walker Knob of the South Mountains, eight miles west of south Morganton, Burke County, N. C. Beryl crystals have been found at two places here about 200 yards apart. One of these has been opened by a pit 10 feet deep and 18 feet long. This pit is along a pegmatite body striking north and south with an easterly dip. The country rock is mica gneiss cut by granite and has a northeasterly strike. Black tourmaline and small sheets of mica are associated with the beryl in the pegmatite. Both aquamarine and green and golden beryl were found in this opening. At the other locality numerous small yellow and golden beryls up to the diameter of a pencil in size have been found in bowlders of pegmatite on the mountainside. Some of these crystals are clear and have very rich colors. Much of the beryl observed from these deposits was rather badly checked and flawed, though some crystals were seen that would yield cut gems of about a carat in weight. Larger clear stones are reported to have been found. From the small amount of development the showing seems favorable.

Other beryl prospects have been found in the South Mountains. One prospect, a mile east of the Walker prospect, has yielded crystals of good aquamarine color and three-fourths of an inch in diameter, with portions clear enough for cutting.

Littlefield Beryl Mine.—The Littlefield beryl mine is on the headwaters of Tessentee Creek, one mile south of Whiterock Mountain, Macon County, N. C. The last work at this mine was in 1902. The vein was removed by an open cut 135 feet long and from 10 feet deep at the northeast end to 25 feet deep at the southwest end. Another open cut 20 feet long and 10 feet deep a few feet southwest of the main one, showed that the vein had been offset about six feet to the west. The country rock is biotite granite gneiss, porphyrytic in places, and strikes N. 40° E. with a 40° SE. dip. The beryls were found in a pegmatite ledge cutting across the granite gneiss with a strike of N. 40° E. and a dip of 85° SE. The greater part of the pegmatite removed in the open cut varied from 3½ to five feet in thickness. At the southwest end of the cut the pegmatite pinches down to eight inches in thickness. Clear aquamarine green and golden beryl, ranging from needlelike specimens to three-fourths of an inch in diameter and two or more inches in length, was obtained at this mine. These crystals furnished very beautiful gems as well as some good specimen material.

Beryl crystals are found on a ridge near the house of R. E. Brown, 1¼ miles S. 25° E. of the point where Johns Creek and Caney Fork join in Jackson County, N. C. A small pit was opened in search of mica on the outcrop of a partly decomposed pegmatite. About a dozen beryl crystals were found in this pit. The crystals ranged up to nearly one inch in diameter and two inches in length. Some of them were transparent in places and of a fairly good aquamarine color. If crystals with larger clear portions and of the same color could be found, they would be suitable for gems.

The beryls are found in kaolinizing feldspar, associated with quartz and a little black tourmaline. The country rock is mica gneiss, badly decomposed, with which the pegmatite seems to be conformable. To the west a short distance is a band of staurolite schist, and to the northeast chloritic soapstone.

Georgia.

Beck Beryl Mine.—The Beck beryl mine is seven miles due east of Clayton, Ga., a mile or two south of War Woman Creek. The work consists of an open cut 120 feet long and 10 to 15 feet in depth, with three side entries on the downhill side. The country rock is mica gneiss which strikes N. 70° E. and dips 25° N. There are small intrusions of hornblende gneiss in the mica gneiss, and the mica gneiss has local variations of dip and strike around them. The beryl occurs in pegmatite which cuts the gneiss with a north and south strike (dip undetermined). The pegmatite ranges from six to 12 feet thick. It carries mica crystals up to six to eight inches in diameter as well as beryl. Much of the mica plates show the "A" structure, though good sheets could be obtained between the "A" lines. Frag-

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ments of translucent to subtransparent rough quartz crystals were found in the pegmatite. Bluish, bluish-green and yellowish-green beryls were found. Some of these measure several inches across and, though badly flawed, contained clear portions suitable for cutting

NEW YORK.

Wallace Goold Levison, Brooklyn, N. Y., has kindly furnished the following information on a recent find of aquamarine beryl in New York. The specimens were found by James G. Manchester, 32 Nassau St., in the Borough of Manhattan. They were obtained in the form of broken fragments without crystal faces and were cut into clear light-blue or greenish-blue aquamarine. One stone of over a carat in weight was cut, but the others were smaller.

UTAH

The discovery of blue beryl near Ibapah, Utah, is reported by Maynard Bixby, Salt Lake City, to be entirely as float material. Some of the specimens submitted to Mr. Bixby gave evidence of a deposit of gem mineral.

(To be continued.)

Further Details of the Affairs of Ambrose Guth, Pittsburgh, Pa., Now in Bankruptcy.

PITTSBURGH, PA., Oct. 16.—If Ambrose Charles Guth, DuBois, Pa., had not filed a voluntary petition in bankruptcy in the United States District at Pittsburgh, his business would have been sold out last Saturday by the sheriff of Clearfield County on an execution issued by M. B. Bryant & Co., New York. As stated in last week's issue of the JEWELERS' CIRCULAR-WEEKLY, Guth's liabilities are $17,976.38, and assets $15,000.29. His petition sets forth total liabilities of $8,677.38, but an error was made in addition. There are a large number of creditors, some of them for very big amounts.

The W. J. Johnston Co., one of the largest creditors, previous to the filing of the petition, redeemed diamonds on which Guth had borrowed $4,100. This loan had passed maturity and the collateral would have been sold by the banks to satisfy the amount owing to them, with the prospect that they would not have satisfied the amounts in full and the difference would have been a claim against the bankrupt estate. There are five other lots of diamonds held as collateral security for loans aggregating about $3,000 that if sold by the holders to satisfy their claims and failing to realize the amounts owing on them would make a further indebtedness against the estate of the amounts realized and the amount owing.

Notes are held for borrowed money, this having been advanced to buy goods for the sum of $4,200. Besides the Johnston concern the following are among other creditors: W. L. Cotrell, $600; Union Banking and Trust Co., $545; C. F. Deemer, $100; Frank Gunzberg, $600; Louis E. Boyer, $600; Samuel C. Bond, $600; H. M. Evans, $800, these sums all representing borrowed money; A. H. Gerwig, $80; I. W. Cokefair, $152; Fendenheim Bros., $212; Marsh, Brown, Mather Co., $293; M. B. Byran & Co., $526; DuBois Printing Co., $244; Brockwayville Record, $112; B. Shank, $205; Wm. L. Gilbert Clock Co., $116; H. C. Fry Cut Glass Co., $106; West, White & Co., $233; S. Davis & Co., $473; International Silver Co., $943; Henry Ginnel & Co., $631; I. W. Friedman & Co., $955; W. J. Hines, $600. There are a number of other claims of smaller amounts. James A. Schwern owner of the building has a claim of $390 and a claim of $362 to the end of the lease, on which it is said he can collect.

Of his assets Guth sets forth in his petition that he is the owner of a house and lot in West Long Ave. conveyed by Guth and his wife to George A. Lukehart and wife and transferred to Samuel C. Bond to secure the DuBois National Bank for a $4,000 loan. The property cost Guth $3,500 when he bought it in 1906 and he has since put $600 improvements on the property. His stock he values at $8,801 and book accounts at $1,500 on which it is believed little can be collected.

The following appraisers were appointed to appraise the stock: Charles O'Brien, J. Hoy and John C. Arnold and they have completed their work placing the value on the stock and fixtures at $7,793.15, which is a little less than Guth names in his petition.

Guth's affairs have been turned over to W. C. Miller, referee in bankruptcy, who will endeavor to adjudicate them as soon as possible. Just what amount the creditors will get in the way of a dividend is problematical, but it will be, it is thought, a considerable sum. It appears that Guth hypothecated and pawned a lot of goods in order to get ready cash to conduct his business, but became deeper involved in every attempt he made to get out. His affairs in any event will be wound up as soon as possible. His failure was anticipated for some time and the filing of the papers in bankruptcy followed an investigation of his affairs made by the Jewelers' Board of Trade of New York. Guth at first offered to settle at 50 cents on the dollar and expected to be able to do so, but subsequent circumstances which later developed made this action impossible.

New Members Elected and Rewards Paid by the Jewelers Security Alliance.

The regular monthly meeting of the executive committee of the Jewelers Security Alliance was held on Friday, Oct. 13, the following members being present: Chairman Butts, President Sloan, Vice-Presidents Bowden and Champenois, Treasurer Karsch, Secretary Noyes, and Messrs. Abbott, Alford, Brown and Wormser.

The following new members were admitted:

E. V. Allison, Pontiac, Mich.; Church Bros., Minneapolis, Minn.; C. T. J. Delaporte, Moline, Ill.; C. L. Godley, Flemington, N. J.; J. C. McKelvey, Bellaire O; Fred W. Green, Elwood, Ind.; Guaranty Jewelry Co., Minneapolis, Minn.; I. M. Liberman, Auburn, N. Y.; G. V. Turgeon & Co., Lewiston, Me.; Newton Ripper Webster City, Ia.; Harry Goldberg, Cleveland, O; Alphonse Judis Co., San Francisco, Cal.; J. C. Koempel, Galena, Ill.; Marks & Rotbart and Rose Jewelry Co., Cleveland, O.; Rosenthal & Co., Terre Haute, Ind.; F. L. Vogeli, Jackson, Cal.; J. Fred Zeller, Lewisburg, Pa.; Frank L. Bean, Farmington, N. H.; Harned & Von Maur, Davenport, Ia.; Isidor Kleiman, Gary, Ind.; I. J. Schuster, Cleveland, O.; Abbott & Kendrick, Enid, Okla; Monroe Ewing Ridge Farm, Ill.; Emil Gustafson, Minneapolis, Minn.; W. H. Oppold, Sterling, Ill.; W. C. Smith, Haverhill, Mass.; Queen City Ring Mfg. Co., Buffalo, N. Y.; Brown Jewelry Co., Inc., Newburyport, Mass.; "Frederics," New York City; F. E. Morgan, Richland, Ga.; S. Silverman, Marlin, Texas; Smith & Sons, Easton, Pa.; Arthur B. Coover, Chillicothe, O.; Everett & Co., S. Bethlehem, Pa; B. fu C. Mazza, New York City; L. M. Nelson, Minneapolis, Minn.; Northwestern Jewelry & Mfg. Co., Billings, Mont.; Jos. Reininger, Easton, Pa.; Wegner Jewelry Co., Spokane, Wash.; Wyatt Jewelry Co., Rome, Ga; B. H. Ballard, Minneapolis, Minn.; Harris N. Brown Co., Washington, D. C.; D. Kamerman, Everett, Wash.; J. B. Schaefer & Co, Sandusky, O.; T. S. Biggs, Terre Haute, Ind.; Hunke & Fish, Albany, N. Y.; Reed-Myers Co., Pittsburgh, Pa.; Schmedtie Bros., Co., Washington, D. C.; Wetzel Bros, Sycamore, Ill.; S. W. Searls, Springfield, Mass.; H. Petrosky, Philadelphia, Pa.; Miller & Staudt, Columbus, O.; Nutting & Jones, Oelwein, Ia; Becker & Heckman, Chicago..

The following rewards were ordered paid:

Reward 151.—To Officer Dennis F. Desmond, of Boston, Mass., for the arrest and conviction of "Joseph Curren" and "William F. Conway," who broke into the store of George T. Springer, of Portland, Me., Aug. 11, 1910, and stole miscellaneous jewelry valued at about $500, part of which was recovered. Curren was sentenced to the reformatory while Conway received a three-year sentence in the Thomaston penitentiary.

Reward 152.—To William Scheer, a private citizen of Detroit, Mich., for the arrest and conviction of "Virgil Leadbeater," who threw a chunk of marble through the show window in the store of the L. Black Co. and stole a number of articles which were on display. Dozens of people were in the street at the time, but the only one to interfere was Mr. Scheer, who grappled with the man and held him until the police arrived. The thief received a fine of $45 and a sentence of 90 days in the House of Correction because the property stolen amounted only to $25 in value.

Reward 153.—To Officers H. F. Cinglade and Clarence Hellam, and to Special Officer Wm. H. Broas, for the arrest and conviction of "Tom Howard," who broke into the store of M. J. Reddy, Medford, Ore., and stole stock valued at over $1,000. Through lists of the property sent out by the direction of the Alliance, the thief was captured in Portland and a part of the property recovered. The burglar pleaded guilty and was given an indeterminate sentence of from one to 10 years in the penitentiary at Salem.

Reward 154.—To night watchman D. W. Perkins and several police officers of Talequah, Okla., for the arrest and conviction of "John Suggs" and "Jack Ghormley," who broke into the store of Waddie Hudson and were captured after a pistol duel, in which one of the thieves was shot through the leg. The burglars were sentenced to six years each in the penitentiary for assault and intent to kill, and pleaded guilty to burglary, for which they will receive an additional sentence when their present term expires.

Death of Bernard H. King.

BUFFALO, N. Y., Oct. 14.—Bernard H. King, one of the oldest and best known manufacturing jewelers in Buffalo, died Friday, Oct. 13, and his funeral was held on Oct. 16 under the auspices of the Modeista Lodge No. 240, F. & A. M.

Mr. King's association with Buffalo's business life began when Buffalo was but a village in the year 1843. He had been in Buffalo since 1842 and started as a manufacturing jeweler. For many years he conducted a store at 452 Main St. known as B. H. King & Son's store. He was always very active in business affairs and interested in the progress of the city. He was a charter member of the Modeista Lodge.

Mr. King was a German, being born in Erfurt, Germany, in the year 1828, and was 83 years old, having the distinction of being the oldest active jeweler in the city.

His funeral was held from the home of his daughter, Mrs. Wm. Mutter.

Deceased is survived by two daughters, Mrs. Grawotz, Mrs. William Mutter and five sons, Albert B. and Eugene G., of Buffalo; Paul B., of Philadelphia; Otto F., of New York City, and Oscar R., of Lexington, Ky.

A new jewelry store has been opened by E. G. Francis in Lyndonville, N. Y.

Larger Profits for the Dealer

Your profit is the vital part of your business. Every dealer knows that the big business sustaining profits are in diamond and fine jewelry sales. Our 1911-12 stock is more complete than ever and contains every new idea in Rings, La Vallieres, Medallions and Bar Pins.

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Are you guilty?

If after a sale your clerk would not turn over to you all you are entitled to, you would discharge him instantly.

Are you getting all you are entitled to for your American pearls?

You are sure of it if you send them to Brower, because he sells ninety per cent. of the output.

He knows pearl values better than anyone else. That's why both buyers and sellers come to him; why he can give them both fair treatment, and allow you more for your shipment than you can get any other way.

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Headquarters for American Pearls

12 to 16 John Street, New York

54 Rue Lafayette, Paris

Jewelry Firms in Penn Building, Pittsburgh, Pa., Suffer Small Loss from Recent Fire and Resume Business.

PITTSBURGH, Pa., Oct. 13.—None of the firms which suffered damage to their stock by reason of the fire which started last Monday morning in the Penn building will sustain as much loss as it was at first supposed. Grafner Bros. and West, White & Co. will be the heaviest losers, but their loss is completely covered by insurance. Grafner Bros. and West, White & Co. will return a large amount of silverware, jewelry and other goods to the factory to be repolished. The insurance companies started to-day to adjust the loss

The fact that George L. White risked his life to close the safes of his store saved the insurance companies much money. While only a little fire reached the store, the smoke was very dense, so much so that it penetrated the big safes and smoked the covers on the jewelry goods. Those who know the premises and the size of the safes will readily understand what this statement means.

The store of Grafner Bros. was completely renovated by yesterday morning, 72 hours following the fire. The whole place was papered, painted and frescoed, men working day and night to complete the work, and to-day no one would ever know that fire had visited the establishment.

"The prompt service rendered by THE JEWELERS' CIRCULAR-WEEKLY in printing the details of the fire," said Emanuel Grafner, "is to be commended. It is seldom that you see such enterprise displayed in a trade paper. It shows that THE JEWELERS' CIRCULAR-WEEKLY is always on the job. The insurance companies told us to go right ahead with our business, and we are not suffering a particle, and we expect to adjust whatever loss we have without any trouble whatever. We will send much silverware back to the factory to be repolished."

S. Davis & Co., at 712 Penn Ave., suffered only a small loss. S. Davis says that the principal loss was to goods in the cellar and that his claim will amount to several hundred dollars. This loss was caused by water running through from the cellar of the Penn building into the cellar of his establishment. "I saw THE JEWELERS' CIRCULAR-WEEKLY story of the fire, and was rather surprised to see it so complete and with a picture of the scene of the conflagration. That was certainly quick work, and I have been wondering how they did it."

West, White & Co.'s place was the worst damaged outside of Cohen & Co.'s establishment, which was gutted. "The story of the fire was given us pretty quick by THE JEWELERS' CIRCULAR-WEEKLY," said Mr. West, "and best of all, the contents were as correct as could be given at the time the facts were gathered. THE JEWELERS' CIRCULAR-WEEKLY has always been enterprising, and it has been very liberal in its treatment of news from Pittsburgh."

George W. White, of the same firm, in speaking about the fire, said that he arrived on the scene Monday morning just as it was getting a good start. "I would not have given a 5-cent piece for the building when I arrived," said he, "for I never had any thought that the firemen would be able to save the structure." In this connection it is said that the Pittsburgh fire department deserves great credit for the splendid work and service rendered.

All of the other jewelry tenants of the Penn building only suffered minor losses.

J. Alexander Hardy, of the Hardy & Hayes Co., owner of the building, has not as yet been able to determine definitely just how the fire started, but it is believed to have been due to crossed electric light wires. The fire department contend that the blaze started in the engine room and worked its way up the back stairway of the Cohen establishment, spreading dense smoke throughout the structure, which contains 100 rooms.

Retail Jewelers' Club of Evansville, Ind., Fight Opening of Trading Stamp Concern's Store in That City.

EVANSVILLE, IND., Oct. 12.—A strong fight, headed by the Evansville Retail Jewelers' Club, is being made to prevent the opening of a trading stamp establishment in Evansville. It is understood that the store is to be opened at the corner of Main and 3d Sts., and will remain here for a period of two or three months. Two resolutions were passed by the Retail Jewelers' Club protesting against the opening of the trading stamp store. The resolutions were as follows:

Be it Resolved, That this association in a body attend the meeting of the Retail Merchants' Association, on Tuesday night, Oct. 10, and lay before said body the following: That we ask their co-operation in an endeavor to prevent the opening of a temporary jewelry store, same to be opened at 3d and Main Sts., as we are reliably informed that this store is to be operated during the holidays only, and we feel that this would work a serious injury to the legitimate merchant and taxpayer

J. L. THUMAN, Vice-President.
A. G. KLEINLEIN, Secretary.

We the Evansville Retail Jewelers' Association, heartily endorse the R. M. A. action to suppress the trading stamp nuisance. In co-operating with you in suppressing these evils we feel we are subserving the best interest of our customers as well as our own.

J. L. THUMAN.
A. G KLEINLEIN.

The jewelers went in a body on the night of Oct. 10 before the Retail Merchants' Association to enter their protest against the trading stamp concern.

Jewelers' Gold Bars Withdrawn and Exchanged at New York.

Week ended Oct. 14, 1911.

The U. S. Assay Office reports:

Gold bars exchanged for gold coin	$101,190.94
Gold bars paid depositors	87,710.14
Total	$188,901.08

Of this the gold bars exchanged for gold coin are reported as follows:

Oct. 9	$101,992.00
" 10	169,425.12
" 11	82,130.24
" 13	201,857.54
" 14	45,786.04
Total	$1,011,901.08

Peacock & Norris, Swanton, Vt., have been succeeded by Frank L. Cardell.

Wm. H. Finck, Seattle, Wash., has been succeeded by F. A. Lowe.

Retail Jewelers' Association of the District of Columbia Discusses Frauds Perpetrated on Members.

WASHINGTON, D. C., Oct. 12.—An innovation was tried at the monthly meeting of the association of the District of Columbia, held in the rooms of the Washington Chamber of Commerce last Monday evening, when, after the reading of the minutes of the previous meeting all pending business was laid on the table and the evening given over to a discussion of the various frauds perpetrated on jewelers. The idea originated with President A. O. Hutterly, who believed that the personal experiences of the members with professional swindlers would prove of value to the others, in making them acquainted with the various swindles and put them on their guard against crooks.

The scheme proved a big success, and it is planned to devote at least one evening every year in the same manner. There is hardly a jeweler in a city of any size who has been in business any length of time who has not been a victim of a swindle, or attempted swindle by pennyweighters. In this respect Washington is no exception. Mr. Hutterly explained that there are so many schemes employed by the pennyweight swindlers that it was practically impossible for jewelers to become familiar with them all except by hearing the experiences of others. The members showed no hesitancy in telling of their experiences along these lines, and when the meeting finally adjourned at a late hour everyone went home confident he had learned something of value.

Of course, the tricks that have been worked here are the same that have been worked all over the country. They are all swindles with sometimes a new angle. They have been told of time and again in the news columns of THE JEWELERS' CIRCULAR-WEEKLY, but a personal recitation and an intimate discussion proved successful in impressing the circumstances on those present.

The fact that several local jewelers have been swindled recently through extending credit to persons whose credit was supposed to be perfect was brought up at the meeting. These persons would establish credit and obtain a good rating with the local mercantile agencies, and then, after obtaining goods from several dealers, leave town. It was suggested that the association should establish a "black list" to guard against this character of fraud, making it impossible for a person to obtain goods on credit from one jeweler when he owed a bill to another. The suggestion, however, did not meet with general approval. The majority of the members contended that if such a list should get out and become public the association and the individual members might become involved in lawsuits. On the other hand, it was pointed out that the grocers' association maintain such a list and that no legal complications have resulted.

Damage to the amount of $1,000 was done to the jewelry stock of O. H. Dilworth, Lewiston, Me., when a fire occurred in his store at that place recently.

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3 Hatton Garden

AMSTERDAM
8 Tulpstraat

Noted Safe Blowers Put on Trial at Boston.

Joseph and Jacob Goldberg, who were recently extradited from Europe, face jury on charge of robbing store of Samuel E. Ullian, in February, 1910. Harris Rothstein, inventor of the famous "Can Opener," confesses and testifies for the prosecution.

BOSTON, Mass., Oct. 11.—After a two days' hearing in the Superior Criminal Court before Judge Ratigan, the trial of Joseph Goldberg and Jacob Goldberg, who are charged with robbing the jewelry store of Samuel E. Ullian, 1113 Washington St., on Feb. 27, 1910, of goods valued at $15,000, was continued to-day until Monday next, Oct. 16.

Unusual interest is being taken in this case, the courthouse being crowded by





JOSEPH AND JACOB GOLDBERG, ON TRIAL AT BOSTON FOR SAFE ROBBERY.

members of the trade and others, owing partly to the fact that Boston detectives had to chase half way round the world for the Goldbergs, and partly because of the daring manner in which the robbery was committed.

Early in the first day's proceedings Wm. Scharton, counsel for the defendants, asked for a delay on the ground that publication of certain newspaper articles made it unlikely that a fair trial could be held. The motion was overruled, however, by Judge Ratigan.

Immediately after the jury had been selected an altercation arose between Assistant District Attorney Lavelle and counsel for the defendants, as to the propriety of the former, in his address to the jury, referring to the defendant Joseph Goldberg as "Joe the Red." The judge overruled Mr. Scharton's objection.

The first witness called was Mr. Ullian, the proprietor of the store. He testified that he had been a jeweler for about 18 years, and that for a year previous to the burglary he had occupied the premises, 1113 Washington St., where the robbery was committed. The witness then entered upon a detailed description of the store, when counsel for both sides suggested that the jury inspect the premises. This was done, and upon the return of the jury to the court Mr. Ullian resumed his testimony.

In answer to questions by Mr. Lavelle, Mr. Ullian stated that he placed all the goods in the safe the night it was rifled; that there was a burglar alarm on the premises; that when he left the store his wife and a clerk were with him, and that when he returned Monday morning he found a mass of wreckage all around and the jewelry gone.

Witness then recounted his visit to New York Police Headquarters, where he identified the Goldbergs, who had been arrested by the New York police, and also identified one of the stolen watches.

The Goldbergs, who are cousins, were arrested in New York several months after the robbery on a clew furnished by a woman who had a grudge against one of the men. Pawn tickets for some of the jewelry alleged to have been a part of Mr. Ullian's stock were found at the same time. The Goldbergs and Jacob Rothstein jumped their bail in New York and fled to Europe, whence they were brought back by Inspector Morrisey of Boston.

Only the Goldbergs were arraigned the first day, although Rothstein and Stanislaus Krasowski were indicted jointly on the Ullian charge.

After the noon recess Rothstein was brought into court, when he was at once identified by Mr. Ullian, who, in cross-examination, said that he had seen Rothstein in New York. This completed the first day's testimony of Mr. Ullian. He was followed by his clerk, Albert Kahn, who told of putting all the jewelry in the safe Saturday night before leaving with Mr. Ullian. Witness said he had never seen either of the Goldbergs before. He identified the jewelry found in New York. Sergeant Murray Munroe, one of the officers that responded when Kahn notified the police of the robbery, testified that he found a kit of burglar's tools, dynamite, wires and batteries in the basement.

A sensation was caused at the second day's hearing, when Harris Rothstein, one of the four charged with the burglary, testified that he helped the Goldbergs to break open the safe, and identified the "jimmy" he had used for the purpose. Before giving his testimony Rothstein expressed a desire to swear according to the Jewish religion. This was granted, and pulling a leather covered prayerbook from his pocket, he placed a handkerchief on his head. Attorney Scharton asked if the witness desired a hat with which to swear and lent Rothstein his own soft felt hat.

Rothstein then testified that he was a party to the robbery. He illustrated how he used "the can opener," as he called it, to open the safe, and described in detail what happened after the safe had been pried open.

The confession of Rothstein, made to



HARRIS ROTHSTEIN, INVENTOR OF THE "CAN OPENER" TOOL, WHO CONFESSED AND TURNED STATE'S EVIDENCE.

Deputy Inspector Watts, was then read in court as follows:

"One day Joe the Red, that is Joseph Goldberg, Jacob Goldberg, one Miller and one Itchug came to the shop and proposed my helping them get away with some jewelry in Boston. When I hesitated Katz said, 'Here, Harris, these men get orders to break into stores by the owners. They get burglar insurance and they don't have to pay creditors when their places are burglarized.' Finally I took the train from New York and met the three at the South station on Saturday, Feb. 27, and we went to the rear of Ullian's place.

"I did not break into the place. The bulkhead door was fastened with rope, and when I got over the fence they were all in there. The safe they had already gotten open when I got into the store, and I saw the jewelry in drawers there. I helped them get it out. I was surprised when I saw what they had done, and said I did not want to know anything of it. I went



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Our Line is Complete, and will please you both in Quality and Price
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The remark is often made that my star-cutting is done by machinery: too smooth, bright and uniform for hand work. Same uniformity applies to my Cluster and Princess ring setting in which the diamonds are made to "strike up" to the very best advantage.
Efficient Workmanship.
Lowest Prices.
Locket design plate sent to Jobbers free.
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All Orders will receive Prompt Attention
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45 John St., New York
LAPIDARIES PRECIOUS STONES
GEMS in Unique Cuttings

out and off by myself and took the train for New York. There I told Katz he was a liar, and that I had been deceived and led into something I did not want to do. On the second day after getting there Joe the Red came round and gave me $220. I thanked him."

Albert G. Goodwin, a cook at 88½ Dover street, testified he saw four men enter an alley off Garland street and climb a fence in the rear of Ullian's jewelry store early on the morning of the alleged break. "The two defendants here were in the party," he stated.

A confession of Stanislaus Krasowski, also indicted for breaking into the Ullian store, made to Deputy Superintendent Watts, was read, in which Krasowski said he kept a saloon in Brooklyn, and after the break Rothstein and the two Goldbergs visited him and sold him four watches. Rothstein yesterday said he was in the saloon in the back room and heard the Goldbergs making the sale of the watches. He said they were taken from Ullian's store.

Lieut. William Dugan, of the New York Police Department, said he arrested Rothstein and the Goldbergs on March 26 of last year on the east side.

"Joseph Goldberg offered me $2,600 to let him go," the lieutenant declared, "while I was taking him to jail."

Affidavits were introduced showing that the three men, when held in New York in $5,000 each, jumped their bail.

BOSTON, MASS., Oct. 16.—On the resumption to-day of the trial, which was continued from Friday, Harris Rothstein, who has testified for the Government, was recalled. The attention of the court was directed practically all day to the cross-examination of Rothstein, who gave a detailed account of his career, particularly that part of it when he became acquainted with the Goldbergs, and the part he played in the "break." As his share in the robbery witness said he received $220.

The Government is relying mainly on the evidence of this witness for the conviction of the Goldbergs.

The hearing will be resumed to-morrow, and will probably continue to the end of the week.

Death of Alexander B. Morton.

PITTSBURGH, Pa., Oct. 14.—Alexander B. Morton, a very wealthy resident of Connellsville and formerly engaged in the jewelry business and well known in Pittsburgh, died suddenly last Sunday. He was born in Scotland and learned the watchmaking business with Reed & Son, in Newcastle-on-Tyne, the jeweler to the queen. Later he went to British Guiana, came to America in 1844 and went to Connellsville.

Mr. Morton's only heir is a grandson, Ralph S. Morton, who inherits his estate valued at $200,000, this having been provided for in the deceased's will filed yesterday for probate in the county court of Fayette county, Uniontown, Pa. The estate is left in trust to W. A. Bishop and Dr. Thomas B. Echard to manage and take care of with provisions for the nephew. He is to receive $150 a month. The grandson is now aged 30 years. When he arrives at the age of 35 he is to be given the property, if the trustees believe he is competent to manage it. If the grandson marries the estate is to be divided among his children, should there be any. If he dies childless then the estate is to be divided between the Methodist Episcopal Church of Connellsville and the Fund for Superanuated Ministers of the Pittsburgh Conference of the Methodist Episcopal Church.

It is said that at one time the late Mr. Morton owned one-fourth of the property on which the city of Connellsville now stands.

Attleboro Day Observed at New England Industrial and Educational Exposition in Boston.

BOSTON, MASS., Oct. 16.—Saturday was observed as "Attleboro Day" at the New England Industrial and Educational Exposition in Mechanics building, where there is a large combined exhibit by "the Representative Manufacturing Jewelers of New England." Nearly 1,500 employes from Attleboro, Providence and Mansfield journeyed to Boston to visit the exposition, special excursion trains of 12 cars each leaving Attleboro at 2:29 and 6 P. M.

Free tickets were distributed by the 30 firms in the Attleboros to the employes, and all the factories were closed early to enable the employes to make the trip.

The Attleboro firms included in the exhibit are: R. F. Simmons Co., D. F. Briggs Co., Bates & Bacon and F. H. Sadler Co., Attleboro Chain Co., Attleboro Mfg. Co., Bristol Mfg. Co., Allison Mfg. Co., McRae & Keeler, Mason Howard & Co., Smith & Crosby, R. B. MacDonald & Co., Austin & Stone, Daggett & Clap Co., C. A. Marsh & Co., Fonteneau & Cook Co., W. E. Richards Co., Frank Mossberg Co., D. E. Makepeace Co., J. M. Fisher Co., Horton Angel Co., Bates & Bacon.

In the combined exhibit, which was naturally one of the most interesting to the visitors, were shown chains, bracelets and fobs being made by machinery and by hand. The exhibit is near the main entrance and attracts the eye at once by the handsome show cases and the large sign in gold letters across the display: "The Representative Manufacturing Jewelers of New England."

Interest in this part of the exposition is not confined to members of the trade. Each day large crowds inspect the various cases and show great interest in the chain machine in operation.

Return trains left Boston at 10:50 P. M.

Under the heading of "New England Industries," the daily newspaper printed in the building by the Boston Chamber of Commerce especially for the exposition reproduces a print of the home and jeweler's shop of John Hull on Sheafe St., Boston.

Regarding the manufacture of jewelry in New England the paper says:

"New England enterprise established the manufacture of jewelry in this country as early as 1780, when the first factory was started in North Attleboro.

"In 1794, Nehemiah Dodge, of Providence, rolled gold on sheet copper, and the making of inexpensive jewelry began.

"For a number of years, however, the progress of the industry was slow, but as the wealth of the country increased the demand for luxuries grew and other factories were started.

"In 1807, Obed Robinson, of Attleboro, built the first shop ever erected for the express purpose of manufacturing jewelry, and in 1810, following his example, Manning Richards built a small shop on his farm. Then Draper, Tift & Co. entered into the field in 1821, establishing a business which is still in operation.

"From the first, Providence and Attleboro have been the centers of the trade, and although a large amount of jewelry is now made in Newark, N. J., New England still holds an unequaled place in the field, and exports her products all over the world.

"The skill attained by generations of clever workmen and the variety and beauty of the designs produced each year, place the product of New England jewelry workshops on the highest plane of artistic merit.

"Leominster is noted in particular for the variety and excellence of its horn jewelry. Other cities and towns manufacture specialties of various kinds.

"The finest, most costly jewelry, sold by houses of the highest repute all over the country, comes from New England factories, while less expensive varieties are manufactured in enormous quantities aggregating many million dollars each year.

"The jewelry trade with its allied industries forms a considerable part of New England's manufactures."

Games Rolled by the Jewelers and Stationers' Bowling League of New York.

The following were the results of the games rolled by the teams in the Jewelers and Stationers' Bowling League of New York during the week ending Oct. 14:

E. V. Brokaw & Bro.	776	773	782
vs. Baker Printing Co.	840	765	850
O. M. Farand Co.	887	774	710
vs. R. E Noble Engraving Co.	582	666	603
A. C. Capouilliez	854	818	808
vs. H. A. Meyers	844	814	834
W. Dixon, Inc.	801	769	806
vs. Solidarity Watch Case Co.	822	730	789
L. E Waterman Co.	805	840	753
vs. Aiken-Lambert Co.	615	689	663

STANDING OF THE TEAMS.

	Won.	*Lost.*	*Per cent.*
Geyer's Stationer	3	..	1.000
L. E. Waterman Co.	5	1	.833
O. M. Farrand Co.	5	1	.833
H. A. Meyers	4	2	.666
Baker Printing Co.	2	1	.666
W. Dixon, Inc.	3	3	.500
Solidarity Watch Case Co.	3	3	.500
A. C. Capouilliez	3	3	.500
Tiffany & Co.	1	2	.333
E. V. Brokaw & Bro.	1	2	.333
Gus. Gnam Co.	..	3	..
Aiken-Lambert Co.	..	6	..
R. E. Noble Engraving Co.	..	3	..

Death of Alden Webb.

BOSTON, Mass., Oct. 16.—Alden Webb, the oldest active business man of Beverly, and for 31 years a jeweler, died on Friday, Oct. 13, at his home in Cabot St., at the age of 73, following an illness of two months.

Deceased was born in Danvers and was educated in the Beverly schools. He began the jewelry business in Beverly, Mass., many years ago and has always stood high as a merchant and citizen.

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Daring Check Swindler Captured in New York.

Man Who Offered Fraudulent "Certified" Checks to Ludwig Nissen & Co., Caught After a Chase, and Many Checks and "Certification" Stamps Found on Him.

When arraigned in the Tombs Police Court Monday a man who gave the name of Herman Lindeman, and who represented himself as a member of the brokerage firm H. Lindeman & Co., 68 Wall St., New York, waived examination and was held in $5,000 bail for the Grand Jury on a charge of attempted grand larceny. The attorney who appeared for the prisoner asked for lower bail, but this was denied. The prisoner was previously arraigned last Friday morning in the same court on the charge of attempted grand larcency, and the case was adjourned until Monday at the request of the attorney representing the prisoner. Lindeman is the man who appeared at the establishment of Ludwig Nissen & Co., 182 Broadway, Tuesday afternon of last week, and when detected in trying to pass a worthless check was captured after a sensational attempt to escape.

The prisoner, who was well dressed and seemingly a man of financial means, first visited the offices of Sloan & Co., manufacturing jewelers, at 15 Maiden Lane, and asked for a diamond pendant, valued at about $800. Sloan & Co. do not handle this kind of jewelry and gave the man a card to Ludwig Nissen & Co. The man then called at the offices of Ludwig Nissen & Co., on Oct. 10, where he presented his card and that of Sloan & Co., and asked to see diamond pendants.

After making a selection of two pendants he asked John Ruefer, secretary of the Nissen firm, who waited on him, to lay aside the pendants, saying that he would return within a short time with a certified check for $2,023.50 to cover the purchase price of both. The prospective customer explained that he wished to submit both pendants to his wife for her selection, and asked that he be allowed to return the one not wanted and have a refund on it. This request was granted by Mr. Reufer after consulting with Mr. Nissen.

Later in the afternon the man returned with a check for $2,023.50 drawn on the Chelsea Exchange Bank and apparently certified, but the signature could not be made out. When the check was presented in payment for the jewelry Mr. Reufer stepped to the telephone to verify it by calling up the bank. He placed the check on the counter, and as he was about to ask for the required number the prospective customer grabbed the check and ran.

The salesrooms of Ludwig Nissen & Co. are located on the second floor at the Broadway address, and before the man could reach the street the entire office force, together with Mr. Nissen himself, was hot in pursuit. Mr. Nissen nearly caught the man as he dashed down the stairs and started to escape along Broadway. South on Broadway the chase continued, hundreds following when the cry of "stop thief" was taken up. At Maiden Lane and Broadway Lieut. Detective Summers tried to grab the man but did not succeed in getting him until the chase had reached Cortlandt and Greenwich Sts. There Lieut. Summers placed the man under arrest and marched him back to the salesrooms of Ludwig Nissen & Co.

A search of the prisoner revealed in one pocket a regulation stamp for certifying checks. It bore the initials "C. N. B.," and a weird signature such as was on the check which had been presented in payment for the two diamond pendan s There were a number of other checks and three pawn tickets.

While the prisoner was being detained in the office of the jewelry firm, Mr. Nissen called up the Chelsea Exchange Bank, and was told that no check such as the stranger had offered had been certified at the bank. Mr. Nissen also called up A. K. Sloan, of Sloan & Co., who had furnished the card of introduction. Mr. Sloan, according to Mr. Nissen, said that he knew the man only slightly and that his name was Albert Linderman. He said that Linderman had come to him and asked for an $800 diamond pendant of a certain kind, and that he had referred him o Ludwig Nissen & Co.

Mr. Nissen also called up Jacobson Bros., 65 Nassau St. One of the checks, in the amount of $1,600, was made out to this firm. In answer to Mr. Nissen's inquiry, it was said that a man answering Linderman's description had selected $873 worth of jewelry at Jacobson Bros., saying that he would return later and present a certified check for it. This check was made out in the same manner as the one which was offered to Nissen & Co.

From the jewelry establishment the prisoner was taken to the Old Slip Police Station, where he said his name was Herman Linderman, and that he was 27 years old. He said that he had offices with the firm of H. Linderman & Co. in Wall St., and that he lived in the Bronx.

At the police station a more careful search of the prisoner brought to light gold bonds of the Metals Reduction Company of America of the face value of $9,000. There was also discovered a rubber stamp, an ink pad, a fountain pen, a blotter and a collection of blank checks. Aside from the large check made out to Jacobson Bros. there was another check made payable to H. Lehman for $16 signed with the name of A. Kneudel, both of which bore the false certification stamp. The Chelsea Exchange Bank does not certify checks but merely accepts, which acceptance is made with a square stamp, while the false checks bore a round certification stamp.

The prisoner also had checks on Clarke Bros., bankers, signed with the name H. W. Studdard, the hand-writing being the same as in the other checks. A bank book made out to A. Kneudel had a credit for a "phony" check for $400 that came back no good. On this account the police say the prisoner had tried to draw a check for $150. This check was presented to the bank by a man who the police know as "Howard." He is described as being a thin, nervous man with a smooth face who smokes cigarettes a great deal, and who has a peculiar twitch to his mouth.

Among the other effects found on the prisoner was a bill of lading from a furniture company made out in the name of Oberst.

Later Linderman was taken to the Tombs Court, and when arraigned before Magistrate Herbert was held in $4,000 bail for examination.

Since the prisoner has been taken into custody developments make his case seemingly one without much need of clemency. A number of people were on hand when he was arraigned Friday to appear against him. Among these is a man who runs a cafe in the Bronx, who said that Linderman had passed two checks on him, one for $25 and the other for $24. Linderman, he said, had been a frequent customer at his place, and he had cashed the checks, thinking the man was honest.

Another man appeared who said that he had given Linderman $275 with which to purchase steamship tickets and that he had ben able to get back neither the money nor the tickets. A woman who did not put in an appearance at the Tombs Police Court on Friday is also said to have been a ticket purchased from Linderman.

J. Cohen, 125 Canal St., accepted a check for $460, which he says was returned marked "no funds." According to the police the prisoner visited Cohen's place of business, where he was introduced by another man, and purchased a three stone ring and a cluster pin, for which he gave a no good check. Others are also said to have been swindled by the same man. It is also reported that Charles Wagner, 557 Hudson St., was swindled out of $275 and that the Hoffman Cafe is out $24.50 at the hands of the same man.

Importations at the Port of New York.

Weeks ended Oct. 8, 1910, and Oct. 7, 1911.		
China, glass and earthen ware:	1910.	1911.
China	$67,850	$97,071
Earthen ware	11,031	12,431
Glass ware	15,533	23,054
Optical glass	62	1,683
Instruments:		
Musical	14,093	7,881
Optical	6,522	14,602
Philosophical	7,412	2,515
Jewelry, etc:		
Jewelry	23 388	25,455
Precious stones	569,849	270,.34
Watches	29,035	25 614
Metals, etc.:		
Bronzes	3,275	6,261
Cutlery	53,035	42,121
Dutch metal	929	.....
Platina	121,720	76,628
Plated ware	.....	.....
Silverware	4,438	5 072
Miscellaneous:		
Alabaster ornaments	615	40
Amber	40	7,647
Beads	3,411	8,403
Clocks	9,193	10,611
Fans	4 353	5,352
Fancy goods	11,988	24 806
Ivory	2,555	664
Ivory, manufactures of	.....	601
Marble, manufactures of	98,185	17,806
Statuary	5,925	5,327

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Inventor of "Hold-on Clutch" Sues Maiden Lane Mfg. Co. and Others for Infringement of Patent.

In the United States Circuit Court, New York, action has been begun by Maximilian H. Fischer, inventor of the "hold-on clutch," against the Maiden Lane Mfg. Co., Robert Fischer, P. Goldsmith and Isaac Loeb, alleging infringement of the complainant's patent and claiming that this infringement took place when the defendants put upon the market a clutch for scarf pins.

The bill filed is the usual patent complaint and sets forth that Mr. Fischer was granted his original patent, No. 700,412, May 20, 1902, and that he remedied certain defects and made a new application May 2, 1907, and obtain a re-issue of the patent under the number, 13,009, Aug. 17, 1909. The complainant asks the usual injunction against defendants and a preliminary injunction pending the suit, with accounting and damages.

The defendants, Charles P. Goldsmith and Isaac Loeb, are members of the firm of C. P. Goldsmith & Co., who manufacture the "hold-on" clutch under a license from the complainant and control that clutch in this market. According to Mr. Loeb, this suit has nothing to do with the firm of C. P. Goldsmith & Co., nor does it affect their manufacture of the "hold-on" clutch. It is brought against another concern in which the parties were interested and which manufactures the "ajax" clutch, which they claim was invented in their own shop. They do not consider it a violation of Mr. Fischer's patent, which they have helped to uphold, and did not think that Mr. Fischer objected to it until this suit was brought. The suit came, therefore, as a surprise.

The defendants have not yet retained an attorney to file an answer, but have 30 days in which to make an appearance and 30 more days in which to reply to the complaint.

Lowres Optical Co., Newark, N. J., Sues Toric Optical Co. of New York Alleging Infringement of Patent on Eyeglass Mountings.

A bill of complaint has been filed in the United States Circuit Court, New York, by the Lowres Optical Co., a corporation under the laws of the State of New Jersey and having its principal place of business at Newark, against the Toric Optical Co., a corporation under New York State laws, having its headquarters at New York. The complaint alleges an infringement of a patent on useful improvements in eyeglass mountings. A preliminary injunction against the defendant corporation is asked enjoining it from making, using or selling any eyeglass mountings embodying the patent pending the outcome of the suit. A perpetual injunction and the usual accounting and costs are also asked.

The bill recites that on about March 26, 1911, George D. Lowres invented the improvements in eyeglass mountings on which he made application for a patent. Before the patent was issued Mr. Lowres assigned his rights to the Lowres Optical Co., and Letters Patent No. 965,917 were granted to the optical concern Aug. 2, 1910.

It is alleged that the Toric Optical Co. has made, used and vended large numbers of eyeglass mountings containing the invention described in the patent claimed by the complainant in this action and that a continuance of this will cause irreparable injury to the complainant concern's rights.

No answer has as yet been filed to the bill of complaint.

Negro Holds Up Baltimore Jeweler with Pistol He Purchased at the Store, but Gets No Loot.

BALTIMORE, Md., Oct. 17.—One of the boldest "hold-ups" ever perpetrated in Baltimore took place Monday morning about 8 o'clock at the jewelry store of Phillip Levi, 633 Light St., when the proprietor was forced to hold up his hands while a giant negro walked out of the store with the weapon leveled at his head. The negro, however, got no goods, but made his escape. Hundreds of people were passing at the time.

Mr. Levi said that a negro about six feet four inches high came in and asked him if he had any .44 caliber cartridges. He said that he told the negro that he had. The negro went out only to return in about five minutes and asked to see a .44 caliber pistol. Mr. Levi got one from the case and handed it to the negro, who immediately loaded it with the cartridges. Then he leveled it at the head of the storekeeper and ordered him to walk to the rear of the store and keep his hands in the air.

It is thought that the negro intended to clean out the cases, but was frightened off by the people passing. He put the pistol in his pocket and ran to York St., where he disappeared.

The International Exhibition at Sofia, Bulgaria, in 1912.

The International Exhibition at Sofia, Bulgaria, will be opened between June 1 and June 14, 1912, and closed between Aug. 13 and Sept. 13 of the same year.

The exhibition, under the presidency of the Royal Minister of Commerce and Agriculture, will embrace all products of industry, commerce, arts, instruction in hygiene, alimentation and sports.

This enterprise, which has obtained the protection of the municipality and the Chamber of Commerce and Industry of Sofia and takes place during the festival year 1912, will draw a great number of visitors to the capital of Bulgaria from all over Europe and even America.

Full particulars may be had on application to the organization committee of the International Exhibition 1912, No. 5 Alexander Pl., Sofia, Bulgaria.

August Sommer, a prominent jeweler in Niagara Falls, N. Y., has decided to retire from active business and go abroad. He has disposed of his interest in the Main St. establishment and is now preparing for the trip. Mr. Sommer is one of the oldest jewelers in his city and his many friends regret his action in leaving the country. Several months ago his wife was fatally burned in her room by the overturning of a lamp and since that time Mr. Sommer has been greatly depressed.

Fishel Nessler Co. Sues Fishel & Co. Alleging Infringement of Patent on Clasp Pins.

A bill of complaint has been filed in the United States Circuit Court, New York, by Fishel Nessler Co. against Fishel & Co., both of New York, alleging an infringement of a patent on clasp pins. It is asked that a preliminary injunction be granted by the court restraining the defendants from further alleged violation of the patent pending the outcome of the case.

The complaint states that Henry W. Fishel before and at the time of his application for the Letters Patent was the original inventor of certain new and useful improvements in clasp pins, jewel bars and a certain new, original and ornamental design for a clasp pin. It is set forth that Henry W. Fishel made due application to the Commissioner of Patents of the United States for Letters Patent for an improvement in clasp pins and that on April 12, 1904, he was granted Letters Patent No. 757032.

It is stated that on June 21, 1907, Henry W. Fishel assigned to the Fishel Nessler Co., composed of Henry W. Fishel and Theodore H. Fishel, his rights in the invention and Letters Patent, which assignment was duly recorded in the patent office June 24, 1907. The design in question was also patented under Letters Patent No. 37055 and was likewise the property of the Fishel Nessler Co. The patent on the new and useful improvement in jewel bars protected by Patent No. 881066 was also assigned to the Fishel Nessler Co.

It is recited that on Nov. 30, 1910, Henry W. Fishel and Theodore H. Fishel, individually and as co-partners, trading under the name, Fishel, Nessler & Co., were adjudged bankrupts and that about Dec. 29, 1910, John S. Sheppard, Jr., was appointed as trustee of the estate of the bankrupts. By operation of law the title to the patents became vested in the trustee. The trustee in bankruptcy sold the patent to Morris M. Schwartz and, according to the statements in the bill of complaint, Mr. Schwartz assigned his rights in Letters Patent Nos. 757032, 881066, 884979 and Design Patent No. 37055 to the complainants in this action.

It is claimed that all the inventions and improvements described and claimed in the Letters Patents in question are so allied as to be capable of embodiment and use in the same clasp pin, and that all of the improvements and inventions have been so used in many clasp pins manufactured, it is alleged, by the defendants.

A permanent writ of injunction is sought, and it is also asked that the defendant be decreed to account for any pay over to the complainant profits derived from the manufacture and sale of clasp pins or other like articles embodying the inventions claimed to be patented by the complainant. Costs and damages are also asked, as is usual in such cases.

The papers are signed by Anthony E. Stilger, secretary and treasurer of the Fishel Nessler Co. No answer has as yet been filed.

J. F. Bennett, a prominent jeweler of Rossville, Pa., has purchased the grocery stock of R. D. Lay & Co.

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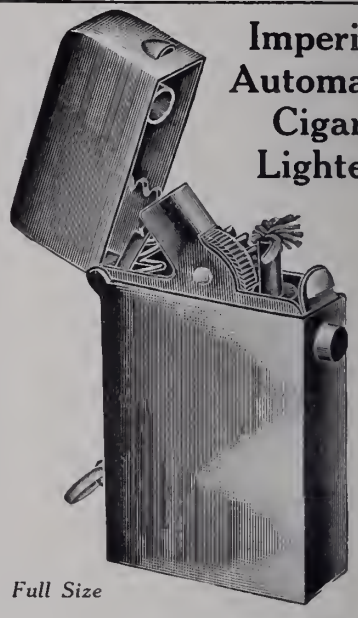
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Platinum Jewelry and Its Treatment.

PLATINUM has for a long time played an important part in the precious metal industry, as far as the production of jewelry ornaments is concerned, and as far as can be seen, is likely to retain this position. Like the "sleeping beauty," platinum remained in the magic sleep of nature until one day the awakening kiss came to it. Mexican gold washers found it in the auriferous sands of the rivers, noted its resemblance to silver and called it after this metal (plata-silver). Its value, however, was concealed from them; they could do nothing with it, and threw it away. Later it began to be somewhat better known.

It remained for the 19th century to reveal its remarkable properties and to turn it to serviceable account. It was hammered into sheets, drawn into wire, used for retorts and crucibles and for protective expedients of all kinds. It was about 1828 when, its true rank being discovered, it was classed as equal to gold. This was in Russia, where coins were minted from platinum (the so-called white ducats), but they were withdrawn in 1845.

For some years past there has been a change, and platinum, so long misunderstood and used only for useful objects, has been placed on a level with gold and the designation, "precious," conferred on it. Now it is extensively used for ornaments and jewels. The commencement was very modest; someone conceived the idea of using it in jewelry, and the idea was a brilliant success. The question, however, occurs, Why was this not thought of before? It is said that it was the great increase in the price of platinum, which in some industries is indispensable, that first called attention to it. It would rather seem, however, that the modern jeweler who had been for some time experimenting with various shadings in the color for embellishment in jeweled ornaments finally discovered platinum, the bluish-white, shading into gray, which lent additional charm and formed a superb foil for diamonds especially, and also for the other precious stones.

Nowadays a gradual displacement, by platinum, of gold for fine jewels and trinket ornaments is noticeable. At first the public did not appreciate its quiet color, its cold appearance, until, by degrees, taste changed with the fashion, or fashion changed with the taste, and no longer found the color of the reddish yellow gold beautiful and inspiring, and turned to platinum. The jeweler of to-day has decided that platinum is to hold its own with gold as the precious metal of fashion and the precious metal of antiquity. Whether or not this will affect the proverbial wisdom of our philosophy remains to be seen. Will gold still remain, in the proverbial sayings, the equivalent of silence, as compared with silver speech, or must it be changed for platinum? There are limitless possibilities of change in literature and poets if gold is replaced as the synonym of all that is valuable by platinum. Take, for instance, the immortal lines that form the moral to Thomas Hood's "Miss Killmansegg," and which begin with

"Gold, Gold, Gold, Gold,
Bright and Yellow, Hard and Cold, etc., etc."

How will future generations reconcile these utterances with the supremacy of platinum among the precious metals?

Be this as it may, no other metal, be it gold or fine silver, retains its natural color like platinum. Its durability is also much greater than that of the remaining precious metals. Unfortunately, in working platinum, it is not always accorded the proper technical treatment, which is nevertheless necessary in order to facilitate the work of the jeweler as well as of the setter. It is a well-known fact, says a writer in a foreign exchange, that in the workshops the method of working on articles of jewelry differs materially. Take, for instance, the fabrication of a large piece, a pendant.

It is primarily necessary in purchasing platinum to see that we obtain a white metal (pure platinum is of a lead-gray color). In making up it is mainly the size of the stones to be set that must be considered. Here is a point in which the jeweler mostly offends. The platinum must be so thick that the diamond to be set, with the round part, sets in the center of the platinum, the undesirable breaking off of the points in setting is thereby prevented. Let us take the mounting of a modern pendant. According to my experience, it is best to first saw out the main ornament entirely in platinum and to allow a millimeter in the size. This is owing to the fact that platinum contracts, the more soldering is done on the piece.

Ordinarily the articles are backed with 14-karat pale gold. This causes a great deal of trouble during the work. The previously so perfect, beautiful shape at each soledring takes a different trist and constantly pushes upward. The soldered places often break off and many hours of work are required to bring the pendant back to its right shape. If, on the other hand, we use 18-carat pale gold, which makes no great difference in price, the higher price of the better quality being much more than twice paid for by the lost hours of work, the work will be easier and we shall sooner attain our object. It is also to be recommended, as soon as the pendant is to some extent shaped up, to drill the chief ornaments. By this means the brittleness of the platinum is materially reduced. In drilling platinum, only drills of very fine steel may be used; they must be allowed, after hardening, to attain a dark blue color almost soft. We must drill only so far as to show the gold. Then, with a hard drill, we drill through.

In finishing, or cleaning up, it is best to go over the platinum outlines, from the side and from above, with fine emery paper; this procedure facilitates and enhances the work in polishing very materially.

Antiquities in Spain.

(From Vice-Consul HARRIS N COOKINGHAM, Seville.)

INFORMATION is requested as to the possibility of securing in this vicinity art objects and antiques, such as pottery, jewelry, embroideries, furniture and pictures.

Spain is considered by art collectors a lucrative field; and many interesting antiques are picked up here from time to time. Seville has numerous shops where antiquities are sold, and where the old Spanish needlework may be purchased. This section of the country has so recently (comparatively speaking) been invaded by tourists that art buyers claim to find here many desirable things of which the more frequented countries have long since been almost "sold out." Probably the old Spanish needlework and the wood carvings are the most characteristic "finds," though the antique Spanish and the lustrous Moorish tiles are also much sought. Of course paintings are eagerly scanned, and occasionally a Murillo-school picture comes to sale.

As the history of this section of Spain is so rich, there are many antiquities that date from the Roman period, such as earthen vases and earthen lamps, also a little jewelry and many trinkets, which are constantly being dug up in the ruins of buried cities; there are several such in this district, notably Italica, near here.

Bankruptcy Petition Filed Against Renner Bros., New York, After They Offer Settlement at Fifteen Per Cent.

An involuntary petition in bankruptcy was filed yesterday in the United States District Court, New York, against Renner Bros., jewelers at 132 Rivington St., New York, by these creditors: S. Kaplan & Co., $700; Royal White, $66, and Charles Schmukler, $229. These claims are all on promissory notes. It is alleged that property has been concealed and money transferred and paid over with the intent to prefer certain creditors. The liabilities are placed in the petition at over $20,000 and the assets at about $3,500.

Prior to the filing of the petition a meeting of the creditors of Renner Bros. was held Monday afternoon at the office of C. N. Rabinowitz, an attorney, at which time an offer of 15 cents on the dollar was submitted to creditors. The assets were then reported to consist of stock, $3,500, and fixtures, $1,000. The liabilities were said to be about $24,000.

The liabilities include $11,000 due on a settlement at 50 cents on the dollar made last Spring, of which 25 cents has been paid. The 25 cents on a dollar still owing aggregates $11,000, on which the concern propose to pay 15 per cent. to creditors.

It was stated at the meeting that the firm had created a new indebtedness of about $6,000 with furniture dealers, as the members also went into the furniture business. The Renner Bros. also endorsed paper of Morris Renner to the extent of $2,500, it was stated. In addition, they endorsed for another concern to the amount of $2,900, it is claimed, and it was further stated that Morris Renner endorsed on notes in the previous settlement of Renner Bros.

The firm is composed of Isidore and Joseph Renner. They were originally in the employ of H. E. & C. D. Williams, leather dealers. On May 6, 1905, they opened a jewelry store at 132 Rivington St.

W. F. Wheeler, Stevenson, Wash., has moved to Vancouver.

Do You Want To Reduce Your Stock Turn It Oftener Increase Your Profits ?

THESE three vital results can be accomplished by *continued systematic ordering from our catalogue.* Many jewelers make a mistake in buying too much at one time—loading up all at once. Your customer grows tired of seeing the same thing in your show case; but continually getting new articles, buying as your needs develop, means a cleaner, fresher, better assorted stock *and increased sales.*

Have you ever wished you had twice as many bracelets and half as many rings? Think it over—try the *order as you need it system*—you take no chance. Our prices are the lowest; every article we sell is guaranteed to give satisfaction. You will find it the best business doctor that you ever consulted.

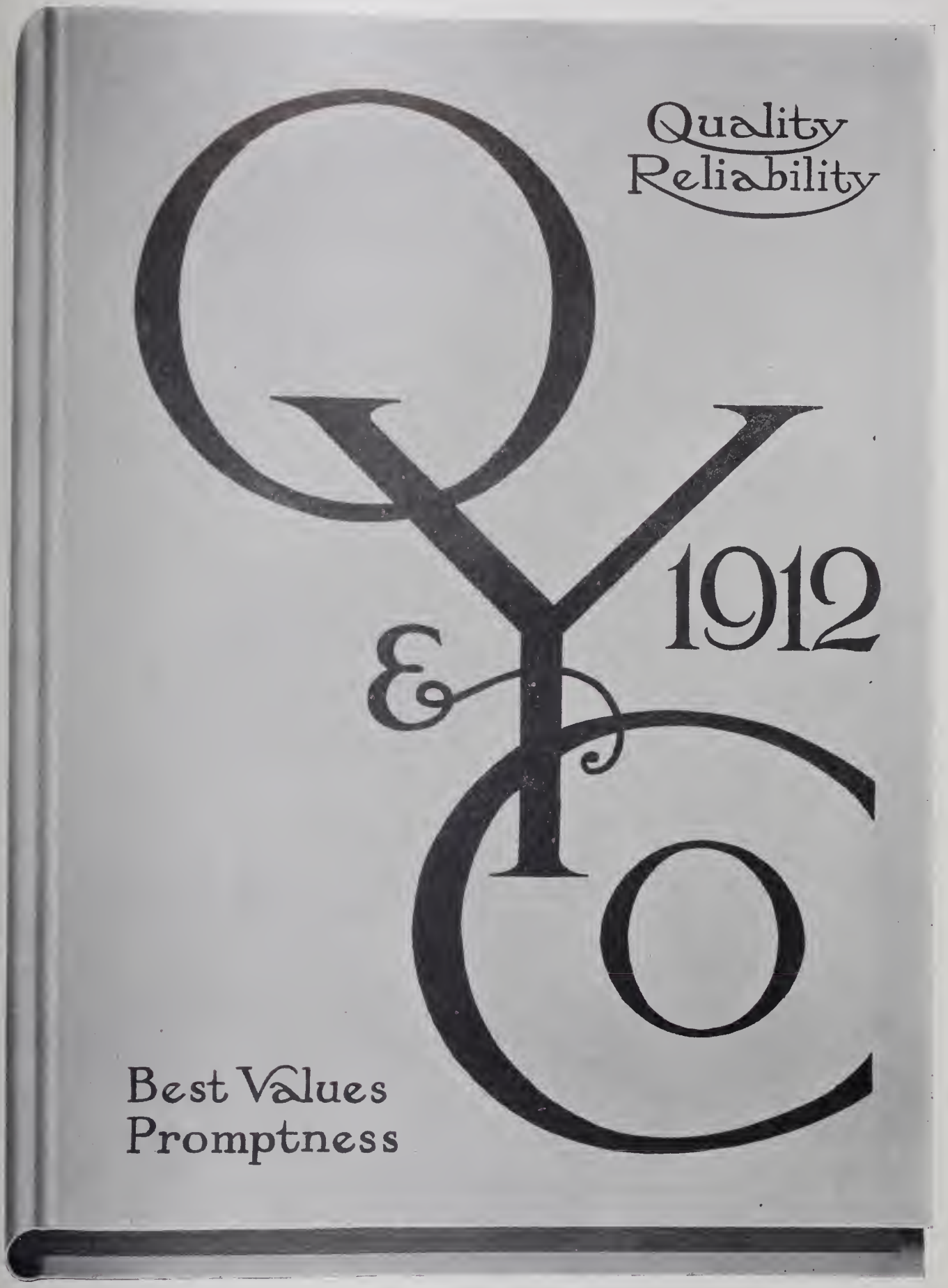
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If you have not received the 1912 issue, kindly advise us; only sent to the legitimate jewelry trade.

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Heyworth Building Established 1865 **CHICAGO, ILL.**


Quality
Reliability
Q Y & C
1912
Best Values
Promptness

News Gleanings.

J. A. Purvis, Adel, Ga., has moved to Rays Mill.

T. J. Peacock, Holland, Tex., has moved to Granger.

John R. Pogue, Sullivan, Ill., has retired from business.

E. W. Linder, Scottland, Ill., has moved to Marshall, Ind.

E. H. McClintock, Thomas, Okla., has moved to Ludey.

L. & F. Bernhardt, New York, have retired from business.

Harold G. Weeks, Arenzville, Ill., has moved to Monmouth.

C. H. Whittaker, Clyde, O., has been succeeded by Alfred Wirz.

George C. Grant, Pekin, Ill., is reported as being out of business.

Hodgen & Vent have succeeded Chas. F. Hodgen at Kokoma, Ind.

Byer & Wilkinson have succeeded Frank E. Dumas at Kewanna, Ind.

Munroe & Lane, Boston, have been succeeded by H. S. Lane & Son.

F. S. Guidl, Stratford, S. Dak., has moved to Breckenridge, Minn.

Clarence Eggleston, Erie, Ill., has been succeeded by F. E. Burridge.

Mrs. G. E. Moore has succeeded R. A. Moore at Santa Barbara, Cal.

Alexander F. Neville, Underwood, Ind., recently moved to Henryville.

Fred D. Booth, Clear Water, Fla., has been succeeded by Bertram Allen.

J. W. Dawsey & Co., Mullins, S. C., have been succeeded by Rufus D. Lewis.

F. R. Parks has succeeded to the business of Parks & Ratzloff, Fairview, Okla.

Homer S. Olds & Co., Ralston, Ia., have been succeeded by J. Simon & Son.

The Brandenburg Jewelry Co., Los Angeles, Cal., is offering 50 cents on the dollar.

Power, McKee & Co., Sacramento, Cal., have been succeeded by Larson & Elliott.

The Guaranty Jewelry Co., Indianapolis, Ind., is now known as the Eppery Jewelry Co.

Earl Garvin, Dawson, N. Dak., will shortly take a course in optometry and also study jewelry in St. Paul.

A. O. Banks, who recently sold out at Michigan City, N. Dak., has opened temporarily at Grand Forks.

James E. Tucker, Coon Rapids, Ia., and his son have registered for the land drawing of the Rosebud reservation.

L. P. Drew, with the Derby Jewelry Co., Concord, N. H., has returned from a trip to Chicago and the middle west.

The style of the Grand Rapids Wholesale Opticians, Grand Rapids, Mich., has been changed to the Independent Optical Co.

Ray Young, Tyndall, S. Dak., has been looking for a location at Delmont, S. Dak., with a view of opening a jewelry store there.

Walter F. Robbins Co., Showhegan, Me., has moved to Long Beach, Cal.

Baker Bros. have succeeded S. W. Baker at Rockland, Mass.

George Ollerman, for 30 years employed as a watchmaker by W. H. Palmer, of Blair, Nebr., has opened a jewelry store of his own in that town.

J. J. Skauge is back in business at Grand Forks, N. Dak., having started a new store there. He was in business there before, but sold out some time ago.

Retail merchants of the Lehigh and Delaware valleys held their annual convention recently in Bethlehem, Pa. A number of jewelers are members of the association.

Nick Genring bought the jewelry stock of Charles Ahern at Mellen, Wis., and then sold it to Dr. Lockhart, who will handle that line in connection with his drug store.

N. C. Nelson & Co., Concord, N. H., has just erected a new street clock on the sidewalk in front of their store. C. H. Sinclair, of the N. C. Nelson Co., is on a business trip to New York.

The jewelry store of J. B. Gardner, Chester, S. C., was entered recently and about $300 worth of watches, rings and other jewelry stolen. The burglars effected entrance through a rear door.

The Gaskill Jewelry Co., owned by Messrs. Robinson and Rideout, at Rochester, Minn., has been opened to the public at 222 S. Broadway St. Miss Lulu Vroman has been engaged as assistant in the store.

It is reported that Midland, Tex., a town of 2,500 inhabitants, in a prosperous cattle and farming section of West Texas, is without any jewelry shop, jewelry being handled only in connection with other business.

J. H. Donner, retail jeweler of Aurora, Nebr., has returned from a six months' trip to southern California, where his wife and daughter expect to remain for some time on account of the ill health of the daughter.

Beverly Pendleton, who contemplated moving from Bristol, Tenn., has decided to remain in that place. He has secured an interest in the jewelry business with his brothers, who conduct it under the name of J. P. Pendleton & Bro.

The store of Mr. Abel at Milnor, N. Dak., was damaged recently by fire, a gasoline lamp exploding. The loss is fully covered by insurance. The show cases were damaged and some were scorched, but the loss was kept down by quick work.

Midland is on the Texas & Pacific Railway, half way between Fort Worth and El Paso, and is reported to be one of the wealthiest cities in the United States in proportion to its population. It has a live commercial club and every modern advantage.

S. B. Schumacher, who conducted an optical business in Hazleton, Pa., is no longer in that town and some of the people who did business with him are wondering what has become of him. He is a young man, has been in business about three years and carried a very small stock.

It has been announced that Myer Rothstein, Johnstown, Pa., will raze the structure which he now occupies at 529 Main St. and will build a new two-story building which will cost about $50,000. When the new building is completed it will be the permanent home of the Rothstein concern.

A 14-year-old boy was arrested early last week on the charge of robbing the jewelry store of Benjamin Rosenblatt, at Atlantic City. The detectives claim that they found a gold watch, a number of stick pins and a number of revolvers which had been stolen from the jewelry store in his possession. The police claim that the youthful prisoner admitted the robbery and said that the revolvers were stolen to arm a band of young thieves of which he was the head.

C. G. Ross, Leaksville, N. C., was adjudged a bankrupt Oct. 10, and the first meeting of his creditors has been called for Oct. 21 at 10 A. M. The meeting will be held at the office of Ira R. Humphreys, Leaksville, N. C., where the creditors may prove their claims, appoint a trustee and examine the bankrupt.

In a note under the new enterprises in the issue of Oct. 4, which referred to a new jewelry store opened up by E. C. De Voe at Waterloo, Ia., an error crept in by which the name of the proprietor read Mrs. E. C. De Voe. This caused some annoyance to Mr. De Voe, whose name should have been used.

C. W. Bixler & Co., Easton, Pa., are now occupying store space in the Pomp building, that place, which they have refitted for their use. The new store room is finished in mahogany about the front and the interior is fitted in cherry. The entrance to the store, which was formerly in the center, is now at one side of the structure.

Creditors of Joseph Coutu, New Bedford, Mass., have received word to the effect that he is offering a settlement at 20 per cent. Coutu, who is a young man and a practical jeweler, was formerly employed in Woonsocket and began business for himself at Artic Center, R. I., in 1907. He later sold out to Chas. A. Gaudette in 1908 and came to New Bedford, Mass., and acted as branch manager for the store owned by Chas. A. Gaudette there. He succeeded Mr. Gaudette there on May 15, 1910.

Exports of Objects of Art from Portugal Forbidden.

FOLLOWING the example of Italy, Portugal is endeavoring to restrict the expatriation of its art treasures. The Provisional Government has decreed that communities, corporations, institutions and societies shall not part with their property, comprising any works of art or antique objects, to a third person without first securing the consent of the ministry. In case the authorities consent to their sale, the government shall always have first purchase right.

Private persons may dispose of such articles at will, but only within the Portuguese boundaries. They cannot send them out of the country without the consent of the ministry. Exports of works of art and antique objects are in any event invariably subject to an export duty of 50 per cent. ad valorem. Porcelain is included in the category of works of art and antiquities.

The 15th edition of the "Black Shield Watchman," a special holiday edition, showing descriptions of jewelry boxes, window and showcase displays, holiday sundries, besides tools and devices, has just been issued. This special edition contains 56 pages. A copy will be sent to any jeweler upon application to Swartchild & Co., Madison St. and Wabash Ave., Chicago, Ill.

Newark.

Samuel Brockman has just started in the jewelry business at 397 Broad St.

Two patents for safety razors have been granted to J. Molkinthim, of Newark.

Theodore C. Mertz, manufacturing jeweler in Johnson St., is now making weekly trips to Philadelphia.

The Long & Koch Co., Inc., 126 South Sts., is working two hours a day overtime in order to fill orders.

At the annual banquet and meeting of the Forest Field Club, Herbert W. Taylor was elected to succeed Thomas Allsopp as president

J. H. Meyer, of the firm of Meyer & Gross, 401 Mulberry Sts., leaves this week for a trip through the southwest in the interests of his concern.

E. H. Eckfeldt, of Eckfeldt & Ackley, Austin and Murray Sts., returned last Wednesday from a trip through the south in the interests of his concern.

R. J. Davis, of the Steeber-Vanderelst Co., Inc., 95 Oliver St., will leave soon for a trip in the interests of his concern, which will include visits to the trade in New York State, Pennsylvania, Ohio and Chicago.

Harry DeRoy will open a retail jewelry store on Saturday at 800 Broad St., and will deal in diamonds, jewelry of all kinds, etc. He is a son of Israel DeRoy of Market St., Pittsburgh, Pa., and for nearly 16 years has been in his father's employ.

The funeral of Thomas Pole, of Belleville, was held last week Tuesday from the home of his daughter, Mrs. Emil Mertz, 352 Washington Ave., Belleville, the Rev. Christopher Von Glahn, pastor of the Wesley Methodist Episcopal Church, officiating Mr. Pole died suddenly of heart disease.

William Sharkey has just returned from a trip to Boston in the interests of Charles W. Park, manufacturing jeweler at Oliver and McWhorter Sts., and Henry Ziruth, chain manufacturer at 102 Murray St. He will leave the latter part of this week for a trip through New York State in the interests of the same concerns.

The Goldsmith-Koch Co., Inc., 109 Oliver St., has leased two additional floors and purchased new machinery for the manufacture of German silver and sterling silver mesh bags. The concern is working nights until 10 o'clock. L. Witsenhausen, one of the salesmen for the concern, returned last week from a successful trip through the middle west.

Miss Elsie S. Riker, daughter of Mr. and Mrs. William Riker, Jr., of 111 Cleveland St., Orange, was married last Thursday night to Ernest W. Pierce, of Providence, R. I., by Rev. John Fulton Patterson, D.D., of the Central Presbyterian Church, Orange. The bride was given away by her father, and was attended by two of her sisters, the Misses Eleanor H. and Edith Riker. A reception followed the ceremony. Mr. and Mrs. Pierce will reside in Providence.

H. Judd Gray is on a trip through New England in the interests of the Gray-Howes Co., Inc., 95 Oliver St. This is Mr. Gray's first trip for the company. He is the son of Charles B. Gray, a member of the firm, who has been successful as a salesman, and a year ago entered the factory in order that he might get in touch with the factory end of the business before becoming a salesman. In addition to the New England States Mr. Gray will cover parts of New York City, New York State and New Jersey. He makes the fourth salesman on the road for the company.

At a meeting of the trustees of the Newark Association of Credit Men, held last week, resolutions were passed pledging the organization to work for the abolishment of "whatever abuses or mistaken methods that may have crept into bankruptcy practices." The resolutions will be presented to the members of the association for their action. In the resolution it is urged that business men instead of lawyers be appointed to receiverships. No fault is found with the Federal Bankruptcy Law itself, but with abuses in the administration of the law. The action of the trustees of the Newark association has been warmly commended by others on the outside.

North Attleboro.

The T. I. Smith Co.'s factory is being connected with the sewerage system.

Wallace S. Franklin, of E. I. Franklin & Co., spent last week in New York.

A. H. Bliss is building a garage in the rear of his residence on Church St.

John L. Thompson and Frank L. Shepardson have purchased new automobiles.

G. Chever Hudson left last Wednesday for the west in the interests of G. C. Hudson & Co.

Charles Perkins, salesman for R. Blackinton & Co., arrived home last week from a business trip.

C. Ray Randall has returned after making a successful trip in the interests of C. Ray Randall & Co.

Charles A. Whiting, of Whiting & Davis, was in New York last week in the interests of his company.

A delegation from the factory of the H. F. Barrows Co. spent last Thursday at the Barrows' cottage at Wareham.

George K Webster was able to be out last week after having been confined to his home for the past three weeks by illness.

Percy Ball, designer for F. M. Whiting & Co., has been selected by the school committee to have charge of the designing department of the evening school, which will commence Oct. 23.

The Board of Trade held its first meeting of the season last Thursday evening, and the work accomplished last year by the Board was given by Secretary Carl Hempel in his annual report.

The new jewelry factory at Plainville to replace the one which was destroyed by fire a number of months ago is now an assured thing, and the work of construction will be commenced in the near future. The building will be occupied by Scofield, Melcher & Scofield and Maintien Bros. & Elliott. The new factory will cost $16,000. Half of the stock will be taken by the Foxboro Electric Light Co., Scofield, Melcher & Scofield and Maintien Bros. & Elliott will each take $2,000, and the balance will be subscribed by Plainville citizens. It was stated by William F. Maintien, at the special town meeting held in Plainville to give the electric light company a contract to light the streets, that there was a possibility that a third North Attleboro jewelry concern could be induced to move.

Buffalo, N. Y.

Fred Dorn is in the Adirondacks this week on a hunting trip.

Mr. and Mrs. Edward Eisele and family have returned from their Summer home to Buffalo.

E. V. Syrcher, the chairman of the executive committee, has been successful in helping to bring the Optical Society of the State of New York to Buffalo next June for their annual convention.

Visitors this week at King & Eisele's have been F. W. Rose, Cleveland; A. J. Tulian, Alpena, Mich.; C. A. Mabie, Holley, N. Y.; L. M. Derby, Albion, N. Y.; J. J. Mahoney, Olean, N. Y., and E. I. Neumaier, Erie, Pa.

The jewelers of Clinton St. were well represented at the banquet which was given by the Clinton St. Business Men's Association Oct. 14. The banquet was given in honor of the new car line and a trip was taken in the new cars.

Frank Ehrenfried, a Broadway jeweler, is the nominee for sheriff on the Socialistic ticket. Mr. Ehrenfried has been active as a business man and a jeweler for many years and is a member of the Buffalo Retail Jewelers' Association.

Young Abraham Panimo, who was shot in his father's store, has not yet recovered his strength sufficiently to leave the hospital. Although four suspects have been brought to him by the police his assailant is yet at large. The police are still working on the theory of robbery.

King & Eisele are interested in the Industrial Exhibition which is being arranged by the Chamber of Commerce, and will be largely represented by a fine display. This firm is also a member of the Buffalo Credit Men's Association, which has opened a season's campaigning for new members, and plans to have one of the most active years in it's history.

The advertising committee of the Retail Jewelers' Association is making plans for the advertising campaign under the Gold Seal Quality stamp. Over $1,000 has been subscribed to the mutual advertising fund. The advertising committee consists of Mr. Schutt, Gustav Frisch and Mr. Detling. The association opens its social season with a card party at the club rooms of the William St. Business Men's Association on Oct. 26.

The Rockford Watch Co., Rockford, Ill., has experienced such an increased demand for its product that it has been forced to place one-half of its force on the full time basis of 59 hours per week. The entire factory is running five days of 10 hours each and five hours on Saturday. The 59-hour schedule is practically the same basis on that on which the factory was running when the country was at the flood tide of prosperity and the output of the company now will compare very favorably with that of the best years in its history.

"What's in a Name?"

There is a great deal in a name when that name, in the minds of the public, stands for the *best* in any line of manufactures.

The name GORHAM, when applied to anything relating to silver or silverware, stands for the *best.* When applied to silver polish, as in the case of

Gorham Silver Polish

it stands for the *best* in silver polish—best for the consumer and best for the jeweler.

Best for the consumer in that it efficiently and safely cleans and polishes silverware and glassware.

Best for the dealer in that it sells readily, gives perfect satisfaction and pays a very gratifying profit.

It is now put up in three sizes, small, medium and large, to retail at 25c., 50c. and $1.00—the profit on the medium and large sizes being more in proportion than on the small size. Therefore, it behooves the jeweler to sell the medium and large sizes, as the percentage of profit is much greater than on the small size.

We shall be glad to give you further information.



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No attention paid to communications unless accompanied by full name and address of the writer. This is asked not necessarily for publication, but as an evidence of good faith.

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Failures During the Third Quarter.

COMMERCIAL failures in the United States during the third quarter of the year, as reported by R. G. Dun & Co., are much less in number and considerably less in liabilities than in the third quarter of 1910, there being altogether 2,880 insolvencies reported during July, August and September, as against 3,011 in the third quarter of 1910, while the total liabilities of the third quarter of this year are placed at $35,167,269, as against $42,177,998 a year ago. Of these the failures in manufacturing lines during the quarter are reported as 748, with liabilities of $15,772,093, as compared with 841 a year ago, when the liabilities were $25,779,513; while the total failures in trading lines were 2,022, with liabilities of $14,112,211, as against 2,071 a year ago, when the liabilities amounted to $14,637,239.

As far as the jewelry and clock trades alone are concerned, the failures in these lines during the third quarter of the year show an increase in both number and liabilities over all years since 1908. According to the table of failures by branches of business compiled for *Dun's Review*, there were 55 insolvencies among jewelers in the third quarter of this year, with liabilities of $610,993, as against 42 in the third quarter of 1910, when the liabilities were $330,549; 53 in 1909, with liabilities $347,670; 64 in 1908, with liabilities of $619,855 and 20 in 1907, when the liabilities were $146,964.

As far as September alone is concerned, the failures in all trades showed a notable improvement over last year, those in the jewelry and clock trade being about normal in number and on the whole gratifying as to the amount of the liabilities.

Should Platinum Be Marked as to Quality?

PLATINUM, which is growing more and more popular in the manufacture of high-grade jewelry, is also growing more and more expensive, and, as noted in a recent issue of THE JEWELERS' CIRCULAR-WEEKLY, the cost reached an unusually high point recently, when the price of hard platinum went up to $47.50 per ounce. The great demand for the metal in the arts and its market price truly put it at the top of the precious metals to-day, and it is possible it will hold this position for a long time; at least, there is nothing apparent at present to indicate a decrease in its price, its popularity or its usefulness in the jewelry trade.

The quotation of the record market price last week caused platinum to be a topic of more than usual interest in the trade and brought forth comment from some prominent retail, as well as manufacturing, firms to the effect that it was strange that a metal so precious and valuable, and one playing such an important part in the jewelry industry, should not be marked as to quality. A statement was made (though no proof of the same was offered) to the effect that not only could platinum be alloyed with other metals, but to some extent this was being done, and that a quantity of the metal sold to the jewelry trade was not as pure platinum as many people believed; and also that many jewelers did not attempt to distinguish between platinum with little and platinum with considerable alloy.

Whether this statement be true or not, it nevertheless does seem strange that there is no general demand for a quality mark on platinum as there is upon gold and silver. If a quality mark can be used properly, there seems every reason why it should be used, and, what is more, the laws relating to the false stamping of precious metals should be made to give as much protection to those who handle or buy platinum as they do to those who handle or buy articles of silver.

There may be good and sufficient reasons why the stamping of the quality mark on platinum is not feasible, and the subject is here brought up for the sake of bringing out such reasons, if any there be. THE JEWELERS' CIRCULAR-WEEKLY would like to hear from manufacturers of platinum jewelry on the subject, as well as refiners and sellers of the metal, in order that the full facts, both as to the possibility or impossibility of debasing the metal and the practicability of stamping it with a quality mark, may be placed before the entire trade. Also if a quality mark can be used, suggestions are in order as to what form it should take. We welcome expressions and views upon all these points, and our columns are open to anyone who has anything to say upon the subject.

Production of Gems During 1910.

WITH this issue we publish the first installment of the Government's latest report about gems and gem minerals, this being the report submitted to the United States Geological Survey by Douglas B. Sterrett, upon the production of precious stones in 1910. As usual, through the courtesy of the Survey, we are enabled to present this report to our readers in advanc of its appearance in the volume "Mineral Resources of the United States" for the calendar year of 1910, of which it forms a chapter, and we do not doubt that the matter will prove as interesting as have the previous reports of the Survey, which have been published by us in the years gone by.

As will be noted in the introduction to Mr. Sterrett's report he emphasizes the fact that there was a decrease in the production of precious stones during 1910, though the output of matrix gems, such as turquoise and variscite was still very large. However, the total amount produced $295,797 is very much smaller than usual, as will be seen from the fact that the production in 1909 was valued at $534,380; in 1908, $415,063, and in 1907, $471,300. The greatest increases last year were in the production of a few groups, among them agates, etc., which jumped from $750 to $2,268, rhodonite from $125 to about $6,200, spodumene (kunzite and hiddenite) which jumped from $15,150 to about $33,000, and miscellaneous gems which jumped from $1,060 to $2,755. In almost all other classifications a large decrease is noted, the most remarkable being in chrysoprase, in which the production was reduced from about $84,800 to about $9,000; tourmaline, which dropped

NEW FALL PENDANTS



A few samples from our extensive line of New, Popular Priced, and thoroughly dependable Gold Jewelry.

A 80-7	Baroque Pearls	$3 00
A 80-8	Baroque Pearls and Sapphire	3 00
A 80-6	Baroque Pearls	4 00
A 80-3	Baroque Pearls, Sapphire or Ruby centre	10 25
A 80-4	Baroque Pearls, Amethyst or Topaz	12 25
A 80-12	Baroque Pearls, Sapphire or Ruby centre	13 50
A 80-2	Baroque Pearls, Turquoise Matrix	9 50
A 80-1	Baroque Pearls, Amethyst or Topaz	10 25
A 80-10	Baroque Pearls, Coral	5 50

Prices quoted are for pendants only. Fifteen-inch chains, **$2.50 extra.**
All pieces are 10K gold, and all stones are genuine with the exception of sapphires and rubies, which are reconstructed.

Prices Subject to Jewelers' Circular Key Discount

CROSS & BEGUELIN
TWENTY-THREE MAIDEN LANE
NEW YORK

from about $133,000 to about $46,500, and turquoise and turquoise matrix, which dropped from $179,273 to about $85,900.

Mr. Sterrett in his report takes up the subjects alphabetically, beginning with "agate" and ending with "variscite," and the first instalment published this week takes in agate, amber, amythest and beryl, while californite and the diamond will be treated next week. It might be stated in passing that the details of the deposits of precious stones given each year are not necessarily those that have been the most active producers. Mr. Sterrett has endeavored to examine all the gem deposits of the United States, and later on the information obtained may be used for more extended publication. The information as it is gathered is incorporated in the reports, together with such general information on precious stone production as comes to the Geological Survey.

Baltimore.

John Etridge, former employe of S. & N. Katz, who was arrested on a charge of embezzlement recently, has been discharged and released from custody. Messrs. Katz stated that full restitution has been made to them and the charge was dropped.

George Bowen, 4 N. East Ave., was arraigned before Justice O'Neill, Oct. 10, accused of breaking into the store of Samue' Fisselbaum, 2216 Boston St., and stealing the stock of watches and cutlery. The prisoner confessed the thefts and was held for court.

The $1,000 pearl necklace, believed to belong to Mrs. F. E. Brown, of New York, which was lost Oct. 6 at the Belvedere Hotel, has been recovered and, in connection with the finding, Augustus and Addie Gross, colored, 1348 Stockton St., are held on the charge of stealing it. On Oct. 10 Clarence Wette, the jeweler, 1205 Laurens St., called at the northwestern police station with the information that a negro woman had brought a diamond worth about $500 to him on Oct. 9 and wanted it set into a stick pin. On the 10th she brought him another diamond of almost the same size to be made into another trinket. Plain clothes men went to the house of the woman and found her with a perfectly matched and valuable pearl necklace. She admitted that her husband had given them to her. The husband claimed to have found them. Both will remain behind the bars until the police investigate their story fully.

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New York Notes.

Dan I. Murray, auctioneer, is at present at Indianapolis, Ind., making a sale for F. M. Herron and reports fine success.

David Mayer, 14 Maiden Lane, returned yesterday on the *Kaiser Wilhelm der Grosse* from a visit to the European diamond markets.

A. G. Moment, American representative for M. Redon, Limoges, has started on a tour of the principal cities showing his sample line of the products of the Redon factory.

William Maintien, of Maintien Bros. & Elliott, 13 Maiden Lane, was in town for a short time last week, returning to the factory of the concern at North Attleboro, Mass., last Saturday.

M. A. Solman, 119 4th St., Union Hill, N. J., reported to the police recently that a window in his jewelry store had been broken with a stone. No attempt was made to steal any of the goods.

F. A. Bixby, Ironton, O., was among the visiting jewelers during the past week. He spent some time in the china and glass ware district, in addition to the time he spent in the jewelry trade.

The funeral of Peter G. Roe, a watchmaker, who lived at 512 11th St., Brooklyn, was held Tuesday afternoon of last week. The remains were shipped to Philadelphia for interment. Mr. Roe was born in Brooklyn 58 years ago and always resided in Brooklyn. He is survived by his widow and two daughters.

The Jewelers Security Alliance, 15 Maiden Lane, has received a report from A. Schmidt, Braddock, Pa., which states that his show window was broken recently and about $200 worth of jewelry stolen. When the police and a watchman arrived at the store after the crash of broken glass there was no one else in sight. The watchman was approached shortly before the robbery by a stranger who engaged him in conversation.

From Los Angeles, Cal, comes the report that Dr. Arno Behr, of Pasadena, a wealthy chemist, has been arrested on the charge of misrepresenting the value of jewels smuggled into this country through Hoboken. Dr. Behr was released on his own recognizance and will come to Hoboken to answer the charges. Dr. Behr says failure to declare the necklaces was an oversight. He denies having previously misrepresented their value as charged.

Joseph Frankel's Sons, of this city, imported pieces of drilled coral, suitable for use in the manufacture of jewelry, which were held dutiable at 35 per cent. ad valorem. The importers claimed the coral to be dutiable at 10 per cent. ad valorem, and the decision of the Board of United States General Appraisers, handed down last week, sustains the contention. It is held that the coral is identical in all respects with articles covered by a previous decision, and the ruling of the Collector is reversed.

C. H. Wyman & Co., St. Louis, lodged a protest against the assessment of 85 per cent. ad valorem duty upon articles the official sample of which shows the merchandise to be composed of brass, gold-plated, and set with imitation precious stones. Last week the case came up for hearing before the Board of United States General Appraisers. The importers claimed the merchandise, which is designed to be worn upon the person for purposes of adornment, to be dutiable at various rates lower than that assessed by the Collector. On the authority of repeated decisions the Board overruled the protest and affirmed the finding of the surveyor.

The amount of advertising published in THE JEWELERS' CIRCULAR-WEEKLY last month beat all records for September of any year. THE JEWELERS' CIRCULAR-WEEKLY published 455 pages of advertising. The 7 other jewelry periodicals *combined* published only 420 pages. The reason why THE JEWELERS' CIRCULAR-WEEKLY publishes more advertising than all the other jewelry papers put together is because it has the close attention of the buyers of over 90 per cent. of all the goods sold to the jewelers of the country.

Ulrich Gable, a resident of the eastern district of Brooklyn, whose home was at 187 Rose St., died there Monday of last week of pleurisy. He was a silversmith for Tiffany & Co. for 40 years, and was a member of the Silversmiths' Guild and the German Lutheran Church on N. 5th St. Mr. Gable was born in Germany Dec. 13, 1835, and is survived by two sons, Henry and William; five daughters, Mrs. William Woolsey, Mrs. James Tice, with whom he lived; Mrs. William Collins, Mrs. Joseph Muller and Mrs. William Scott; a brother, Henry; a sister, Catherine, and 27 grandchildren. The funeral was held last Wednesday evening and the officiating clergyman was the Rev. Gustav Sommer.

Charged with "systematically stealing articles of jewelry since last June valued at $160, Nellie Flynn, 670 Quincy St., Brooklyn, was locked up in the W. 30th St. police station last week. The police say she was wearing some of the alleged stolen trinkets when arrested. Since March last she had been employed in Saks & Co.'s jewelry department. In June jewelry began to disappear from the counter, and the firm suspected shoplifters. Despite the close watch kept by store detectives, the thefts continued till jewelry valued at about $1,000 had been pilfered. They concluded it was an "inside job" and called in Central Office Detectives Hyams and Hughes, who began to shadow some of the salesgirls, and finally arrested Miss Flynn.

Suits were filed last week against Tiffany & Co. and Revillon Frères in behalf of Mrs. Belinda Carbonneau, described as the first woman to go to Alaska at the time of the gold discoveries. She sues through an assignee to recover $11,454 worth of jewelry and $6,400 of furs and other wearing apparel said to have been lost through the negligence of the defendants. It was explained in behalf of Mrs. Carbonneau that the articles were sued for because the defendants had given them up to her husband. She has been searching for him for some years to recover the furs and jewelry, and, failing in this, she brought suit against the custodians of the articles. In the complaint against Tiffany & Co. it is alleged that articles to the value of $11,454 were deposited on June 28, 1904, with the understanding that they would be kept safely until the owner called for them. She called for them Nov. 1, 1905, but they were not returned. The list of the jewelry attached to the complaint included a diamond bowknot with large pearl in center, $7,000; gold nugget belt, made in Dawson City, $800; gold mesh purse set in diamonds, emeralds and rubies, $1,000; diamond solitaire ring, $1,000; Klondike pioneer's badge, with diamond setting, $100; two nugget rosaries, $150, and two nugget chains, $170. The complaint against Revillon Frères contained the same dates and the same allegations of carelessness. When a reporter for THE JEWELERS' CIRCULAR-WEEKLY inquired of Tiffany & Co. relative to the suit, a representative of that concern said that he did not care to discuss the matter.

Members of the crockery trade are much concerned over the action of Francis W. Bird, appraiser of the Port of New York, in advancing the value of Japanese porcelain ware imported by Morimura Bros., who are among the largest importers of Japanese goods in the United States. The advances are large, being 70 per cent. on some of the goods and 30 per cent. on the remainder. This house imports very largely through San Francisco, Seattle and Tacoma and inquiry as to the reason for the advance developed the fact that the action of Mr. Bird was not based on any information in his possession tending to show incorrectness in the valuations made by the importers, but upon precedent set by customs officials in San Francisco. Action at San Francisco was first taken about six weeks ago when, after considerable delay a shipment of Morimura Bros. was advanced to the figures now followed by the New York appraiser. While the action at San Francisco was of course quickly made known in New York, it is understood that the New York officials, in the absence of information on which to base the advance, hesitated for some time before deciding to advance the importations at this port. Appeals for reappraisement have been filed and the cases are set for an open hearing

(*New York Notes continued on page* 99.)

THE

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CAPITAL, SURPLUS AND UNDIVIDED PROFITS

$3,700,000.00

FIDELITY TRUST COMPANY

Notable Events of the Year

Elected to membership in the NEW YORK CLEARING HOUSE ASSOCIATION, making checks on this company, in payment for drafts, etc., acceptable by all banks and trust companies, members of the Clearing House, and checks certified by us acceptable by the U. S. Collector of Customs in payment of duties on imports.

Designated a Depository for the General Funds of the State of New York, in addition to those of the City of New York.

Paid 2% extra as a Christmas Dividend, in addition to the regular dividends for the year, which amounted to 6%.

Increase in Capital & Surplus from $1,500,000.00 to $2,000,000.00, enabling the company to broaden its business.

Increase in Resources to over $10,000,000.00.

President - Samuel S. Conover
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Chambers St. and West Broadway, New York

1850 *The Jewelers' Bank for half a century in the same location* 1911

THE CHATHAM AND PHENIX NATIONAL BANK

Broadway and John St., N.Y. Accounts Invited

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The Market and Fulton National Bank of New York

ORGANIZED 1852 — 81-83 FULTON STREET

CAPITAL, $1,000,000 — SURPLUS, $1,700,000

PROGRESSIVE—CONSERVATIVE—SUCCESSFUL

ALEXANDER GILBERT, - President
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Invites the Accounts of Jewelers

Will extend every facility that good banking will justify

SAFE DEPOSIT VAULTS

AUGUST OPPENHEIMER, President — J. HEYNEN, Secretary

THE JEWELRY TRADE IS INVITED TO INSPECT THE REMODELED AND IMPROVED PREMISES OF THE

New Maiden Lane Safe Deposit Co.

170 Broadway, Cor. Maiden Lane, New York

WHICH HAVE BEEN ESPECIALLY EQUIPPED FOR THEIR REQUIREMENTS

Trunks and Packages received at all hours, day, night, Sundays and Holidays, at our special 24 hour rate

Main Vault accessible every business day from 8.30 A.M. to 6 P.M. Use of sample rooms to renters of safes

Safes built to hold 1, 2 and 4 to 6 telescopes

New York Notes.

(*Continued from page 97.*)

before General Appraiser Waite on Oct. 25. The importers declare that their prices are fully up to the market value of the goods in Japan and they say they can substantiate this contention.

A. Botkin, Yonkers, N. Y., has opened a store in that city at 41 Palisade Ave.

Creditors of Patteck & Berman, 168½ Delancey St., will hold a meeting Nov. 3.

W. Booth, watchmaker, formerly at 2 Maiden Lane, is now located at 45 Maiden Lane.

I. A. Lyons, of the Lyons Gem Co., and Hiram New, of Hammel, Riglander & Co. were recent visitors at Los Angeles, Cal.

Fera & Kadison, 65 Nassau St., have leased approximately one-half of the 10th floor of the Frankel building, 45 John St.

The Rhinestone Products Co., formerly at 101 Crosby St., recently removed to 510 Broadway, between Spring and Broome Sts.

The stock of Samuel Morris, 999 Broadway, Brooklyn, was sold at auction last Thursday. David J. Wagner is receiver of the business.

J. Kohn, of Herzfelder & Kohn, diamond importers at 6 Maiden Lane, returned last Wednesday on the *Oceanic* from a three-months' purchasing trip abroad.

B. Karsch, 641 Eight Ave., accompanied by his wife, starts Saturday on the *Cleveland* for a trip around the world. They will return to this country by way of San Francisco after about five months.

The case of the Gorham Manufacturing Co. against F. & M. Weintraub, which was on the United States Circuit Court calendar for Monday, has gone over until Nov. 20. This is a suit over an alleged infringement of the Gorham trade-mark of a lion, an anchor and the letter G.

The Seth Thomas Clock Co., 15 Maiden Lane, has obtained a contract from the Maryland Casualty Co., Baltimore, Md., for the erection of a big clock on an office building to be built by the Maryland company. The clock is to have four illuminated dials, 17 feet in diameter.

Among the eastern manufacturers in the Maiden Lane district during the week were: Irving Sweet, of C. O. Sweet & Son Co., Attleboro, Mass.; Louis Hodges, of the E. A. Potter Co., Providence, R. I., and Mr. Ostby, of the Ostby & Barton Co., Providence, R. I. Geo. L. Shepardson, of the C. A. Marsh Co., Attleboro, Mass.

The National Association of Manufacturers, of which Ludwig Nissen, of Ludwig Nissen & Co., and Ralph S. Hamilton, Providence, R. I., are directors, is sending out copies of a book on accident prevention and relief, being an investigation of the subject in Europe, with recommendations for the United States by Ferd C. Schwedtman and James A. Emery, the special commissioners of the association, who were abroad for that purpose last year.

Among the department store buyers in this city during the past week were J. B. Todd, buyer for the Gamble-Desmond Co., New Haven, Conn.; G. F. Williams, buyer of silverware and jewelry for The Fair, Chicago; F. J. Stanley, buyer for Porteous & Mitchell Co., Norwich, Conn.; J. F. Goodwin, buyer for L. Diamond & Son, Providence, R. I.; J. T. McDermott, buyer for R. Fraser, Utica, N. Y.; D. J. Hickey, buyer for the C. T. Sherer Co., Worcester; C. M. Igel, buyer for Kaufman Bros., Pittsburgh; Mrs. J. C. Nourse, buyer for Woodward & Lothrop, Washington, D. C.; W. J. Brooks, silverware buyer for the Jordan, Marsh Co., Boston; H. J. Doggart, buyer for the E. Malley Co., New Haven, Conn.; T. C. Bunch, buyer for the W. Hengerer Co., Buffalo, N. Y.; W. R. Ford, buyer for the Lion Dry Goods Co., Toledo, O.

There has been an exhibition in the show window of a John St. concern during the past week of trophies which were presented to the members of the New York "Giants" Sunday night, by a committee of citizens headed by Senator Timothy D. Sullivan. The trophies, which are the same for each player, are of solid silver, 11 inches high, and represent a regulation size league baseball set upon crossed bats and mounted on an ornamental base. One one side of the trophy is the inscription: "Champion Giants, 1911," and on the other side: "Presented by the Citizens of New York. Hon. T. D. Sullivan. The admirers of the Giants have been making their plans for several days, but the announcement was not made until the first game of the world's series had been won Saturday afternoon. Then it was decided to have the presentation take place Sunday at the New York Theater. An additional honor was conferred on John J. McGraw, the Giants' manager, who also received a diamond-studded monogram watch fob worth $1,000, as a token of appreciation on the part of the "fans" for his tireless efforts to give this city a championship baseball team.

There have been on exhibition during the past week in the Broadway show window of the L. E. Waterman Co., 173 Broadway, a number of prize cups to be awarded at the American Land Show and Irrigation Exposition to be held in Madison Square Garden, Nov. 3 to 12. The cups include one to be donated by Horace Havemeyer, Jr., for the best sugar beets. This cup is valued at $1,000. A $1,000 silver cup for cotton, donated by Col. Robert M. Thompson, of this city, and a $1,000 silver cup for the best potato exhibit is donated by A. E. Stilwell. There are also several other cups and a number of money prizes to be awarded at the coming exposition.

Schedules in bankruptcy of Fuchs Bros. Co., manufacturers of jewelry novelties and notions at 39 Lispenard St., show liabilities of $15,155 and nominal assets of $9,529, consisting of stock, $1,500; fixtures, $250; accounts, $664; pledged accounts, $7,100 (to the State Bank), for a loan of $5,250 and cash, $3. Among the unsecured creditors listed in the schedules are: B. Apteker, $187; Benton, Garter Co., $128; M. W. Carr Co., $118; the Celluloid Co., $187; Geneva Cutlery Co., $103; Halperin & Low Co., $247; Keller, Becker & Co., $112; K. Mfg. Co., $132; Louis Karp, $355; McRoe & Keeler, $369; Phoenix Hair Goods Co., $226; Regal Jewelry Co., $114; Sussfeld, Lorsch & Co., $157; Parisian Underwear Co., $345; Richman & Fishman, $250; W. A. Sturdy Mfg. Co., $243; Thomas P. Taylor & Co., $260; R. G. Dun & Co., $150; R. Hyames, $1,000.

At a recent meeting before the referee in bankruptcy the compromise offered by the Myers Realty Co. to the trustee of the S. F. Myers Co. of the suit of the trustee against the Myers Realty Co., was not objected to and was approved by the referee. Under this decision $3,000 cash will be paid to the trustee by the Myers Realty Co., which latter concern also pays the legal expenses of the trustee in connection with the suit, and the realty company withdraws its claim filed against the S. F. Myers Co. for $2,366.67. The objections on the part of the trustee to the claim of Bertha Myers for about $30,000 against the estate of the S. F. Myers Co. are withdrawn, which claim by the attorneys is considered a valid one. The remaining assets of the estate were sold for $3,544.17, less auctioneer's charges and expenses. It is reported that a second dividend will be declared in from 30 to 60 days.

At a meeting of the directors of the National Jewelers' Board of Trade, held last Thursday at the offices of the board, the following firms were admitted to membership: Benedict & Warner, Jacob Blatt, Bunde & Upmeyer, Max Bolotin, Heyman & Kramer, A. R. Katz & Leudan Co., Ludwigs, Neumetz & Co., Joseph Wallman, Henry Zwejer, all of New York; the Alberts, Buob & Van Ness Co., Climax Mesh Bag Co., Adolph Rosenberg, Newark; Max Carlton, Korshak & Co., Eberhard Lechler, Herman A. Moench, Frank B. Tinker, U. S. Mercantile Co., Inc., Chicago; D. Gruen, Sons & Co., Cincinnati; the Seribner & Loehr Co., Cleveland; A. F. Smith Co., Inc., Omaha; Incasso Bank, Amsterdam, Holland (associate). This makes a total membership of 796. The board appreciates the valuable assistance which the members have given in making this magnificent showing and it is hoped that by the first of the year the membership will reach 1,000.

At a meeting held by the Watchmakers and Jewelers' Benevolent Association No. 1, Oct. 8, at Lenox Casino, the ball committee reported that all details for the 24th annual ball of the association had been completed. The committee is composed of S. E. Edelberg, chairman, Mrs. M. Rainess, H. Ash, P. Levine and J. Goldes. The ball is to be held on Saturday evening, Nov. 18, at Royal Lyceum, 10 W. 114th St., and the affair promises to be one of the best ever held by the association. Tickets to the number of 1,000 were distributed among the members. Among the features of the affair will be door prizes, and to every ticket will be attached a voting coupon to be cast for the most popular lady present. The prize is a very handsome and expensive article, to be decided on by the committee. Other business of importance was a report by H. Berkowitz on important improvements made at the association's cemetery. One candidate was proposed for membership and the names of two candidates were acted upon. There was also a report on the progress made in arranging for the 25th anniversary of the association, to be celebrated Oct. 14, 1913. Tickets for the forthcoming ball may be had of any member or

(*Continued from page 101.*)

Pull down base of signet. Insert end of cigar in opening. Press base with forefinger. Cigar is clipped.



Made in two styles—plain and chased. Neat, attractive designs.

Get this display card in your window—on your show-case

The new Simmons Cigar Cutter Fob Seal is the most successful innovation we have gotten out yet. It appeals to nearly every smoker—sells itself on sight.

The counter display card shown above is included free with every order sent to your jobber. It shows how the cutter works and how it looks—saves talk.

Send in your order. Put the card up where the "passing throngs" can see it—and take the money.

R. F. SIMMONS CO., Attleboro, Mass.

Have you our general catalog?

Have you received the last supplement?

Simmons catalog is the one, authoritative guide for buyers of chains, fobs, bracelets, chatelaine pins, lockets and seals.

It doesn't show the thousands of patterns that we produce, but a varied, carefully selected assortment of best selling staples and latest designs. Send your name.

NOTICE.—We have a limited number of Simmons Style Books on hand which we will send out at our expense, except for postage, to list of names furnished by retailers. These style books, with letter referring recipient to your store, are an effective advertisement for you, and enable you to connect with the benefit of our general advertising campaign.

New York Notes.

(*Continued from page 99.*)

officer of the organization. M. Rainess is the president, and P. Salias, the secretary.

S. Acher has moved from 843 Prospect Ave. the Bronx, to 3860 Broadway.

Lee Reichman, of Reichman Bros., 65 Nassau St., will sail for Europe to-day on the *Lusitania* to visit the diamond markets.

The engagement of Miss Rose Lewis, of 4 W. 108th St., to Robert Nadler, of 49 Maiden Lane, is announced. The reception will be held at Lexington Hall, 116th St. and Park Ave., Nov. 5, at 8 P. M.

John Wagner, manufacturer of pearl jewelry, who has been ill for the past nine months, has again started in business at 79 Nassau St. and the business will be conducted under the firm name of Wagner & McKenney.

H. Frankfield & Co. is the name of a concern which has been incorporated to do a jewelry business. It has a capital of $5,000, and the incorporators are Hugo Frankfield, Leslie Lockhart and Frank P. Woglom, all of 76 William St.

John Schwarz, for years a jewelry case maker at 61 Nassau St., died at his residence, 436 Prospect Ave., Richmond Hill, L. I., Monday morning. His death was due to heart trouble. The funeral will be held Thursday afternoon. A sketch of his career will appear next week.

Max Oppenheimer, of the Oppenheimer-Brussel Importing Co., Flatiron building, specialists in gun metal goods, sails on *La Savoie* for France Nov. 2. He will be gone about two months and will complete arrangements to import some exceptionally clever gun metal articles and other goods for the late Winter and Spring trade.

A petition in bankruptcy has been filed against the Anchor Metal Novelty Co., manufacturers of metal novelties at 342 W. 14th St., by these creditors: Hannah Levy, $153; John Sanborn & Son, $147, and Frederic Persky, $222. Judge Holt appointed William S. Creevey receiver, bond $3,000. The liabilities are $20,000 and assets $6,000, consisting of plant, $5,000, and stock, $1,000.

Among out-of-town visitors to the Maiden Lane district during the past week were: William Pfaff, Pittsburgh; M. R. Friend, of Ryrie Bros., Ltd., Toronto, Can.; A. W. Moyer, of the Non-Retailing Co., Lancaster, Pa.; Louis Manheimer, of Louis Manheimer & Bros., Chicago; Edward Rosenstein, of the United Novelty Co., Lancaster, Pa.; H. Estinghauser, of the Attleboro Jewelry Co., St. Louis, Mo.

The Good and Welfare Committee of the National Jewelers Board of Trade has addressed a letter to local manufacturers directing their attention to five scholarships offered the board by Pratt's Institute, of Brooklyn. The committee is anxious that these scholarship be filled, believing them to be of great benefit to the manufacturing jewelers. Details and applications for scholarship may be obtained by addressing a communication to E. N. Stone, secretary, 15 Maiden Lane.

Schedules in bankruptcy of Otto Goldsmith, formerly at 1201 Broadway, New York, were filed in the United States District Court, New York, Monday. They show liabilities of $11,705 and assets consisting of one share of stock of the Progressive Jewelry Co., $'00, and a stock of jewelry which he transferred in May to Bertha Back to be re-transferred to the Progressive Jewelry Co. at 1591 Broadway. Among the unsecured creditors named in the schedules are: C. P. Goldsmith & Co, $600; Leon Bleeker, $1,200; Mathilde Levine, $3,715; D. Goldsmith, $452; E. Browning, $350; Thomas & Eckerson, $150; William Victor Goldberg, $100; Louis S. Posner, $100; J. Axel, $120; Blackman Talking Machine Co., $229; Gustave Fox & Bro., $106; J. Hoare, $109; Alois Kohn & Co., $351; New York Edison Co., $177.

The annual Fall meeting and dinner of the New York Credit Men's Association will be held at the Hotel Astor on Thursday evening, Oct. 26. William F. H. Koelsch, of the Guaranty Trust Co., who is chairman of the committee on arrangements, has announced that the Hon. Culpepper Exum, president of the City of Birmingham Commission, had accepted an invitation to deliver an address. The program of the evening includes the annual address of the president and the annual report of the treasurer. The officers elected at the annual meeting of the association for the ensuing year will be installed. Invitations have also been extended to all the former presidents of the association to be present and make short addresses.

A meeting of the creditors of Edward U. Kahn, 604 Broadway, a corporation which imports and manufactures jewelry novelties, belts and ladies' neckware and against which an involuntary petition in bankruptcy was filed a short time ago, was held last week at the office of Referee in Bankruptcy Allen in this city, at which time it was decided to continue the business until the stock, in process of manufacture when the petition was filed, has been completed. It is expected that this work will be completed in about a week. Jesse Watson, the receiver in bankruptcy, has been continuing the business since the petition was filed. It was estimated that stock in process of manufacture would be valued at from $2,000 to $3,000 when completed. The examination into the financial condition of the business was started last week. The meeting was adjourned until last Tuesday, when another adjournment was taken until to-morrow.

The sub-committee of the Good and Welfare Committee of the National Jewelers Board of Trade, which has in hand the monthly noon-day luncheons, has perfected arrangements for the first monthly luncheon to be held at Kalil's Restaurant, 18 Park Pl., Tuesday afternoon, Nov. 14, at 12.30 P. M. The committee announces that it has secured an acceptance to speak upon this occasion from Henry A. Wise, United States District Attorney, who has chosen as his subject, "Smuggling and Undervaluation." These luncheons, given under the auspice of the National Jewelers Board of Trade, are for the jewelry and kindred trades and all merchants engaging in these lines, whether members of the board or not, will be welcomed. Tickets will be $1 each; and all reservations will be made in the order which applications, together with tickets, are received. In order that proper accommodations may be obtained it is necessary to know at the earliest possible date the number of seats which will be required, for in view of the numerical strength of the Board and the fact that all jewelry merchants and those engaged in the kindred trades are invited to attend, together with the importance of the topic to be discussed, there will be a large attendance.

Louis Votto was arrested last week by Central Office detectives in the Hotel Cadillac and held in $2,000 bail by Magistrate Corrigan for trial on a charge of stealing bronze statues and antiques. Complaints have reached the police recently from dealers in Fourth and Fifth Ave. regarding thefts of bronzes and detectives were put to work on the case. When arrested Votto was inspecting pieces of bronze in the parcel room at the hotel. The Gorham Co.'s detective became suspicious of the man after he had been at the store on several occasions and decided to watch him. He states that Vetto came to the store last Tuesday and was for some time in the bronze department. Votto said that he was waiting for his mother. When he left the store he was shadowed by the Gorham detective and traced to the Hotel Cadillac. When arrested and taken to police headquarters a package of old Dutch spoons valued at $100 were found on the prisoner, the police say. These spoons were later identified by John Fenning, 428 Fifth Ave., as his property. The value of the bronzes taken from the Gorham Co. was about $150. The prisoner explained to the police that he lived in Providence, R. I. He was held in $1,000 bail on the Gorham Co. charge and in $1,000 bail on the Fenning charge.

Among the recent accessions at the Metropolitan Museum of Art are: Serving knife with carved ivory handle, Venetian, 14th century (purchase); center panel of a carved ivory triptych representing Virgin and Child, French Gothic, 14th century (purchase); bronze medal of King Louis XII. of France, South French, 15th century (purchase); bronze door-knocker, ascribed to Jacopo Sansovino, Venetian, 16th century (purchase); three pieces of silver: toy porringer, basin and a barrel cup, English, late 18th century; six pieces of silver: two basis, salver, creamer and a pair of candlesticks, Irish, 18th century (purchase); gilt bronze, statuette, Saint Mark, Florentine, 15th century (purchase); bronze equestrian statuette, Louis XIV., by Girardon, with wood pedestal by Boulle decorated with plaquettes after van der Meulen, French, early 18th century (purchase); marble relief of a young girl (purchase); two incomplete suits of armor, known as the Chesterfield Armor, English, 16th century (purchase); two majolica albarelli and a majolica pot, Florence and Faenza, 15th century (purchase). Among the loans are: Six copper objects: ewer, fourth century; two trays and a basin, seventh century; two ewers, 12th century, Persian; chased silver goblet, Turkish, 14th century (lent by Dr. F. R. Martin); 27 silver and silver-gilt objects, Turkish and Greek, 14th to 18th century (lent by Dr. F. R. Martin); tall bronze vase, Chinese, Han dynasty (lent by Leon Hirsch); 47 pieces of silver, American, 18th and 19th centuries (lent by Hon. A. T. Clearwater).



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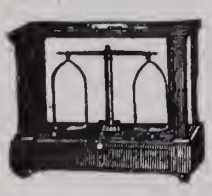
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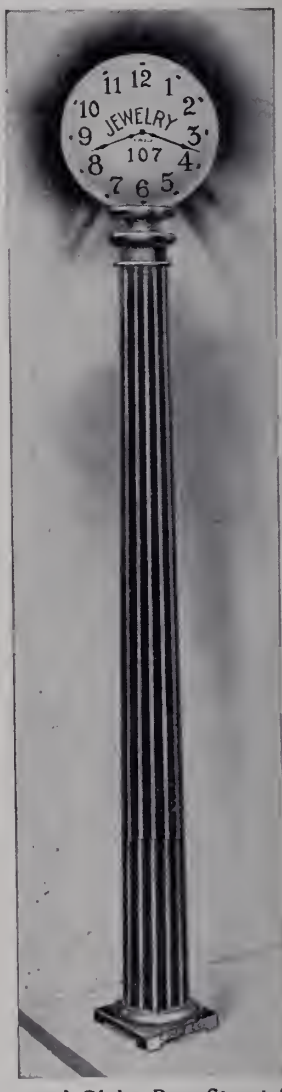
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Philadelphia

Andrew Smith, with L. P. White, has returned from a successful business trip to Baltimore.

George Donaldson, a local retail jeweler, has started on a business trip to Providence, R. I., and Attleboro.

The Mayor of Salisbury, Md., who is also a member of the jewelry firm of Harper & Taylor, was a recent visitor to this city.

The Philadelphia Optical Club gave its first smoker of the season on Tuesday evening, Oct. 3. The members spent a most enjoyable evening.

In the bankruptcy petitions last week, Samuel Garfinkel, Harrisburg, Pa., a former Philadelphia jeweler, was adjudged an involuntary bankrupt.

J. W. Weil, manufacturing optician, 727 Sansom St., has given his entire office a general overhauling and has installed some attractive new fixtures.

The Bailey, Banks & Biddle Co. displays in its windows this week the silver cups specially designed and made by them for the Rose Tree Hunt Club.

William Hunt, formerly 733 Sansom St., has been taken into his father's business. The firm's name appears J. H. Hunt & Son, diamond setters, 719 Sansom St.

Lewis J. Beitel has sold out his jewelry business on Germantown Ave. and has started for Los Angeles, Cal., where he will take up a permanent residence.

Louis Gibbons, traveling representative for W. W. Fulmer & Co., 124 S. 8th St., has just returned from a three weeks' trip to Washington, Richmond and the southern Atlantic States, and reports excellent business and prospects good.

The following jewelers were visitors to this city during the week: H. Garman, Coatesville, Pa.; J. W. Parrish, Newark, Del.; A. M. Kendall, Millville, N. J.; H. B. McFarlane, East Dowingtown, Pa.; E. K. Bean, Lonsdale, Pa.; F. Harder, Bangor, Pa., and C. A. Shinneman, Chambersburg, Pa.

The American Cuckoo Clock Co., Fairmount Ave., Randolph and Fifth Sts., has just taken title to a new plant at Germantown Ave. and Hunting Park Ave. This addition will give the company added facility for expansion and growth. The concern reports satisfactory business at the present time.

E. J. Hertz, dealer in high class jewelry, 13th and Chestnut Sts., is being congratulated on his victory in his suit against the Adams Express Co., Mr. Hertz having been awarded a judgment of $1,401.77 by Judge Audenried in the Court of Common Pleas. He sued the express company for a package which was lost in October, 1907.

N. H. Podesta, with D. V. Brown, is bemoaning the loss of three pearls which he came upon while eating his first course at the optical banquet on Tuesday evening. Mr. Podesta waxed enthusiastic at his rich find and immediately informed his dinner partners of his luck. Mr. Podesta is still in a quandary as to the mysterious disappearance of the pearls.

Plans are being made to tear down the building of T. D. Dunn, a retail jeweler, on the Boardwalk, Atlantic City. An attractive new building will be erected and the jewelry business will be continued by Mr. Dunn. Recently Mr. Dunn was instrumental in the disposal of an American fresh-water pearl which previously was the property of A. Scharr & Co. It was sold to Harry Curtis, of Chicago, for the sum of $9,500.

After spending a pleasant evening with a new-found friend, Louis Smith, a stranger in this city, and a representative for a Chicago jewelry firm, found himself, upon regaining consciousness, in Wilmington, minus his newly acquired friend and also his full line of jewelry samples which amounted to several thousand dollars. His gold watch and $260 in cash were also gone. Schmidt is 23 years old. He is still somewhat dazed by his unfortunate experience.

A diamond weighing a carat was lost in an odd manner last week by C. R. Dankworth, a manufacturing jeweler, 735 Sansom St., while he was mounting it in a ring. The jeweler was sitting by an open window while engaged in the work, and while in the act of pressing it firmly down with the tweezers the tweezers slipped and the stone flew out the window. An all-day search did not reveal its hiding place. The jeweler has become reconciled to his loss, but he will be more careful in the future as to where he sits while mounting precious stones.

The Pennsylvania Optical Society held its annual meeting Tuesday evening, Oct. 10, at the Continental Hotel. The morning session, which was largely attended, was devoted to "trade talks." Many interesting exhibits were gotten up for the occasion. D. V. Brown, McIntire, Magee & Brown; J. E. Limeburner, and several other local opticians featured attractive displays. Later in the evening, when the meeting adjourned, the 50 or more members assembled in the banquet rooms of Kugler's Restaurant, where a most appetizing repast awaited them. At the close of the dinner the following officers were elected: W. T. McConnell, Pittsburgh, president; Alexander Martin, Philadelphia, first vice-president, and C. L. Longstreth, secretary. The chief address was delivered by the president and was warmly applauded.

Washington, D. C.

R. Robey will open a store at 14th and Monroe Sts., N. W.

Julius Duehring, of Schmedtie Bros., returned last week from a business trip to New York.

W. B. Moses & Sons, one of the largest furniture houses in the south, have recently added a large Sheffield plate stock in their store.

Hundreds of persons took advantage of the opening of the National Museum on Sunday to see the exhibit of old ecclesiastical plate which has been put on view by the Colonial Dames.

A. O. Hutterly was a member of the committee that arranged a big mass meeting at the Chamber of Commerce last Wednesday night for the purpose of obtaining universal transfers on street cars in the District.

A. D. Prince of R. Harris & Co., is having a series of mishaps with his automobile. A short time ago Mr. Prince was in a smash-up on the Washington-Baltimore pike, and last week his chauffeur lost control of the car while driving in the city and crashed into an iron fence. No one was injured, however.

A new system has recently been installed by the Metropolitan Police Department whereby a complete record is kept of all jewelry and other articles on which loans are made by local pawnbrokers. The system is expected to aid the police in recovering lost and stolen jewelry that is pawned and also protect the pawnbrokers from loaning money on stolen articles. Under the law in the District, pawnbrokers are required to furnish police headquarters with a complete list of their daily business. The pawn inspection bureau is in charge of George Wech.

The annual Fall outing of the Retail Jewelers' Association of the District of Columbia will be held Oct. 22 at Great Falls, Va. This was decided at a meeting of the outing committee held recently. Invitations have been sent out to all jewelers in the District and the largest attendance in the history of the association is anticipated. The members of the Maryland Retail Jewelers' Association will also be invited and a large delegation from Baltimore is expected. The committee in charge of the outing is composed of W. J. Kettler, chairman; A. D. Prince, Salvatore Desio, Milton Baer, Joseph Baum, Ben Greenberg and Charles Schwartz. An oyster roast will be a feature of the outing this year. The jewelers will take their families and friends.

Notes for Exporters.

American watches and alarm clocks are finding a good sale in Aix la Chapelle, according to the report sent to the Bureau of Manufactures by Consul Pendleton King, in that city.

In a report regarding the commerce and industries of Belgium, Consul-General Ethelbert Watts, at Brussels, submits a table showing the exports invoiced during 1909-1910 from Belgium to the United States. In this table are listed diamonds. Cut diamonds to the value of $11,310,417 during 1909, $10,061,844 in 1910; diamonds in the rough to the value of $1,604,377 in 1909, and $795,195 in 1910; glazier's diamonds to the value of $14,447 in 1909, $205 in 1910, were exported. This table also shows that marble clock cases to the value of $4,805 were exported in 1909, and in 1910 $6,246.

An American consular officer in a Latin-American country has reported to the Bureau of Manufactures that one of the largest jewelers in the city in which he is located is desirous of obtaining catalogues from manufacturers of cut glass in the United States. They may be sent direct to the inquirer or to the consular officer. The report states further that the cut glass trade is improving and the American article is preferred to other makes, although not a great quantity of American cut glass is handled at present. Further particulars may be obtained by sending the file number, 7438, to the Bureau of Manufactures.

Providence.

TRADE CONDITIONS.

Some general improvement has been noticed the past week in the volume of husiness among the manufacturing jewelry establishments in this city, and several shops hegan working evenings. Up to the present time, although a number of huyers have visited Providence, the majority of the shops have been working on stock in anticipation of a good Fall and holiday trade. As yet, while everyhody is optimistic, there has been comparatively little "heavy" husiness. The past week, however, witnessed a slight improvement in this directon and the latest reports seem to indicate that the long expected holiday trade is at hand.

The C. S. Bush Co. has commenced keeping its store open until 6:30 o'clock every evening and 10:30 o'clock on Saturdays.

John S. Brant, president of the Cory & Reynolds Co., of this city, returned last week from a two months' visit in Europe.

The Crown Jewelry Co. (Grantiz & Quinn), of 197 Weybosset St., has opened a branch retail store at 318 Westminster St.

The S. K. Merrill Co. is working nights occasionally to keep up with its many orders.

The Royal Jewelry Co. is the style of a new retail concern at 506 Westminster St., this city.

H. L. Richards is on an extended western trip in the interests of Fessenden & Co., of this city.

Mr. and Mrs. Theodore W. Foster left last Monday for Walpole, N. H., on an automobile trip for several days.

President Englehardt C. Ostby, of the Ostby & Barton Co., has returned to this city after an extended trip through Europe.

The new box factory at Bristol, opened as a branch to his factory in this city by Frank H. Buffington, was started this week.

A. J. Michaels, representing B. A. Ballou & Co., Inc., of this city, has gone on an extended trip through the western territory.

Horace A. Carpenter, of H. F. Carpenter & Son, refiners of this city, was in New York the past week on business for the concern.

A. E. Lue, secretary of Fessenden & Co., this city, has returned from a business trip among the firm's customers in Chicago and vicinity.

Mr. Shuttles, who is representing the C. E. Hancock Co., of this city, through the west, was reported in San Francisco, Cal., the past week.

Harry Hedison and Charles Movsesian have purchased the interest of Dickran Hosepian in the Standard Die Sinking Co., at 25 Calender St.

Mr. and Mrs. George W. Parks have closed their Summer house at Watch Hill the past week and have returned to this city for the Winter.

William H. Thurber has been re-elected a member of the executive committee and John S. Palmer, rear commodore, of the Bristol Yacht Club.

The Modern Tool Making Co., Carl I. Osterberg, manager, tool makers, hub and die cutters, 107 Friendship St., is one of the recent acquisitions to the trade.

An inventory, amounting to $382.62, in the estate of the late Julius Eichenberg was filed with the Municipal Court in this city the past week and ordered recorded.

The Peerless Repairing Co., 11 Shawmut St., this city, is working its force overtime to keep pace with its orders for repair work on mesh bags and similar goods.

Benjamin Silverman et al. has given a real estate mortgage to Morris Golemba of $3,755, on three lots of land with improvements, on the south side of Public St.

Arthur A. Allpert has been appointed manager of the Regal Jewelry Co., Fall River, Mass., succeeding H. L. Magid, who is to devote his time to opening new stores for the company.

The regular monthly business meeting of the directors of the Manufacturing Jewelers' Board of Trade will be held in the rooms of that association next Friday afternoon at 2 o'clock.

G. William Wildprett, of Wildprett & Saacke, has sold to James J. Riley et ux a lot of land with buildings thereon on the southerly side of Point St., which he has mortgaged back for $3,000.

At the annual meeting of the stockholders of the Peoples' Savings Bank in Providence, on Monday, Dutee Wilcox was re-elected president, and Howard D. Wilcox and William P. Chapin were elected directors.

The Roberts Mfg. Co., which makes a specialty of enameled jewelry, is working nights until 9 o'clock to fill orders. The concern is about one year old but has advanced rapidly since removing to Pawtucket.

Mayor Henry Fletcher, Harry Cutler and George H. Holmes have been appointed by the Providence Board of Trade as delegates to the Atlantic Deeper Waterways convention to be held at Richmond, Va., this week.

Walter A. Darling has given a real estate mortgage of $2,500 to George T. Baker, covering a lot of land with improvements, on Summit St., and a second mortgage thereon to Grace E. Huse, wife of William A. Huse, for $200.

The Peacock Co. has made an addition to its metal manufacturing plant on Clifford St., which has been equipped for the manufacture of leather and celluloid advertising novelties. The office of the concern is 1011 Banigan building.

Among those seated at the head-table at the annual banquet of the Knights of Columbus at the Eloise on Thursday evening in honor of Columbus Day were: Mayor Henry Fletcher, Harry Cutler, Adamo R. Aiello and Emery J. San Souci.

A. Tingley Wall has given a mortgage of $5,000 to the Peoples' Savings Bank on a lot of land with improvements on the southwest side of Chestnut St., and one for $5,000 to J. Frank Woodmansee on a lot of land with improvements on the southeast side of Broad St., near Chestnut St.

At the Republican senatorial and city conventions, held Saturday afternoon, Henry Fletcher, treasurer of the Fletcher-Burrows Co., was nominated for re-election as Mayor of Providence for a fourth term and Harry Cutler, of the Cutler Jewelry Co., was nominated for State Senator.

According to the latest assessment of taxes in the town of East Providence, those who pay on $5,000 or more include the following: Edith M. Budlong, $6,500; Robert E. Budlong, $8,000; Edward T. George, $14,000; Anson D. Manning, $12,800; Olice C. Manning, $11,525, and Aaron C. Towne, $11,500.

The Brown & Sharpe Mfg. Co., of this city, is to make an addition to its present plant by erecting a new storage warehouse, 169 feet long by 50 feet on Kneeland St. The building is to be two stories high, of brick, steel and reinforced concrete, and will cost in the neighborhood of $40,000. Work will be commenced immediately.

William Loeb, of this city, has filed a suit against Louis H. Goldsoll, of Buenos Ayres, Argentine Republic, in which the damages claimed aggregate $60,000. The suit is filed in the Superior Court of Providence County, but the service upon the defendant was made by registered mail. The suit is based on a series of promissory notes.

Escaping steam in the retail jewelry store of Arthur Baudet in the Commercial building, Woonsocket, a few night ago, caused much damage to his stock and fixtures. The quartered oak fixtures were made white by the steam, and the clocks, watches and jewelry not in cases were covered with water. The damage, Mr. Baudet states, is quite extensive.

John Costello and Charles H Emerson, both of this city, and Frederick S. Dews of Cranston, filed articles of association with Secretary of State J. Fred Parker, last week, organizing the Costello Jewelry Co., created under the laws of the State of Rhode Island for the purpose of manufacturing jewelry and to be located in this city, with a capital stock of $10,000.

Royal H. Gladding, receiver in bankruptcy of Andrews & Co., has announced the refining plant of that concern at 23 Mathewson St., for sale at auction on Monday, Oct. 23, at 10 o'clock. Presiding Justice Tanner in the Superior Court on Wednesday last heard the case of Frank H. Andrews, trustee, against Howard B. Andrews et al., on the application of the receiver, Royal H. Gladding, for permission to sell assets and this was granted.

Francis H. Healey, formerly assistant superintendent for many years of the manufacturing jewelry establishment of the Chapin & Hollister Co., 101 Sabin St., this city, was placed on probation by Judge George T. Brown, in the criminal division of the Superior Court for Providence County, a few days ago. Healey pleaded *nolo contendere* to the charge of embezzlement of $700 worth of gold from his employers. Judge Brown said that he was not sure that the ends of justice would be better served by a sentence than by giving the man an opportunity to reform. The probation law was made for some purpose, said the court, and this appeared to be a proper case for applying it. Mr. Healey was accordingly placed on probation.

About a dozen members of the Dry Goods Alliance, whose headquarters are in New York, were visitors to this city the past week, with quarters at the Crown Hotel, where under the leadership of the assistant manager, E. V. Cornell, of New York, a number of orders were placed. It is understood, however, that the buying was not as large as usual. The list of those in the party included the following: C. Smith, of Read & Hughes Co., of Nor-

wich, Conn.; Mr. Pitner, of the New Bedford Dry Goods Co., of New Bedford, Mass.; Miss A. Burbank, of the Harris & Mowry Co., of Woonsocket, R. I.; John Maher, of the Shartenberg & Robinson Co., of Pawtucket, R. I.; Miss H. K. Brown, of Ive, Upham & Rand Co., of Meriden, Conn.; H. A. Miller, of H. S. Barney Co., of Schenectady, N. Y.; Mrs. Van Volkenberg, of the Howaldn Dry Goods Co., of Bridgeport, Conn.; J. F. Starrit, of R. A. McWhirr Co., of Fall River Mass., and F. Noble of England Bros. of Pittsfield, Mass.

Attleboro.

D. S. Spaulding, Mansfield, has been elected a vice-president of the Massachusetts Board of Trade Association.

William Gow, salesman for the Standard Button Co., has returned from a business trip in the interests of his concern.

A. A. McRae, E. D. Gilmore and W. E. Coles returned last Thursday from a 10 days' hunting trip enjoyed in Maine.

F. Leroy Laftis, a traveling salesman, was united in marriage last week to Miss Grace E. McGuire-Williams, of Elmhurst, R. I.

The Attleboro Lodge of Elks voted at their meeting last week to have plans drawn up for their new home. Edward Sweeney is chairman of the building committee.

William J. Thompson, who was superintendent for several years of Sturdy Bros., which is now the James E. Blake Co., died last Tuesday at his home in Providence.

Elmer E. Curtis, a member of the Massachusetts Civil Service Commission, addressed the Board of Trade upon "City and Town Government" at its meeting on Tuesday evening.

The local manufacturers are awaiting with interest the meeting of the National Association of Manufacturing Jewelers, when the matter of selling jewelry in seasons will again be taken up.

The Riverside Jappanery Plant at Mansfield was damaged to the extent of $3,000 by fire last week. The fire started in a nearby paint shop. The Riverside concern has been closed preparatory to removal to Pennsylvania.

Walter B. Bliss, representative of the Monogram Buckle & Mfg. Co., Los Angeles, Cal., has returned home after spending several weeks in town with friends. He was one of the delegates to the Detroit convention of the Loyal Order of Moose.

At a meeting of Company C., the oldest Republican club in Massachusetts, Representative Edward A. Sweeney, who is president of W. H. Wilmarth & Co., gave an interesting account of the effect that the tariff has on Attleboro and its industry, and in a graphic manner told what happened after the tariff revision in 1893, when many jewelers were obliged to secure picks and shovels and work on the so-called Thacher drain. He urged all to work for a clean Republican victory this Fall.

N. M. Johnson, a jeweler in Austin, Pa., which was recently deluged by a flood, was the only merchant in that place to escape damage. His stock of diamonds and other goods valued at about $10,000 were found to be intact after investigation.

Boston.

L. A. Hall & Co. have removed from the Century building to 59 Temple Pl.

A. R. Stanley has opened a store at 771 Dudley St., as a jeweler and watchmaker.

Charles Addison, of Chelsea, is drawn on the Suffolk grand jury which sits this week

C. A. Senter, Brockton, Mass., has opened a branch store in the Blake building, this city.

Carl Nesselroth, jeweler, watchmaker and optician, will open a new store at 653 Warren St. Nov. 1.

F. O. Fuller, salesman for D. C. Percival & Co., has returned from his eastern trip, reporting good business.

B. D. Shreve, of the Shreve, Crump & Low Co., is having a two-weeks' vacation in New Hampshire with his father.

Byron Abraham, formerly with Bigelow, Kennard & Co., is now with Maynard & Co., in the silver and art department.

Edwin P. Firrill, formerly with C. A. Crosby, is now comfortably settled in his fine new quarters in the Blake building, where he makes a specialty of diamonds and precious stones.

George Levy, inside salesman for Henry G. Morris, Jewelers' building, is leaving the employ of the latter next week. He will go to Fort Wayne, Ind., where he will enter the service of Wiener & Co.

M. S. Page & Co., wholesale jewelers, have enlarged their quarters at 1 Salem St. Harrison Locke is calling on the trade in western Massachusetts and Vermont. S. H. Wright has just returned from a successful trip.

H. W. Deans, who has conducted a jewelry business for the past 25 years in Spencer, Mass., is holding a clearance sale preparatory to leaving for Eagle Pass, Tex., where he is well acquainted, his father-in-law being Mayor of the city.

S. A. Wallack, formerly with Orkin Bros., this city, has opened a new shop of his own at Manchester, N. H., where he is conducting business as a diamond setter and doing general repair work. For the latter work he has installed modern machinery in his new quarters at 64 Hanover St.

Joseph Lind, diamond salesman for Jordan, Marsh & Co., was married last week. He was the recipient of hearty congratulations from the employes of the various departments connected with the diamond department. W. J. Brooks, of the same company, was in New York City last week purchasing silverware for the Fall.

Miss S. A. Shepard, for 7 years saleswoman in the gold department of the Smith, Patterson Co., retired from her position last Saturday. Before leaving a gold watch was presented to her by the employes of the retail department. Her place will be filled by Miss Allen, formerly with A. B. Crosby & Co.

William B. Fowler, who was formerly with Thomas Long & Co., Summer St., is now associated with the Winthrop Mfg. Co., of Attleboro, as a traveling salesman. Since leaving the employ of Thomas Long & Co. Mr. Fowler entered the service of the American Rubber Co., but has now returned to the trade, beginning his new duties last week.

It was reported last week that the Quinby Jewelry Co., doing a wholesale business at 42 Chauncey St., was offering creditors a settlement of 25 cents cash. This business is run by Edward O. Quinby, who has been in the jewelry business for the past eight years. He was formerly a representative of a manufacturing jeweler who controlled a patent on a collar button vending machine. He subsequently acquired the business, added another line and started a mail-order business.

At the regular monthly meeting of the New England Watchmakers' Club last week it was voted to have an illustrated lecture the first week in December. The lecturer will be H. C. Duncan, of Waltham, who has traveled in all parts of the country, taking a large number of photographs of jewelry exhibitions in many cities. The lecture will be given at the Franklin Union. The club has recently awarded a number of certificates to students at the Franklin Union who have successfully completed courses in watch making and repairing.

Buyers in town last week included: H. B. Holmes, Presque Isle, Me.; W. M. Reed, Montpelier, Vt.; M. F. Wood, Lowell, Mass.; F. H. Barrett, Kennebunk; O. Hamel, Lewiston, Me.; C. A. Center, Brockton; S. T. Benoit, New Bedford; A. A. Plant, Fall River; C. H. Sinclair, Concord; Charles Morse, Lancaster; E. E. Cheney, Nashua, N. H.; F. O. Fales, Farmington; E. A. Doyle, Bingham, Me.; F. L. Schofield, St. Albans, Vt.; F. W. Guild, Norwich, Conn.; S. M. Nathan, Fitchburg; S. W. Baker, Rockland; R. A. Lohnes, Worcester; L. R. Hapgood, Orange; E. F. Welsh, Foxboro, Mass.

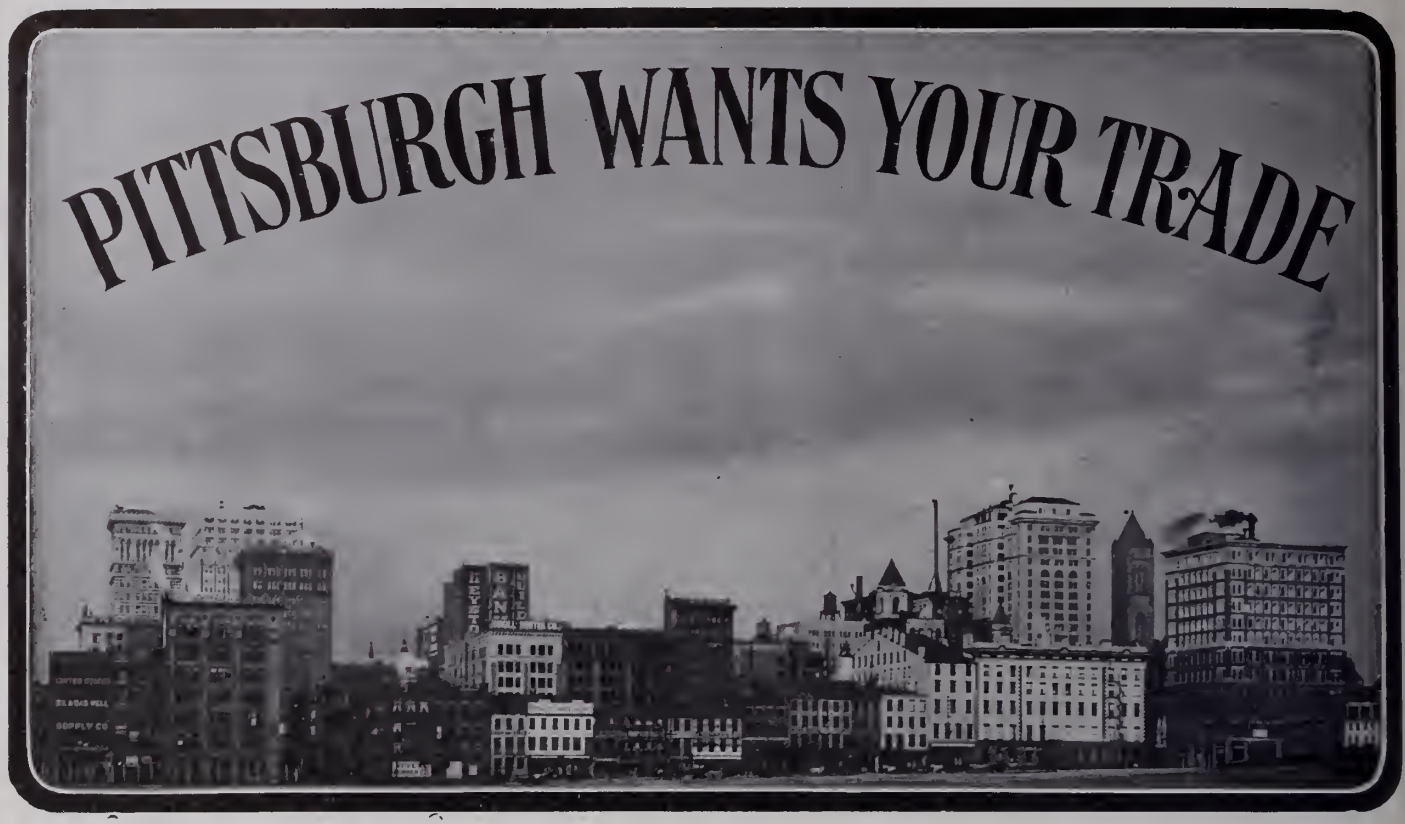
Walter C. Hill, dealer in antiques, New York, has taken charge of the art department of Bigelow, Kennard & Co., in the place of Mr. Watson, who has gone to Winnipeg, Can. Mr. Hill recently made a two months' tour through Europe on behalf of Bigelow, Kennard & Co., where he bought several thousand dollars' worth of antiques, the intention being, it is understood, to establish a department of antiques. At present the pieces purchased by Mr. Hill are at the custom house awaiting appraisement, and as soon as this is done the china, glass and pottery will be moved from the third to the sixth floor, and the antiques substituted.

Platinum Production in Australia.

(From Consul General John P. Braug, Sydney.)

ALTHOUGH not one of the chief products of New South Wales, platinum is found in paying quantities. It has been mined in the central portion of the State and the beach sands on the north coast have been treated for the metal.

Up to the end of 1909 the total Commonwealth production was only 11,578 ounces, valued at $100,665, and nearly the whole of it was contributed by New South Wales. Last year 332 ounces, valued at $6,892, were won here. For some years the price of the metal abroad has been rising, until at the end of June, 1911, it had attained the record of $43.50 per ounce. This high price will probably lead prospectors in New South Wales to investigate carefully the possibilities of platinum mining.



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AND

EVERYTHING NEEDED BY JEWELERS

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WHOLESALE JEWELER

JEWELRY DIAMONDS SILVERWARE CUT GLASS CLOCKS

ROOM 312, OLIVER BUILDING

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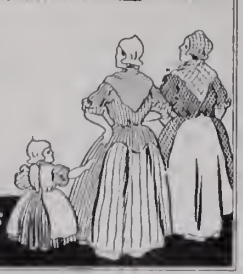
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GOLD-FILLED JEWELRY

ALVIN PLATED FLAT WARE

Positively no goods sold at retail

MARSH, BROWN, MATHER CO.

215 Bessemer Bldg.

GEOGRAPHICALLY SITUATED SO AS TO BE ABLE TO FILL ORDERS QUICKLY FOR THE GREAT MIDDLE WEST

Pittsburgh.

John Linnenbring, Rochester, Pa., leaves shortly for the south on a pleasure trip.

John Lambie, head of the silverware department of the Hardy & Hayes Co., is the proud father of a baby girl.

C. A. Gracey is home from Cleveland, where he had been for a week in the interest of August Loch, with whom he is associated.

Howard A. Cerf, son of Sol Cerf, of Sol Cerf & Co., has completed his schooling and has taken a position in his father's establishment.

Miles Rosenthal, formerly engaged in business in Smithfield St., has accepted a position as clerk with the Pittsburgh Watch Co., Liberty Ave.

William Pfaff, McKeesport, has returned from New York, where he bought a large stock of holiday goods, in anticipation of lively trade in the Tube City.

John F. Jug, a jeweler at Carnegie, has been nominated for Council at Carnegie, his home borough, and it is said that this means he will be elected in November.

George W. Haas has returned from a honeymoon trip spent at Hot Springs, New York and Philadelphia. He recently was married to Miss Susan Gertrude Purdy.

E. E. Lincoln, floor manager for John M. Roberts & Son Co., and Miss Katleen M. Zirkle, New Market, W. Va., will be married to-day. Several surprises are in store for the groom.

Harry Feigenbaum, formerly of the firm of Feigenbaum & Snyer, has opened a jewelry department in the Jenkins arcade. The firm with which he was associated dissolved some time ago.

J. S. Hunter, Mount Oliver, Pa., a suburb of Pittsburgh, is moving to a new location at 236 Southern Ave., where he has installed new fixtures and will endeavor to increase his business.

Clements Kropff, formerly associated with Theodore Frey, will take charge of the store of his brothers at Scottdale, Pa., under the name of Kropff Bros. The store formerly was occupied by C. L. Kuhn & Son.

The Hardy & Hayes Co., W. W. Wattles & Sons, and the Grogan Co., all gave prizes for the one-day dog show held Saturday at the Allegheny Country Club, at Sewickley, for the benefit of the Sewickley Valley Hospital.

Steele F. Roberts, president of the American National Retail Jewelers' Association, says that he will not begin active work on boosting the membership of the association until the first of the new year. He is now in the midst of the busy season.

The jewelers of Pittsburgh will be expected to subscribe liberally to the $250,000 fund being raised to boost Pittsburgh, in the effort to bring new industries to the city. A gold medal is being offered for a suitable slogan. Sam F. Sipe and Steele F. Roberts will attend to the jewelry end of the boosting.

The employes of the B. K. Elliott Co. will be the guests at a banquet at the Hotel Henry Saturday evening, Oct. 28, given by B. K. Elliott, this being an annual event with this house. The men identified with this establishment will discuss timely topics and matters of vital interest, not only to the firm but to the trade.

Friends of W. McConnell were much pleased at his election as president of the Pennsylvania State Optical Society. The annual banquet of the Pittsburgh Association of Optometrists was held last week at the Monongahela House. About 100 opticians were present, including some of the members of the State society.

Members of the Jewelers' Duckpin Bowling League of the 24-Karat Club have concluded not to start the bowling season until after the holidays. It is contended that it would be useless to start the series, play a month and then discontinue for a month during the holiday rush. The players will get to business the first of the new year.

The Pittsburgh Chamber of Commerce will hold its annual banquet Oct. 31 at the Hotel Schenley and, as usual, a number of jewelers will attend this function for the reason that President Taft is to make the principal address. His speech will be the last of his present western tour. Other speakers will be Martin W. Littleton and Job E. Hedges, both of New York. Sam F. Sipe and 10 friends have engaged a table.

Charles Holyland, the father of Charles H. Holyland, who for many years was in the engraving business, but who retired last January, left last week for Baltimore on a visit, accompanied by Mrs. Holyland. On his return to Pittsburgh he will go to Cincinnati on a short visit, and then he and Mrs. Holyland will proceed to the Pacific Coast, where they will make their future home. Mr. Holyland is one of the best-known business men in Pittsburgh.

The stock of Ira E. Ridenbach, bankrupt, was sold Monday at 9 o'clock at bankruptcy sale for $1,071. The buyer was Frank Johnston, of the Real Estate Savings & Trust Co. Who Johnston represented is not known. Mr. Ridenbach has been clerking in the store, which is now open for business. It is said that his liabilities will total from $18,000 to $20,000, so that there is not likely to be much for the creditors, since there is a large claim for rent and other claims of a preferred character.

The store of Charles Sloan in Eighth Ave., Homestead, Pa., was damaged to the extent of $1,500 by fire last week because of a blaze which started in an adjoining building. Sloan had been open for business in Homestead for several years and formerly was engaged in business in Pittsburgh. The fire started in the confectionery store of M. O. Firey at 317 8th Ave., and did damage to the extent of $4,000. It spread to a nickleodeon, where a panic was averted by the pianist, a young woman playing a national air. The crowd filed out in an orderly manner. Then the blaze spread to adjoining properties, the loss to Sloan being principally by water and smoke. Many exciting incidents happened during the progress of the flames, one woman being carried out of a burning house by the firemen. It is said that Sloan's loss is covered by insurance.

The following out-of-town buyers were in Pittsburgh last week: F. B. McKinley, Washington; B. E. Brown, Monessen; Henry Zilliken, Wellsburg, W. Va.; F. H. Hayes, Washington; F. A. Haberling, Ambridge; C. S. Hinkley, Mercer; F. M. Whitehill, DuBois; R. V. Marshall, Freeport; W. J. Godwin, Butler; L. J. Goddard, Ravenna; E. E. Dail, Waynesburg; J. Q. Barnes, Duquesne; John Linnenbrink, Rochester; A. Teplitz, McKeesport; M. Abels, McKeesport; E. F. Priess, Homestead; E. F. Seaman, Monongahela.

The Pittsburgh Association of Credit Men had as its guest at last Thursday's noon day luncheon, Gov. John K. Tener of Pennsylvania, who told those present, including a large number of jewelers, how he came to appoint the new City Council of nine members and what influenced him to make the appointments. He said he knew all of the men to be men of business affairs and that they were entirely men of his own selection. He also told the credit men that Pennsylvania has better insurance laws than ever before, the matter of insurance having been a subject of much interest lately among the business men of the city.

Harrisburg, Pa.

William Crist has bought the store of Colon Stein at Kutztown.

The sheriff has closed the store of Simon & Abraham at Neelytown, Pa.

The store stock of the late S. L. Stryker, Petersburg, Pa., is being sold at auction.

James G. Brightbill has purchased the store of Mr. Spannuth near Myerstown, Pa.

W. F. Day, Waynesboro, has placed a large street clock with a three-foot dial in front of his store.

Anthony Armstrong, who conducts a store at Allenwood, was wedded last week to Miss Jeannette Foresman, of that place.

Harry Yoselowitz, 20-year old son of Theodore Yoselowitz, Steelton, Pa., died last week from meningitis at the Harrisburg Hospital.

Robert L. Hooven, secretary of the Hooven Mercantile Co., who died at his home in Englewood, N. J., last week, was well known to the trade in this vicinity.

The Greencastle Business Men's Association has decided to close its stores each evening, excepting Saturdays, pay days and during the month of December, at 8 o'clock.

In the presence of hundreds of people the handsome bronze tablet on the west front of the Camp Curtin school building was unveiled with appropriate exercises Oct. 14.

Huntingdon's new Seth Thomas town clock is being placed in position in the tower of the Presbyterian church. It was purchased through T. W. Black and weighs 5,100 pounds.

Charles Lewis Rinck, for many years proprietor of a store at Drehersville, died last week at his home in Mahoney City, aged 58 years. A widow and three daughters survive.

A young man, giving the name of Martin Thomas, passed bogus checks on at least four Huntingdon merchants, including the store of Joseph Johnson, last week. He was captured at Sunbury, Pa.

Walter Guerrant, Welch, W. Va., has moved to Roanoke, Va.



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It attracts trade, inspires confidence and multiplies sales:

Your experience will be the same as that of the advertiser who writes:

> "The watch that passes the closest inspection on all American railroads, under the hardest service conditions, is the Illinois (Springfield) Watch.
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> "It is our opinion that the finest watch made in America is an Illinois Watch—the 23 jeweled adjusted movement. There are five other grades of this celebrated make which our experience proves are the best timekeepers at their prices.
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> "Before you buy a watch talk with us about the superiority and good value in an Illinois (Springfield) Watch."

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Vol. LXIII. CHICAGO, WEDNESDAY, OCTOBER 18, 1911. No. 12.

Chicago Notes.

"Joe" Goldstone, jobber, Bennett, Ill., was here last week.

Will H. Beck, Sioux City, Ia., spent a few days here last week.

F. M. Kline, with the Juergens & Andersen Co., is on a western trip.

W. A. Fay, with the Potter & Buffinton Co., is on a visit to the factory.

Jack Garland, of the Garland-Fisher Co., was here last week calling on the trade.

S. D. Rider, general manager of the South Bend Watch Co., was here last week.

Robert J. Taupert, retail jeweler, of East Las Vegas, N. Mex., was a visitor here last week.

Jay B. Johnson, formerly of Tuscola, Ill., has opened a new jewelry store at Willow Grove, Ill.

E. V. Wendell, of the Western Watch Case Mfg. Co., was confined to his home last week by illness.

G. S. Pense, formerly watchmaker for Geo. E. Kummer, has bought the latter's store at 1527 Grand Ave.

F. W. Rehder, formerly with L. Usselman, has bought out the jewelry store of Wm. Miller at 354 E. 43d St.

The Continental Silver Co., of which G. W. Kiebler is president, have opened offices in room 605, Masonic Temple.

Mr. Cayce, with the H. B. Stief Jewelry Co., Nashville, Tenn., stopped over here last week on his way to Denver.

F. A. Free, formerly employed at the Rockford Watch Co.'s factory, has opened up a jewelry store at Oregon, Ill.

L. C. Gordon, who formerly worked as a watchmaker at Streator, Ill., has opened up a jewelry store in Mazon, Ill.

Harry Goetz, for the past 13 years with the M. S. Fleishman Co., has taken a position with Louis Manheimer & Bros. as traveler.

C. W. Harmon, general manager of Jos. Fahys & Co., and H. Leavitt, superintendent of the case factory, spent a few days here last week.

Frank E. Shinn, traveler for the Keller Jewelry Mfg. Co., spent last week here, on account of illness, but is now on the road visiting the trade.

Among the diamond men here last week were: B. Meyerowitz, of Meyerowitz Bros.; "Jac" Judels, of Henri E. & Jos. E. Judels, and E. Jacobson, of Jacobson Bros.

The Imperial Clock Co., manufacturing self-winding electric clocks at St. Louis, Mo., has opened an office in room 703, Heyworth building, in charge of M. Siegel.

The case of Nathan Kazlow, arrested here last week for wife abandonment, was dismissed when it came to trial. Kazlow proved that he had sent money regularly to his wife, while absent, and his discharge followed.

Sara Hirsch, youngest daughter of A. Hirsch, of A. Hirsch & Co., will be married on the evening of Oct. 19, at the Standard Club, to Wm. Kaufman, of the R. W. K. Co. Mr. and Mrs. Kaufman will take a wedding trip East.

At the Deep Waterways convention, held here last week, J. T. Brayton, Chicago manager for the Julius King Optical Co., was appointed a member of the reception committee by Mayor Harrison. Mr. Brayton was also a member of the president's committee.

Leo Turney, for the past 18 years with Rowe Bros., has accepted the position of manager for the jewelry business of the estate of Jos. A. Schoenthaler, in the Columbus Memorial building. Mr. Turney is a man of experience and ability in the jewelry business.

G. W. Macomber and wife, West Branch, Ia.; C. Tinsley and wife, Harlan, Ia.; C. A. Cole and wife, Kissimmee, Fla.; E. H. Carey and wife, Le Mars, Ia.; F. E. Shortess and wife, Traer, Ia; H. E. Snyder and daughter, Fairfield, Ia., and C. E. Hodgen and wife, Kokomo, Ind., were visitors here last week.

The assets of the bankrupt jeweler, Jacob Lund, 727 W. 63d St., were sold last week for $800, the buyer, a friend of Mr. Lund, assuming the chattel mortgage of $500. Out of the $800 Lund claims $400 exemption, and out of $400 balance the costs, etc., will be about $200. This leaves a balance of $200. The total debts are about $4,000 and the creditors will receive about 5 per cent.

Edward A. Buder, retail jeweler, of Cairo, Ill., celebrated his 50th year in business last week. Mr. Buder started on a small scale half a century ago, and is now one of the most successful jewelers in the State of Illinois. In addition to his jewelry business Mr. Buder is president of the First National Bank of Cairo, and is its most prominent man in Cairo's financial circles.

Julius Armbruster, of the Illinois Watch Co., was here last week and reports that the factory at Springfield, Ill., is building an addition to the rear of the main building, which is 100 feet long, 30 feet wide and two stories in height. A small portion of the addition will be used as a stockroom, the remainder will be fitted up as a club room and recreation hall for the employes of the company.

Ethel Ione Zander, daughter of Mr. and Mrs. Edward William Zander, was married at the residence of her parents on Thursday, Oct. 10, to Joseph William Gubbins, only son of Mr. and Mrs. George G. Gubbins. The wedding was one of the society events of Oak Park. After a honeymoon trip Mr. and Mrs. Gubbins will be at home at Glen Ellyn, Ill., which home was presented to the young couple by the bride's parents.

Franklin N. Wood, the Chicago manager of the National Jewelers' Board of Trade, is now a full-fledged lawyer, having been admitted to the Illinois bar after passing a severe examination at Springfield. Mr. Wood does not intend to practise law, but felt that he could better cope with the many intricate problems constantly arising in his position if he was a member of the bar. His knowledge of the law will materially assist him in carrying out the plans of his employers.

J. Wendell Loewenberg, formerly employed by Harry Sachs, retail jeweler at 104 N. State St., had his bail bond forfeited last week and is now a fugitive from justice. Loewenberg, who has worked at times for several wholesale and retail jewelers in this city, was last employed by Mr. Sachs, who had implicit confidence in him. About six months ago a jeweler who was a friend of Mr. Sachs told the latter that Loewenberg had offered to sell him some pawn-tickets. Mr. Sachs told his friend to get the tickets from Loewenberg on the pretense of redeeming the pledges. The friend did so and Mr. Sachs went to where the jewelry was pledged and recognized the goods as belonging to him. The total value of the pawned jewelry was $550. Loewenberg's arrest followed and after he was indicted by the grand jury he was released under a bond of $700. Last week when the case came to trial Loewenberg did not appear and his bond was forfeited. It is feared that he will seek employment with jewelers throughout the country and the trade are requested to keep on the lookout

for him and notify the Chicago police if they locate him.

Among the buyers in town last week were: O. M. Scheidt, Lockport, Ill.; Thos. Lockhart, Kenosha, Wis.; A. C. Fisher, Cedar Rapids, Ia.; Morris Blumenstock, Ludington, Mich.; C. J. Franz, Darlington, Mich.; C. Jansen, Davenport, Ia.; P. W. Clarke, Rensselaer, Ind.; W. C. Reinmiller, Atlanta Ill.; Carl Oesterle, Joliet, Ill.; L. Ratzesberger, Milford, Ill.; M. Lemmon, Guthrie Center, Ia.; A. S. Putnam, Manistique, Mich.; A. E. Du Quoin, Petersburg, Ill.; H. A. Roberts, Veedersburg, Ind.; J. S. Schroeder, Coopersville, Mich.; Mr. McCabe, Jr., of John A. McCabe & Son, Mt. Sterling, Ill.; Wm. E. Thoma, Kalamazoo, Mich.; G. W. Macomber, West Branch, Ia.; J. C. Ranbow, Geneva, Ill.; Joe. M. Goldstone, Bennett, Ia.; O. C. Cobb, Iowa Falls, Ia.; H. E. Volkman, Kankakee, Ill.; W. H. Beck, Sioux City, Ia.; Robert J. Taupert, East Las Vegas, New Mexico; A. C. Williamson, Fulton, Ill.; Chas. R. Ahern, Mellen, Wis.; A. C. Whitman, Hurley, Wis.; Stuart E. Kelley, Farmer City, Ill.; C. E. Hodgen, Kokomo, Ind.; E. R. Hensley, Kimmundy, Ill.; L. W. Otto, Crawfordsville, Ind.; Younglove & Singer, Peoria, Ill.; Mr. Shively, of Bryant & Shively, Campbellsville, Ky.; E. J. Peck, Joliet, Ill.; W. C. Carroll, Lebanon, Ky.; Mr. Cayce, with H. B. Stief, Nashville, Tenn.; H. A. Hulett, Marshall, Mich.; P. Tinsley, Harlan, Ia.; F. E. Shortess, Traer, Ia.; H. E. Snyder, Fairfield, Ia.; Herman Oberreich, of Oberreich & Arnold, La Porte, Ind.; R. S. Nicoll, Kenosha, Wis.; Frank Thayer, of Elisha Thayer & Bro., Rockford, Ill.; Carl G. Sydow, Rockford, Ill.; John Holt & Son, Eau Claire, Wis.; A. C. Tomeraasen, Caledonia, Minn.; E. B. Lewis, Dwight, Ill.; C. F. Graff, Elkhorn, Wis.

Cleveland.

H. Rosen recently opened a store at 5806 Superior Ave.

E. J. McMannis, formerly in business on Superior Ave., and more recently employed as watchmaker for F. B. Strawn & Bro., has taken bench room with S. Deutsch in the Arcade.

A. Horwitz opened a store in the Penn Sq. Theatre building, corner Euclid and E. 55th St., a short time ago. He is a brother of Morris and Harry Horwitz, who operate a store at 3736 Woodland Ave., under the name of Horwitz Bros.

J. A. Conn, who about eight months ago sold his store to A. E. Kintner at 670 E. 105th St. and entered the employ of the Wagner, Gilger, Cohn Co. in the catalogue department, resigned last week and will resume his original occupation, that of auctioneering.

Mr. Leland, well known to the trade here as connected with the Lewis Jewelry Co., and more recently with the Guyon Jewelry Co., has purchased the stock and fixtures of the latter, and will continue business at 25 Colonial Arcade. The business will be conducted as the Leland Jewelry Co.

The following is a list of retail jewelers who were in Cleveland last week: A. O. Kintner, of the Kintner Jewelry & Optical Co., Painesville; S. H. Brainard, Medina; W. B. McCullow, Greenwich; Walter H. Deuble, Canton; C. H. Dexheimer, Bedford; Geo. A. Clark, Lorain; F. C. Figert, Wooster; Geo. High, Medina; John Hood, Akron; V. E. Willis, Lorain, O.

Detroit.

Fred Elder, Elkton, is building a new cement store, which he expects to have ready for occupancy in a few weeks.

Fire and water did considerable damage to the store and stock of M. LaClare & Co., 1520 Woodward Ave. The damage is largely covered by insurance.

Bruce Titus, salesman with Hugh Connelly for 20 years, and brother-in-law of Mr. Connelly, is in the hospital seriously ill.

M. J. Yake, Deckerville, has commenced the erection of a new residence. The building will be of pressed brick and strictly modern in every respect.

G. E. Miller, 64 Grand River Ave., has added greatly to the appearance of his "biggest little store in town," by the addition of new wall cases and a new safe.

The Detroit Jewelers' Board of Trade, composed of wholesalers and manufacturers, held its regular monthly meeting Friday night. Routine business was transacted.

R. S. Patterson, one of Port Huron's leading jewelers, was a Detroit visitor last week. He expresses the opinion that the coming Fall will be a prosperous one for jewelers.

S. Swaab, proprietor of Uncle Sam's Loan Office, at 138 Gratiot Ave., announces he will discontinue his loan business on Nov. 1. He will remodel his establishment and open up a first-class jewelry store at the same location.

After several months negotiations J. L. Hudson has succeeded in purchasing the property at the corner of Woodward and Gratiot Aves., which for upwards of half a century had been occupied by F. Rolshoven & Co., one of the oldest jewelry firms in Detroit.

Ralph Bersot, for two years at the head of Kunz & Rogers' match repairing department, has taken a position with E. J. Berthet, where he will take charge of the watch repairing department. Mr. Bersot is well known in Detroit jewelry circles and his friends are pleased at his promotion.

C. A. Berkey, of the C. A. Berkey Co.; W. C. Noack, of Noack & Gorenflo, and E. H. Pudrith were among the jewelers who attended the three-day trade promotion trip into the Thumb district of Michigan, under the auspices of the Board of Commerce. The trip was made in Pullmans, the business men, more than 100 of them, sleeping and eating in the cars. It is felt by those in attendance that the trip will mean a great deal to Detroit wholesalers in widening Detroit's market.

G. E. Miller has disposed of the aeroplane with which he has been experimenting for several months. The machine was a success in every way, and several splendid flights were made. On one occasion the machine flew from Detroit to Oakland county and return without mishap. The tragic death of several well known birdmen has shaken Mr. Miller's nerve, however, and he decided to accept a good offer to sell the machine. He is thinking of making another, however, along original lines.

An important meeting of the Detroit Retail Jewelers' Association was held Thursday night. It was really the first meeting of the year, other meetings called having been spoiled by inclement weather. The attendance Thursday night was encouraging, and prospects for the club are bright for an increased attendance. Hugh Connelly, recently elected president of the Michigan Retail Jewelers' Association, was the speaker of the evening, and as the result of his talk the association decided to take active steps to prevent, if possible, wholesalers and jobbers from doing a retail business. It was decided to have a speaker from Cincinnati address the association at its next meeting on the plan adopted in that city, which is said to have had a marked effect in reducing the retail sales of jobbers who profess to be wholesalers only. Who this speaker will be has not yet been decided and the date of his visit is not yet settled, but an effort will be made to get him to Detroit during November. Mr. Connelly also touched upon dishonest advertisers and peddlers, and plans will be discussed later to rid Detroit of them.

Minneapolis and St. Paul.

The Abbey Jewelry Co. soon will erect a new front and occupy the premises at 426 Nicollet Ave., Minneapolis.

W. R. Cooper, with S. H. Clausin & Co., who was recently in the hospital, has recovered and is back at the store again.

C. M. Thomsen, of the Birkenhauer-Thomsen Co., Minneapolis, has been drawn on the district court jury for two weeks, beginning Oct. 23.

A. E. Paegel expects to get in his new location at 802 Nicollet Ave., Minneapolis, about Nov. 1. A removal sale is under way at the old stand, 22 S. 3d St.

The Minnesota Wholesale Jewelers' Association, at the annual meeting, elected S. H. Clausin, of Minneapolis, president; Roy A. Beard, St. Paul, secretary, and Charles M. Thomsen, Minneapolis, treasurer.

Charles B. Krueger, formerly manager of the tool and material department of the Edward Lehman Jewelry Co., Denver, Colo., has taken charge of the tool and material department of Sischo & Beard, St Paul. He has been in the business for 12 years.

W. E. Mowrey, St. Paul, is now well installed in his new refining and assaying plant, just completed at 1435 W. University Ave., St. Paul, on the car line to Minneapolis. He will maintain a downtown office in St. Paul, but the headquarters will be at the plant just opened.

Among the recent callers in the Twin Cities were: F. A. Carlberg, St. Croix Falls, Wis.; A. W. Andrus, Chetek, Wis.; F. W. Seaman, Hastings, Minn.; E. F. Hubner, Stillwater, Minn.; J. L. Egleston, Wadena, Minn.; W. H. Reighart, Minot, N. Dak.; C. A. Swanson, Superior, Wis.

Cincinnati.

TRADE CONDITIONS.

Houses dealing mostly with the south report the best business in years. The cotton crop is the biggest in almost two decades, making the market very free. Several jobbing houses have had to work nights during the past week. Trade in the north is fairly brisk, but in the city only medium. A marked decrease has been noted over last week. The trade seems generally good in watches and plated goods, slighter in card goods. On the whole it seems that business in the north is smaller than a year ago at this time, but that the southern excess swings the balance in favor of the present season. Sizing up the business of September several report it the best month ever.

Frank Bixler, formerly at Burn, Ind., is now located at Key West, Fla.

Harry Brackman has becomc connected with Jacob H. Fry & Son, Ronceverte, W. Va.

J. W. Tufts, Loveland, O., has moved to Conncaut, O., where he has accepted a new position.

J. Hahn returned from a southern trip last week. I. Oppenheimer will be out in the south another month.

Gus Peck, of Peck, Selmeier & Peck, started on a long trip through the central west the first of the week.

Ed Eckerle has been employed by Bingaman & Co. as stockkeeper. He was formerly with Adolph Wiebell.

An interesting visit was paid local jewelers last week by R. R. Herron, a deaf and dumb jeweler of Lakeland, Fla.

E. B. Jacobs, of D. Jacobs Sons Co., leaves the last of the week on a southern trip. Julius D. Jacobs is now in Detroit.

Herman Rohs, Cynthiana, Ky., came into town last week to visit his brother, Henry Rohs, manager of the Ben Schneider Jewelry Co.

Irvin Loeb, of Herman & Loeb, came in last week from Indiana and left to go through Illinois. Mayo Loeb left for Ohio Monday.

Charles Heisterman, Germantown, O., ran in to Cincinnati last week to see a brother on the police force who is seriously ill.

Burton Fox, of Fox Bros. & Co., is residing at Amsterdam, hard by the diamond market, and will not return until the first of the year.

A. E. Schaar is now going through the south for M. Schwab & Co., and George Detmering is making his usual Ohio and Michigan trips.

Louis Lange returned last week from a tour of Ohio and West Virginia for A. G. Schwab & Sons. Julian Schwab is now going through Ohio.

The October meeting of the Cincinnati Wholesale Jewelers and Manufacturers' Association will be held Thursday, Oct. 19, in the Hotel Sinton.

Robert J. Siefers came in Friday from a long trip through Indiana for Albert Bros., and leaves the last of this week for Kentucky and Tennessee.

Joseph Mehmert, of the firm of his name, was bereaved last week by the death of his five-year-old daughter, Amelia, after a short illness from pneumonia.

P. C. Harris, an optician of Columbus, O., vice-president of the State Optical Association, visited J. Zangers, president of the local optical association, recently.

Victor Gebhardt, of Gebhardt Bros., returned last week from a short trip through Kentucky, and left early this week on a month's journey through Michigan.

Ella Hohneck, daughter of August Hohneck, the Vine St. jeweler, has just returned from a six weeks' auto tour to Cleveland and Buffalo, and into Michigan.

Harvey Phillips, of Richter & Phillips, started Monday on a trip to Arkansas. Ferd Phillips left last week to go through Illinois. Sam Young is going through Texas.

Will Fredeking, of Hinton, W. Va., motored into Cincinnati last week with a party of prominent citizens of Hinton. They were bound for Detroit and thence into Canada.

G. M. Braham, of A. & J. Plaut, came in Friday from Louisville and started south again Monday. H. I. Jacobsen sets out on his southern trip to-day. Louis May is home with the grip.

The shoe polish and jewelers' wax factory owned by George H. Link, Anthony Schemel and Charles W. Ratterman at Spring Grove and Queen City Ave., put on full force last week.

The Cincinnati *Enquirer* has received another recruit from optical circles, in the person of C. Pichel, son of J. Pichel, of the Andrews building. The family is further represented by Isaac Pichel, an associate city editor.

Walter Brown, who has been ill for some time, has returned to his desk with the E. & J. Swigart Co. in good health. Fred Willet has also recovered from his less serious illness. Harry Neher has come in from Ohio and Indiana.

Joseph Mesch, of the Mesch-George Jewelry Co., returned recently from a six weeks' trip through Georgia, Mississippi and Louisiana, reporting one of the best trips he has ever made. He left the middle of the week for Indiana.

Two new men have been taken on by the Queen Optical Co., on Race St., Theodore Rolfes, formerly with the Weiss Optical Co., of Denver, and S. Gordon, a Londoner. The concern has a novel display of optical machinery in the window.

The monthly meetings of the Cincinnati Optical Association will hereafter be held at the new quarters of the Business Men's Club in the old Phoenix Club building at 8th and Race Sts. The first meeting in the new rooms was held Tuesday night.

Milford G. Fox, of The Gustave Fox Co., has returned from a five weeks' trip west as far as Colorado. W. G. Courtney is going through the Carolinas and Arthur Ellston is in Los Angeles. The firm has engaged Sidney Moss as its chief shipping clerk.

Gradison & Co., retail jewelers on Vine St., across from the Arcade, advertise a removal sale this week but are noncommittal as to the time and place. David Gradison has conducted a high-class business there since his removal from the Arcade about five years ago.

Hugo Lindenberg of Lindenberg & Fox, left for the south last week; Lee Kahn for the southeast and Lee Horn for the Carolinas, while Joe Rosenbaum came in from the west. At the close of a strenuous baseball season, E. J. Fox has taken up squash ball at the Cincinnati Gymnasium.

Sam Greenwald, one of the youngest of the Greenwald family in the Arcade, will begin his career as a salesman the first of the week with a line of samples for the new wholesale house of his brothers. He will go through Kentucky and Tennessee. Tom Mitchell, the other salesman, is now in upper Ohio.

The flatware department of Oskamp Nolting Co. will be deprived of a very able young lady on Oct. 25 when Miss Nellie Ogden will be married to Martin Flaherty, in the Holy Cross Church, Mt. Adams. The next meeting of the "Entre Nous" Club will be held at the home of Miss Bertha Etter in So. Norwood, Oct. 29.

For the first time in years in Cincinnati a burglary was committed last week by the old method of cutting a hole in a window with a diamond. The victim was George H. Link, of 1711 Vine St., treasurer of the local retail jewelers' association. The loot amounted to only two gold-filled watches and five cheaper timepieces.

A number of alterations were made in the quarters of Charles Swigert & Co. last week to accommodate their growing stock, a very good showing considering that the firm was organized only last January. J. A. Oswald spent Sunday with his boy, who is at school in Rennsalaer, Ind. Chas. Swigart will be in the last of the week from Michigan.

A movement to close all stores at 6:30 P. M. was instituted last week at the initial meeting of the Consumers' League. At the next meeting on Nov. 13 in Christ Church Parish House a number of representative merchants will be called on to discuss the situation. The jewelry business will be one of the chief lines affected if the League's plans go through.

Word comes from E. M. Rudolph, former head of the optical department of the Oskamp Nolting Co., that he has been elected vice-president of a bank in Balmorhea, Tex., his new home, and that he has opened an optical office in a drugstore. The sale of two big crops of alfalfa within the last three months attests to his sucess as a farmer.

Wishing to get their share of the brisk southern business Klein Bros. have employed a new salesman, A. R. Harrell, formerly with the New England Jewelry Co., Iowa City, Ia. He will travel through Georgia, Alabama and the Dakotas. E. M. Klein left for an Ohio trip Monday. E. A. Frommeyer is going through Illinois and Billy Snyder through Michigan.

Cincinnati is suffering from a want of expert salesmen in all lines of business, according to the sentiment expressed by 15 of the leading sales and advertising managers of prominent commercial houses of the city at a banquet in the Gibson House last week. The body then formed a special lecturers' and consulting committee to aid the School of Salesmanship just opening at the Y. M. C. A., the first of its kind in the city.

The past week was very good in the number of out-of-town jewelers visiting local jobbers. Among those noted were: J. A. Powers, Owingsville, Ky.; Everett

(*Cincinnati Notes continued on page* 115.)

Buy in Cincinnati

The Great Western Market

HAMILTON WATCHES
ILLINOIS WATCHES
DUEBER-HAMPDEN WATCHES

Established 1868
Incorporated 1909

FAHYS CASES
DUEBER CASES
14K GOLD CASES

Wholesale Distributors to Retail Jewelers

Trade-Mark

The Thoma Bros. Co.

Trade-Mark

128-130 Fourth Ave. East
Cincinnati, O.

Gold and Gold Filled
CHAINS
FOBS
CHARMS

TOOLS and SUPPLIES

Gold and Gold Filled
BRACELETS
LOCKETS
NECK CHAINS

LINDENBERG, STRAUSS & CO.
IMPORTERS AND WHOLESALE DEALERS OF
WATCHES DIAMONDS JEWELRY
AND SILVERWARE

The newest and snappiest goods for the legitimate Jeweler.

PROMPT SERVICE

DON'T MISS

Our idea of good jewelry is like yours. We specialize in quality—nothing else. You'll find no other such stock anywhere. Our line is full of individuality, smart and classy.

L. GUTMANN

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Leaders in Popular Priced

Gold and Gold Filled Jewelry
Diamonds, American Watches

128-130 East Fourth Ave. (Third Floor)
Cincinnati, Ohio

Our Most Reliable and

COMPLETE CATALOGUE

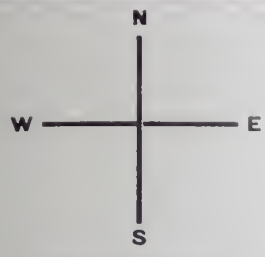
will be sent to you on application

We believe this to be the best of the kind in the country, and it will pay you to send for same

Richter & Phillips

The Leaders

5th and Vine Sts., Cincinnati, Ohio



Retail Jewelers from all parts of the U. S. will find a greater assortment of good Jewelry here than in any other city. Try Cincinnati for all your Jewelry wants.



LINDENBERG & FOX

Wholesale Jewelers

31-39 E. 4th St., CINCINNATI, O.

SPECIAL AGENTS

Illinois Watches
Dueber-Hampden Watches
Wadsworth Cases
Fahys Cases

Diamonds—Loose and Mounted
and
A Great Line of Jewelry

MOUNTINGS

Rings, Brooches, La Vallieres, Studs, Ear-Screws, Scarf Pins and others

Elegant and artistic conceptions. Graceful and delicate in out-lines—correct in weight and proportion. Pleasing in appearance—and lasting in service. "MILLER MAKE" means this and more. Have our representative call, or write for selections. We will be pleased to respond.

The MILLER JEWELRY CO.
CINCINNATI, OHIO

OUR FALL LINES

Your business is invited on the basis of our record for handling popular priced, fast sellers. We search out the best products of the best factories. Let us hear from you.

AND SONS

Long Distance Phone, Main 2536

The Dorst Company

THE SPECIAL
Manufacturing Jewelers
for the
Retail Jewelry Trade

S. E. Cor. Fifth and Elm Sts., Lion Building
CINCINNATI, O.

OUR SPECIALTIES:—Diamond Mounting, Jewelry and Case Repairing, Emblem Goods and Jewels, Medals, Badges and Class Pins, Engraving and Enameling.

JOS. NOTERMAN & CO.

DIAMONDS

Manufacturing Jewelers
Makers of Fine Jewelry
Diamonds Recut

CINCINNATI : : OHIO

READY

Our New Big 1912 Catalogue

A REVELATION
of big values and low prices in fine

Jewelry, Watches and Diamonds

DON'T FAIL TO GET ONE

Wallenstein, Mayer & Co.

SPECIAL AGENTS FOR

ELGIN, WALTHAM, ROCKFORD — Movements
BOSS, CRESCENT, CROWN — Cases

31-39 Fourth Ave., East, Cincinnati, O.

Our Jewelry
expresses the
True Holiday
Spirit

Individuality, Quality,
Exquisite Design,
Superior Workmanship



EISENSTADT MFG. CO.

SAINT LOUIS

Snider, Hamersville, O.; Paul Bertrams, Brooksville, Ky.; W. O. Amann, of Sidney, O., accompanied by Mrs. Amann.; A. Ellman, Dayton, O.; L. Horwitz, Mohawk, O.; T. Clark, Griffith, Ga.; A. H. Rolef, Lockland, O.; F. B. Cary, Lebanon, O.; George Stuart, Granville, O., and H. J. Evans, Calhoun, Ga.

Managing the best semi-professional baseball team about Cincinnati has not appealed strongly enough to Harry Gilsey, of H. H. Gilsey, and he is at present holding an option on a club in one of the eastern leagues. The Shamrocks, Mr. Gilsey's winner this year, lost only eight games out of 13, playing the last game in Indianapolis last Sunday. Mr. Gilsey came in Friday from Kentucky. Sol Gilsey has six weeks before him in the west. D. Collum is in the Carolinas, J. D. Murphy in Tennessee, and Robert R. Wilson in Kansas.

An "Arsene Lupin," as the newspapers called him, last Friday entered the Boylan building, in which is located the elevator connecting the M. A. Spencer Co., the Gustave Fox Co., and E. Klein & Co., and made his escape, after being discovered, by a clever manipulation of the lift similar to that of the trick of the French character. The stranger "jimmied" the door to a storeroom and was just about to enter when noticed. Ten minutes after he made another attempt, and the police were called. When they opened the storeroom door the real mystery developed, for the room contained nothing more than a few papers and a little junk.

The Jewelers' Optical Bowling League was informally organized at a meeting at Wielert's Friday night, and it is probable that the Winter series will start this week. Business was started with the election of R. J. Hess, head of the optical department of the Oskamp Nolting Co., as temporary chairman, and Charles Hummeell, of Thomas Bros. Co., as temporary secretary. Mr. Hess and Ed Barnholt, of L. M. Prince, were appointed schedule committee, and Mr. Barnholt and William Pohlmeyer, of Pohlmeyer & Rote, committee on alleys. Friday will probably be the night chosen for running off the matches. But one team is lacking to the list which now reads: Dorst Co., Onkamp Nolting Co., Pohlmeyer & Roth, E. & J. Swigart, Thoma Bros. Co., all opticians, and Courtney-Fox. Prizes will be given high individual and team scores.

Market Prices for Silver Bars.

The following are the quotations of silver bars in London and New York as reported last week:

	London.	*New York selling price, .999 Basis.*
Oct. 10	24 1-4d.	$0.54⅝
" 11	24 5-16d	.54¾
" 12	24 5-16d.	Holiday.
" 13	24 1-4d.	.54⅝
" 14	24 1-4d.	.54⅝
" 16	24 1-4d.	54¾

The burglar alarm at the store of W. F. Newhall & Son, Lynn, Mass., sounded one night recently. The police hurried to the store and found everything all right. It is supposed that the wires became crossed and in this way set off the alarm.

St. Louis.

L. Wilson recently opened a store at Chilhower, Mo.

Joseph Bauer, Alton, Ill., has just moved into a new store.

The Weidlich Jewelry Co. has purchased an automobile for use in its city trade.

M. L. Weiss, of Weiss & Fassett, returned Saturday from a trip through Texas.

H. Estinghausen, president of the Attleboro Jewelry Co., has returned from Europe.

A. G. Costello, of the L. Bauman Jewelry Co., has gone to his home in Chicago on account of ill health.

J. J. Burke, president of the Brooks Jewelry & Optical Co., returned Friday from a business trip to Chicago.

A. Hunt, of Hunt & Johnson, Buffalo, Mo., spent part of the week in St. Louis, accompanied by his wife.

Superintendent John J. Estes, of the Mermod, Jaccard & King Jewelry Co., has been spending a vacation at Hot Springs, Ark.

Henry Windt, of the Matthewson-Pelz Jewelry Co., Marshall, Tex., visited in St. Louis recently, accompanied by his wife.

O. C. Stegmaier and bride stopped in St. Louis on their way to their home in Jefferson City from their eastern honeymoon trip.

The Mermod, Jaccard & King Jewelry Co. furnished the souvenirs for the Veiled Prophet ball. They were elegant brass caskets.

J. J. Stephan, formerly with the F. W. Drosten Jewelry Co., has gone to El Paso, Tex., to take a position with the W. T. Hixson Co.

H. S. Stevens, of the trophy department of the Mermod, Jaccard & King Jewelry Co., has entirely recovered from his recent attack of appendicitis.

Clyde Shure has opened a jewelry store at Osage, Okla. George Sanders has opened a store at the same place. J. W. Holt has opened a store at Capron, Okla.

The Blankenmeister-Oberting Jewelry Co. is closing out its stock as rapidly as possible and will soon close the establishment at 8th and Pine Sts., following the dissolution of the firm.

Eugene Weber, who recently graduated from a watch-making school, has taken charge of the repair department of his brother's store at Lexington, Mo.

Paul E. Pautler, vice-president of the Brooks Jewelry & Optical Co., and his bride have returned from their honeymoon trip to Texas and have gone to housekeeping at 2835 Shenandoah Ave.

George Bedell, formerly in business at Gallatin, Mo., has opened a store at Carruthersville, Mo. W. J. Peaslee, formerly in business in Jamesport, has opened a store at Bedell's old location.

L. Blumenkranz, formerly in business at 1632 Market St., has opened a store at 109 N. Broadway, and is making a special sale of the stock of the St. Louis Jewelers' Supply Co. His son, A. Blumenkranz, is associated with him.

Oscar Blankenmeister, secretary of the Blankenmeister-Oberting Jewelry Co., was one of 20 St. Louis baseball fans sent to the world's championship series at New York by a St. Louis newspaper. He and the other 19 left St. Louis Thursday night in a special Pullman.

Edward Bornmiller, of the F. W. Drosten Jewelry Co., will leave Saturday evening with the Moolah Temple Mystic Shriners' Glee Club, to take part in the cornerstone laying of the new Masonic Home at Washington, D. C. He and the other members of the club will be gone a week.

A young woman, for whose identification a St. Louis newspaper is offering a reward, visited the store of the Mermod, Jaccard & King Jewelry Co. one afternoon last week, according to previous announcement, and the store was thronged with persons who were anxious to catch her and gain the reward, but none of them succeeded. Extra inducements in the way of discounts were offered by the house.

Among the out-of-town jewelers in St. Louis last week were: T. H. Edwards, Clarksville, Mo.; W. W. Johnson, Doniphan, Mo.; M. Hendler, Staunton, Ill.; J. Kettering, Malden, Mo.; Robert O. Carter, of the J. J. Dowdy Jewelry Co., Dexter, Mo.; Henry Windt, of the Matthewson-Pelz Co., Marshall, Tex.; F. H. Kassel, Cape Girardeau, Mo.; L. B. Nibling, of Nibling & Son, Wheatland, Ind.; H. A. Tunehorst, Jerseyville, Ill.; H. A. Ueleke, Jackson, Mo.; A. Hunt, Buffalo, Mo.; W. K. Urbani, Vandalia, Ill.; O. G. Wilson, Centralia, Mo.; George H. Summers, Sturgeon, Mo.

Evansville, Ind.

TRADE CONDITIONS.

Fall business with the local jewelers has been picking up nicely and the merchants are well pleased with the outlook. They have full stocks on hand now and are expecting a good holiday trade. Business is a good deal better than it was this time last Fall.

Chris Hewig, Main St. jeweler, has returned from a business trip to Mt. Vernon, Ind.

Moses Gans, of I. Gans & Co., wholesale and retail jewelers of 1st St., has returned from a business trip on the road.

Hovey H. Tislow, jeweler and watch and clock dealer, Petersburg, Ind., was a recent visitor in Evansville, and reported trade in his section very good.

Oliver M. Artes, traveling salesman for the Rockford Watch Co., is making a trip through the southern States and will not return home until the middle of December.

A front window in Schroeder & Farrow's jewelry store at Grandview, Ind., was smashed in a few night ago and jewelry and watches to the amount of over $200 were stolen.

Lloyd Kiefer, former traveling salesman for a Cincinnati jewelry house, who was arrested here several months ago for the alleged theft of an automobile and who was investigated by the grand jury here was returned to Indianapolis a few days ago, the local grand jury failing to indict him.

George Clifford, 21 years of age, an amateur actor, who claimed Detroit, Mich., as his home, was tried in the Circuit Court here a few days ago on the charge of grand larceny and was sentenced to the State prison for a term of from one to 14 years. Several weeks ago two men came here from St. Louis to start a jewelry store and they had several trunks of jewelry stored in their room at their hotel. Clifford broke in one night and stole considerable jewelry from the trunks.

Los Angeles.

George Germain, of the E. Bastheim Co., has gone on a trip up the coast.

John Koke, manager of Walton & Co.'s store, is taking a short vacation.

Melville Nordlinger has returned from an extended business trip east, having left here Aug. 21.

S. Nordlinger & Sons have found it necessary to add a new platinum worker to their factory force.

L. B. Cohn, Jr., & Bro. have been making alterations and improvements in their store, 423 S. Main St.

George F. Blakeslee has returned from Tonapah and Goldfield, Nev., where he went on a business trip.

The auction of the Reiche stock is still in progress in the store formerly known as the Art Mart, on S. Broadway.

Fred Brookhouser, of the gold department of S. Nordlinger & Sons, is back at his place in the store after a vacation.

James B. Cohn, of A. B. Cohn & Bro., has returned from four months spent at San Francisco and other northern points.

Harry B. Lewis, of the E. W. Reynolds Co., has returned from his wedding trip and is again at his place in the salesroom.

P. J. Koke, agent for Foster Bros. in the territory west of Denver, returned a few days ago to his headquarters in this city.

E. F. Oakes, manufacturers' agent, formerly located in the O. T. Johnson building, has moved to 1020 Broadway Central building.

J. Wiesenberger, 453 S. Broadway, proposes now to take a short rest at Murrietta Hot Springs. The alterations in his store front have been completed.

Emil Shostrom, salesman in the Donavan & Seamans Co.'s store, was one of a large company which "crossed the desert sands" and became a Mystic Shriner a few nights ago.

Pasquale Russo, dealer in cameos, corals and curios, 216 S. Broadway, is making extensive alterations in his store preparatory to the receipt of a large new stock of goods from Italy.

S. O. Richey, of the E. W. Reynolds Co., is back from a business trip on the road. Frank Truitt, of the jewelry department of the same house, has suffered a great affliction in the loss of his father by death.

William C. Nicholson, watchmaker with George F. Blakeslee, has gone on a pleasure trip to San Francisco. Mrs. Edith B. Lord, saleswoman for Mr. Blakeslee, has just returned from a vacation trip to Colorado.

Out-of-town jewelers who have visited this city recently include: W. O. Truax, Alhambra; J. J. Truax, Pasadena; R. Van Buren, Ontario; P. J. German, Garden Grove; H. E. Rader, Monrovia; W. A. Manson, San Bernardino.

Carl Entenmann, of the Carl Entenmann Jewelry Co., has gone on a business trip up the coast. The alterations in this company's store are now nearly complete and the facilities for doing business, as well as the appearance of the store, are greatly improved.

A State election on constitutional amendments, including woman suffrage, the recall, initiative and referendum, was held Wednesday and Thursday, making practically two holidays in one week. Although all the jewelry stores were kept open, little business was done.

E. W. Reynolds and Chester Montgomery made an automobile trip a few days ago to Glenn Ranch, a resort in the San Bernardino mountains about 60 miles from this city. They were in separate machines, taking their families with them, and had a very enjoyable trip.

S. Simmons, 218 W. 3d St., has leased the store at 443 S. Broadway, next door to Brock & Feagans. He will not move, however, until after Jan. 1. Then he proposes to fix up a store which will be one of the finest in the west, and conduct in it an exclusive diamond and antique jewelry business.

A movement has been set on foot by a number of the reputable jewelers to secure an ordinance by the City Council practically prohibiting the sale of jewelry at auction. It is proposed to allow auctions only under the operation of daily licenses. The ordinances at present prohibit the sale of jewelry in the evening.

J. H. Crandell, formerly in business at 508 S. Main St., has moved to 537 S. Spring St., where he has fitted up a very handsome store and is now doing business. Mr. Crandell has been in the jewelry business in Los Angeles for 18 years. P. C. Prescott, the optician with him on Main St., will remain with Mr. Crandell.

Montgomery Bros. are exhibiting in their window a very rare old watch. It was manufactured by Deroche Bros., Geneva, and is supposed to be about 200 years old. The case is adorned with 180 small diamons set in French enamel. On the case is painted a scene from Romeo and Juliet. The watch has a highly polished French verge movement.

J. G. Donavan, of the Donavan & Seamans Co., was one of the first panel of 125 jurymen drawn to serve at the coming term in which the McNamaras, charged with dynamiting the *Times* building, are to be tried. In a brief address to the judge Mr. Donavan explained that he recognized it to be the duty of citizens to the public to serve on juries when the sacrifice is not too great. He added that during any months except October, November and December he would not ask to be excused, but that during this period, the season of holiday trade, he felt that he could not afford the sacrifice of his time, as it would leave his business without a head at the most important time of the year. The court recognized the justice of the plea and excused Mr. Donavan, greatly to his relief.

The leading matter of interest among jewelers in this city at present is in the announcement of the consolidation of Brock & Feagans and the Whitley Jewelry Co. The name of the new firm will be Brock & Co., Mr. Feagans having disposed of his stock in the concern. While the consolidation is already effected in a business way, the stocks will not be consolidated until after the beginning of the new year. The new concern will occupy the present handsomely equipped and commodious quarters in the Brock & Feagans building, with a 60-foot frontage on Broadway. A special sale will be conducted previous to the consolidation of stock. It is understood that Mr. Brock has acquired the $100,000 in stock of the Brock & Feagans Co. heretofore owned by John Lambert, formerly of Joliet, Ill., and now of Pasadena, and also of the $50,000 held by Dr. Fowler, of Joliet. Formal printed announcements are now being prepared, making known the fact of the consolidation. The officers of the new firm of Brock & Co. will be George A. Brock, president; Jacob Jepsen, first vice-president; Clem S. Glass, second vice-president; C. T. Dunsmoor, secretary. It goes without saying that the new company will be recognized as a strong one.

Kansas City.

C. B. Norton, of the C. B. Norton Jewelry Co., is making a short business trip to Texas.

Word comes to this city that J. W. Flower is about to open a jewelry store in Wakefield, Kans.

J. H. Arnold, formerly with the Porter & Wiser Jewelry Co., has resigned and moved to California.

J. C. Barker was in Kansas City last week buying stock for a new store which he is opening in Oxford, Kans.

W. C. Vandel, Missouri and Oklahoma traveler for the Edwards & Sloane Jewelry Co., has left for a trip over his Oklahoma territory.

J. H. Whitney, a traveler for the Edwards & Sloane Jewelry Co., was in the house last week after a short trip over his Missouri territory.

The Brady-Camp Jewelry Co. has been incorporated in Brady, Tex., with a capital stock of $14,000, and has succeeded to the business of J. A. Brady and the J. V. Searcy Co. This is a consolidation of houses already enjoying good trade.

Harry Finkelstine, jeweler and pawnbroker of Main St. and Missouri Ave., is soon to move to a new location, having secured a storeroom in the remodeled building at 12th and Main Sts, his new number being 1½ W. 12th St. He has ordered a fine outfit of fixtures made especially to fit this new room.

The following jewelers were in the market last week: George A. Young, Moberly, Mo.; C. G. Morrison, Olathe, Kans.; V. W. Huffman, Herington, Kans.; Henry Beissenherz, Concordia, Mo.; C. W. Mitchell, Cameron, Mo.; H. A. Tibbals, Emporia, Kans; Mr. Summers, of the M. S. Lanyon Jewelry Co., Pittsburg, Kans.; W. A. Kincheloe, Centerville, Kans.; Claude Hall, Bartlesville, Okla.; H. P. Hall, Carthage, Mo.; A. C. Rosser, Osage City, Kans.; F. Goodhold and wife, Lindsborg, Kans.; W. W. Whiteside, Liberty, Mo.; E. C. Young, Burden, Kans.

Since the death of Isidor Glou, Plymouth, Pa., the business has been continued by Mrs. Francis Glou without change of style.

H. W. Dean, the oldest jeweler in Spencer, Mass., has sold his stock at auction and moved to Eagle Pass, Tex., where he will reside in future.

San Francisco.

H. C. Paulsen and wife, Sonora, Cal., are in San Francisco on business and pleasure.

J. H. Merrill, of the J. H. Merrill Co., of this city, is now traveling in Nevada.

Paul Garin has re-opened his old store at 1178 Market St. after having it thoroughly remodeled.

D. A. Wilkins, representative of Ostby & Barton Co., Los Angeles, Cal., was in San Francisco last week.

Nat Shiman, of Shiman Bros & Co., New York, was in San Francisco on a short visit a few days ago.

Ben Fursthand, formerly of Maricopa, Cal., is now in San Francisco looking for a location in this city.

The new store of Ecret & Edward is to be opened to the public, on Geary St. above Grant Ave., next week.

The Panama-Pacific Novelty & Jewelry Co. is now featuring "1915" jewelry and novelties at 717 Market St.

A. Glass, of Glass & Pels, of this city, is spending the week in Los Angeles and other points in southern California.

H. Goldstein, formerly with the Pacific Jewelry Co., of this city, will open a store at Fillmore St. near Sutter St. next week.

Walter E. Graves, manufacturers' agent, with offices in the Kamm building, has returned from a successful trip in the Pacific Northwest.

Arthur Ellston, of Ellston Bros., 717 Market St., is making his semi-annual trip through California, Utah, Oregon and Washington.

John Hartspur and Louis Hartspur, representing the Henry M. Abrams Co., of this city, are now covering the trade in the Pacific Northwest.

H. P. Garin has opened a store on Market St. near the Empress Theater. The new establishment will be under the management of Andrew Garin.

W. L. Landram, representing the Burr W. Freer Co., of this city, has returned from a trip on which he covered Oregon, Washington, Idaho and Utah.

About 50 of the younger members of the selling forces of the San Francisco jobbing houses have organized a swimming club under the name "Swampers."

Out-of-town members of the trade who are now in San Francisco include: T. S. Carpenter, Auburn, Mass.; John Scarbaro, Chicago; John S. Jepson, New York, and F. B. Bilhorn, Chicago.

M. J. Frankenberg, associated with the Panama-Pacific Novelty & Jewelry Co., a few days ago was run down by an automobile and had his foot badly injured. He has begun a suit to recover $5,000 damages.

The San Francisco police are still unable to locate or get a trace of the thieves who stole jewelry and diamonds to the value of $2,285 from Henry W. Copp. The theft was made from Mr. Copp's residence, not from his store.

George R. Shreve, of Shreve & Co., of this city, have purchased a large piece of real estate in the business district of the town of Burlingame, south of San Francisco, and will, according to report, build on the property.

A. W. Bennett, western representative for Simmons, Bro. & Co., with headquarters in Los Angeles, Cal., is in San Francisco this week. From here he will go to Salt Lake, Denver, El Paso and Butte, and return to California via the Pacific Northwest.

The rains of last week, with the resulting opening of the Fall season in the agricultural counties, has been followed by an influx of buyers in the San Francisco market. Among the dealers from the interior who are placing orders with the local jobbers this week are: Mr. Larson, of Larson & Elliott, Sacramento; E. R. Sawyer, Santa Rosa, Cal.; C. P. Jacobs, Vallejo, Cal.; P. L. Slanans, Palo Alto, Cal., and S. H. Keller, Ukiah, Cal.

Denver.

Mrs. W. H. Loomis, Rawlins, Wyo., has sold out to W. L. Robertson.

J. C. Bloom is decorating his store, 730 16th St., in which he is making extensive repairs and alterations.

H. H. Jacobson, of Jacobson Bros., New York, stopped at Denver, on his way to Salt Lake and the Pacific Coast, recently.

Out-of-town jewelers visiting Denver, Colo., last week were: L. E. Gardner, Longmont; L. W. Bruns, formerly in the jewelry business at Portland, Ore., who is on his way east, and L. W. Keil, Pueblo.

Edward Lehman, of the Edward Lehman Jewelry Co., is making a business trip "around the Horn" in northern Colorado. C. A. Beghtol, of the same firm, has started on a trip through the northwestern part of the State.

W. W. Letson, a visiting jeweler from Mancos, left last night to go to his home. This will be an uncomfortable trip, as the recent hard rains and consequent overflowing of the rivers have washed out many miles of railroad track, and Mr. Letson will be obliged to drive about 75 miles from Placerville to Mancos.

While visiting the new establishment of the A. F. Wehrle Jewelry Co., in the Foster building, some beautiful gems were found on exhibition, including blue beryl, the quartz recently having been taken from the almost inaccessible vein in the heart of the Rocky Mountains. In September, 1881, Mr. Wehrle was the means of this vein being discovered, since which time the danger and hazard of the trip have made the output of stones very small.

Traveling representatives calling on the local houses during the week were: N. Hofman, of Eichberg & Co.; F. J. Dunn, of Dunn & Rodenberg; Mr. Rohwedder, of George Kuehl & Co.; Mr. Janes, of the Colorado Turquoise Co., Colorado Springs; W. L. Mason, of Hayden W. Wheeler & Co.; Henry M. Abrams, of the Henry M. Abrams Co.; I. Ackerman, of the Ackerman Co.; M. R. Peck, of Sproehnle & Co.; Fred Garrison, of George Borgfeldt & Co.; R. McGuire, of the Star Watch Case Co.; Mr. Connors, of the Ingersoll Watch Co.

The Enterprise Co-operative Co. has succeeded Frank M. Spear, New Concord, O.

John Carr, formerly in the jewelry business at Portland, Ore., has returned to his former position as missionary for the Elgin National Watch Co.

Omaha.

Harry Greenblatt is making a trip through Nebraska.

F. Jacobson, with the Fred Brodegaard Co., is home on the sick list.

J. G. Moore, with the Sol Bergman Jewelry Co., is making a trip through Iowa.

Frank Johnson and wife, of Genoa, Nebr., spent a few days in Omaha last week.

Chas. P. Crane, representing the Bliss Bros.' Co., Attleboro, Mass., called on the local trade last week.

J. Sonin, formerly with Shreve & Co., San Francisco, has accepted a position with Wolf & Co., of this city.

H. E. Chapman, who makes his home in this city, and represents Otto Young & Co., Chicago, is back from a western trip.

Oscar Homan, secretary of the C. B. Brown Co., has returned from an inspection trip over the Missouri Pacific Railroad.

Out-of-town jewelers in Omaha last week were: H. L. Brann, Tekamah, Nebr.; H. S. Miltonberger and wife, Anselmo, Nebr.; H. W. Howe, Humboldt, Nebr.

The wife of L. S. Robinson, Glenwood, Ia., has entered suit against the Pullman Co. for the loss of a handbag between Kansas City and Omaha. Besides $74 in cash there were articles valued at $125.

At a meeting of the Omaha Retail Jewelers' Association held last Thursday evening the following officers were elected for the coming year: T. L. Combs, president; Jos. Tringer, first vice-president; E. O Flinn, of South Omaha, second vice-president; A. Mandelberg, secretary; Geo. Guerner, of Council Bluffs, treasurer. Executive board, C. B. Brown, Albert Edbohm and Geo. Ryan. The meeting was well attended and every member present was jubilant over the outlook for Fall trade.

New Orleans, La.

Beck Bros., opticians in this city, have incorporated their business under the old firm name under a charter granted very recently. The authorized capital is $25,000, divided into shares of $25 each, of which Jacques Beck subscribed for 200 shares, Henry Hirsch 200 shares and Nathan S. Cohn four shares. The concern was located for a number of years at Canal and Camp Sts., and has moved to 116 Baronne St.

The marriage of Gabe Hausmann to Miss Hannah Bloch at the Athenaeum, Oct. 17, marked one of the most notable events in New Orleans society circles this season. The bride is the daughter of Theo. Bloch., treasurer of the Merchant Coffee Co., this city. The groom is secretary and treasurer of T. Hausmann & Sons' jewelry establishment and is one of the most popular men among the large jewelers. Immediately after the ceremony the bridal couple left by train for California on an extensive honeymoon. They will visit Mexico City, Los Angeles, Salt Lake City, Kansas City Denver, Chicago, Niagara Falls and New York, from whence they will take passage by steamer home.

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Indianapolis.

Mr. and Mrs. Max C. Lang have returned from their wedding trip to New York.

Elmer Simcox, formerly of Springfield, Ill., has taken a position with George S. Kern.

The Smith Jewelry Co. has moved from the Claypool building to the State Life building.

A retail jewelry store has been opened by the Hoosier Jewelry & Loan Co. at 242 Massachusetts Ave.

Louis Marone, formerly employed by the A. P. Craft Co., has opened a retail jewelry store at 306 Virginia Ave.

J. H. Reed, who spent the Summer in Brown County on his country estate, will soon return to this city to spend the Winter.

Enrique C. Miller, of the Baldwin-Miller Co., has returned from Lake Maxinkuckee, where he accompanied a motor party to spend the week-end

Julius C. Walk & Son have completed their semi-annual inspection of watches of employes of Indianapolis terminals of the Pennsylvania Railroad Co.

I. Grohs, of the I. Grohs' Jewelry Co., who was badly injured on July 13, was able to be at his desk part of last week for the first time since the accident.

Hal J. Breen, prominent in retail and wholesale jewelry circles, has been appointed manager of the Nippon Importing Co., with headquarters at 412 State Life building.

Mr. and Mrs. Jacob C. Sipe, who spent a month hunting in Yellowstone Park, have returned home. They were accompanied on the trip by Mrs. John F. Sipe, of New York.

For the second time Frank E. Hering, of South Bend, has been elected grand worthy president of the Fraternal Order of Eagles, and the national offices of the order will be moved to South Bend.

Henry D. Burgheim was a member of the committee on arrangements for a reception given here last Tuesday night for Morris G. Cohen, supreme archon of the Improved Order of Heptasophs.

The Indiana Federation of Commercial Clubs will hold its annual meeting in Fort Wayne, Oct. 18, and a large delegation will go from this city on a special train. Brief stops will be made at Muncie, Anderson, Hartford City, Bluffton, Huntington, Wabash, Peru, Kokomo and Noblesville.

John W. Fay, giving his address as St. Louis, is being held by the local police until his record can be investigated. Fay approached a negro with a proposition that the negro should sell a large quantity of silverware. When the negro went to keep an engagement to receive the silverware Fay was arrested.

The Louisville Commercial Club "booster" delegation, numbering 150 business men of Louisville, Ky., came to the city Oct. 17. The visitors will be the guests of the Indianapolis Commercial Club, Board of Trade and Indianapolis Trade Association at a beefsteak dinner at the German House, which will be followed by a reception and smoker.

Retail jewelers in the city last week included: A. R. Phillips, Spencer; James Rowland, Paragon; John Meyers, Whitestown; Ross J. Haseltine, Kokomo; S. F. Thomas, Pendleton; Herman Vollmer, Princeton; I. H. Barnes, Greenfield; Carl Durbin, Peru; John W. Hudson, Fortville; F. G. Cooper, Mooresville, and E. M. Wilhite, Danville.

John T. Gardner, traveling salesman for the Baldwin, Miller Co., has formally announced he will be a candidate for the Republican nomination for county sheriff. Council No. 4, United Commercial Travelers, has pledged him its support, regardless of the individual politics of the members. Mr. Gardner is president of the local and State organizations of traveling men.

Joseph Jaffe, for some time employed by the Eppert Jewelry Co., a retail and wholesale concern at 47 S. Illinois St., is being sought by the police of several cities. A warrant has been sworn out for his arrest by David E. Hokin, manager of the store, and Harry and Arthur Valenitz, Hokin's brothers-in-law. On the night of Oct. 8 the Balenitz brothers left $600 with Hokin which was locked up in the store safe. Someone entered the store during the night and, opening the safe, took $656 in money, a watch set with diamonds and other jewelry valued at $100. Jaffe's home is in New York, but he has been ill and it is thought he may have gone to Hot Springs, Ark.

Louisville, Ky.

Erskine L. Maple, formerly of Stanton, Va., has accepted a position with Fred G. Powers, Paducah, Ky. Mr. Maple is a well known engraver of the old southern State and will fill that capacity while with Mr Powers.

R. L. Brooks, formerly a retired druggist of the central part of Tennessee, recently purchased the jewelry store of Braly Bros. Both of the Braly Brothers will remain with the business and no interruption in trade will be experienced.

Horace Newmark, manager of the novelty jewelry store, the Gem, is attracting considerable attention to his window displays by showing some very attractive pictures which he also is carrying in stock. Besides a full line of novelty jewelry, Mr. Newmark also has in his store a separate art department as a novel attraction.

It has been announced by the firm of S. E. Ledman & Son that the vacancy left at the watch bench made by the leaving of Theodore Weihe, who recently opened a small store of his own, would be filled by John Hafner, who for the past 15 years has been one of the watchmakers for the jewelry store of William Kendrick's Sons.

George Wolf & Co. are holding a 30-day auction sale. They desire to discontinue the sale of some few lines which they have been carrying and thought that the best way to dispose of them. Col. Sam Martin, who had charge of the big Kendrick sale during their removal last February has come here from Milwaukee to sell for the jewelers.

On account of the ever increasing opportunities for a wholesale novelty jewelry business from the smaller stores out in the parts of the city where people do not come to the business centers to do their shopping, A. D. Lowenthal, manager of the Palace, has engaged Hyman Gast as a city salesman and wait on the smaller stores of the suburbs.

Work has commenced on the refinishing of the front of the jewelry store of C. M. Wiseman & Son. The old front will not be torn out, but will be completely refinished so as to present an unusually attractive appearance and it is thought that when the work is complete, the windows will be among the most attractive on that section of Market St.

Theodore Weihe, formerly watchmaker for S. E. Ledman & Son, has gotten settled in his new store and is daily receiving goods. He has equipped his store with some handsome cases and the appearance of the inside is extremely pleasing. Mr. Weihe said that he did not intend to carry a very heavy stock at all but that what he did have would be of the best quality.

Nolin Perrine, engraver at the jewelry store of the Traxel Co., Maysville, Ky., fainted at his bench a few days ago and was taken home immediately. Upon examination physicians pronounced it appendicitis. He was removed to the Wilson Hospital and operated upon. The latest news reported that he was doing nicely and that he was on the high road to recovery.

Canada Notes.

D. D. Campbel, Fillmore, Sask., has sold his business to C. J. McLaughlin.

Wm. M. Percy, optician, Toronto, has given a bill of sale to Mary E. Cox for $2,473.

Albert Goebel, Mitchell, Ont., has given a chattel mortgage to the Bank of Hamilton for $1,652.

W. J. Beck has purchased the business of E. L. Dougher & Co., Dunnville, Ont, and will conduct it in the future.

Otto W. Ante, formerly with Thomas Lees, Hamilton, Ont., has opened business on his own account at 280 James St., north, in that city.

Out-of-town buyers calling on the Toronto trade this week included H. B. Rosevear, Port Hope, Ont.; N. F. Babb, Stratford, Ont.; J. S. Hollands, Lunenberg, N. S. and W. J. Jackson, Strathcona, Alta.

The commercial failures in Canada during the third quarter of 1911, as reported by R. G. Dun & Co., show a considerable increase over those for the corresponding period of 1910, the total number being 268, with liabilities of $3,514,345, as against 277, involving liabilities of $2,246,071. The list included five jewelry stores with aggregate liabilities of $267,585, as compared with two stores with liabilities of $14,609 for the third quarter of 1910.

Lange & Lange, Rapid City, S. D., have an expert monogram, block and Persian engraver whom they will put to work in the show window of their establishment.

It is reported that Sharp & Edwards, Birmingham, Ala., are in financial difficulties. The assets are said to be $2,300 and the liabilities about $1,100. The firm is composed of James Sharp and L. P. Edwards, who have been in business but a short time, with a store at 410 N. 20th St. Mr. Sharp was at one time in the optical business alone.



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J. M. Goldberg, Alexandria, La.
Kezel & Pulse, Milwaukee, Wis.
Vaughn & Coward, Jacksonville, Fla.
Henry Kessler, Logan, Ohio.
Humphrey & Son, Huntsville, Ala.
A. H. Uhrig, Gallipolis, Ohio.
C. Morrison, Topeka, Kan.
W. H. Balch, Shelby, Ohio.
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F. E. Hunniwell is to open a store at Red Bluff, Cal.

George Ollerman has opened a store at Blair, Neb.

F. A. Free has started in business at Oregon, Ill.

Carl Nesselroch will open a store at 653 Warren St., Boston, Mass., Nov. 1.

Herbert Knox & Co., The Dalles, Ore., will open a branch store at Pasco, Wash

The Continental Silver Co. has opened an office at 605 Masonic Temple, Chicago, Ill.

A new jewelry store has been opened at 11 Palisade Ave., Yonkers, N. Y., by Ab. Botkin.

E. J. McMannis has taken bench room with S. Deutsch in the Arcade, Cleveland, O.

R. Robey has started in the jewelry business at 14th and Monroe Sts. N.W., Washington, D. C.

A. Horowitz has opened a new jewelry store in the Penn Square Theatre building, Cleveland, O.

A new jewelry store has been opened at 306 Virginia Ave., Indianapolis, Ind., by Louis Marene.

The Leland Jewelry Co. is the name of a new concern recently opened at 25 Colonial Arcade, Cleveland, O.

The Hoosier Jewelry & Loan Co. has started in the jewelry business at 242 Massachusetts Ave., Indianapolis, Ind.

H. Goldstein, formerly with the Pacific Jewelry Co., of San Francisco, Cal., will open a store at Fillmore St. near Sutter St., next week.

Connecticut.

A. Golden recently opened a jewelry store in Bridgeport, Conn. Mr. Golden is a graduate of two optical colleges and has installed in his establishment new optical apparatus.

It is expected that the new building of Landers, Frary & Clark, New Britain, Conn., will be completed about the first of next year. The structure is to be a seven-story factory.

John B. Daigle, an employe in the Wilcox Silver Plate Co.'s factory, Meriden, was almost instantly killed last week when he was struck on the head by a descending elevator. He had been a resident of Meriden for 40 years and is married.

Samuel V. Beckley, who for 40 years has been in the employ of the Wm. L. Gilbert Clock Co., Winsted, died last week at his home in that city. Mr. Beckley served as warden of the borough and belonged to Company I., 20th Connecticut Volunteers, and was a war veteran.

F. E. Protat, Waterbury, assignor to the International Silver Co., Meriden, was recently granted a patent on a design for spoon, fork or similar article. G. Strohhaker, Wallingford, assignor to the same company, has been granted a patent on a design for a similar article.

Sami Saadi, who for some time past has been a small dealer in jewelry, was arrested in Danbury last week, charged with securing a gold watch and chain from the jewelry store of Samuel W. Tasch and failing to return it at the time he agreed to. He was charged with embezzlement, obtaining goods under false pretences and theft. When the case came up in court Saadi was held in $100 bail and the case was continued.

Oklahoma City.

TRADE CONDITIONS.

Business has been exceptionally good with Oklahoma City jewelers during the last two weeks because of the large number of visitors here to attend the annual State fair. More than 75,000 persons, it is estimated, visited here during the two weeks. Sales were good and business is increasing in the outside towns, owing to the better crop indications

Several of the local dealers and some of the leading optical and jewelry houses of Kansas City and St. Louis maintained display booths at the State fair in this city last week.

E. E. Russell, of Altus, Okla., has been named by Governor Cruce to succeed Willard B. Hale, of Weatherford, as a member of the State Board of Optometry. Hale tendered his resignation to the Governor a month ago.

Sternberg & Barnett are fitting up a very handsome store at 204 N. Main St. which will be one of the best-equipped shops in the State. Special mahogany fixtures, together with the latest improvements in concealed lighting, have been installed. This is the fifth store opened by the concern. Carl Loeb, formerly at St. Louis, will manage the store and is at present in Oklahoma supervising the installation of the fixtures.

A receiver has been appointed to take charge of the assets of the Irwin Jewelry Co., which had a store at 10 N. Harvey St. The concern was composed of J. C. Irwin and his sons, John T. and Adam M. Irwin. They began business in the Fall of 1909, the senior Irwin having formerly been employed as an optician by the Hartwell Jewelry Co., of this city. He had also previously been in business at Harriman, Tenn. The assets of the concern are now reported to be about $3,000 and the liabilities $3,200.

A runaway horse on W. Main St. crashed through the display window at McVey's, the optician, this week, causing damages estimated at $200. The animal plunged across the sidewalk, narrowly missing a number of pedestrians, and such was its force in running that it was unable to stop until it had half entered the store. It was extricated with considerable difficulty, and had miraculously escaped injury of any serious nature.

Robert Lee Brooks, Columbia, Tenn., recently purchased the jewelry business of Braly Bros., on W. 7th Ct., of that city. Both members of the firm will remain in the business.

Pacific Coast Notes.

F. E. Hunniwell is preparing to open a store at Red Bluff, Cal.

J. W. Redhouse, of Reno, Nev., has left Reno, supposedly for Honolulu.

H. W. Schueler, Fortuna, Cal., has left for a buying trip to San Francisco.

Phillip H. Joseph, of the Joseph Jewelry Co., Ukiah, Cal., is spending a few days in San Francisco.

S. B. Clem, proprietor of the Redondo Gem Co., Redondo, Cal., has been seriously ill, but is now improving.

A. B. Parks, Pomona, Cal., was slightly injured last week, having been struck by an automobile while riding a bicycle.

George Hughes, representing the Western Jewelry Co., Oakland, Cal., has been making Fall purchases in San Francisco.

A ruby valued at $250 has been found in the Three B gravel gold mine near San Andreas, Cal., by Ralph King, of that town.

Herbert Knox & Co., of The Dalles, Ore., will shortly open a new branch store at Pasco, Wash., to be in charge of Herbert Knox.

J. W. Moomaw, Portersville, Cal., has returned from a short trip to San Francisco, where he made purchases for the early Fall.

J. G. Heermance, Suisun, Cal., has bought out the business of D. Charters, Suisun, Mr. Charters' health demanding a cessation from business.

Mr. Padgham's store at Santa Ana, Cal., which is shortly to be moved to a new store, is now in temporary quarters in the Masonic building, in that city.

The Wittman Jewelry Co., Anaheim, Cal., is now installing handsome new show cases and other fixtures, and will make some additions in the next few weeks.

Frank Golden, formerly well known in the trade as the head of the Frank Golden Jewelry Co., Nevada City, Cal., and Reno, Nev., is reported dangerously ill at his home in Reno.

Thomas Canty, for the past 30 years engaged in the jewelry business, and for seven years in business at Watsonville, Cal., owing to failing health has decided to close out his business and retire. The stock will be sold at auction.

Oroville, Cal., which a few years ago was the scene of considerable excitement owing to the reported discovery of a diamond mine, now reports an important discovery of precious stones at Berry Creek near there, but no particulars are yet given out.

F. E. Lenhart, who for the past three years and a half has been in business at 344 W. 2d St., Pomona, Cal., has sold his business to G. E. Tulford, who was for 12 years in business at Joliet, Ill. Mr. Lenhart has not decided on his future plans.

The stores of merchants in Cooperstown, N. Y., including jewelry stores, will remain open only on Monday and Saturday evenings, and for two weeks before the Christmas holidays they will keep open every night. On May 1, they will resume the present schedule, which includes keeping open Wednesday evenings.

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Display cards, $2.00 per inch.

In all cases, if answers are to be forwarded, 10c. extra to cover postage must be enclosed.

All answers to advertisements addressed care The Jewelers' Circular-Weekly, should be sent to the New York Office, unless the Chicago Office is specifically mentioned.

Situations Wanted.

YOUNG MAN, watchmaker and engraver, desires position; can give good references. "Box 41," Brookville, Pa.

FIRST CLASS watch repairer and jeweler, good hard solderer; steady, no bad habits. C. Kohler, Marietta, O.

WANTED, situation as first class polisher on gold, silver and jewelry. Address "I., 6024," care Jewelers' Circular-Weekly.

GOOD WATCHMAKER, with 20 years' experience, is looking for work. A. Kapsta, General Delivery, Philadelphia, Pa.

WANTED, permanent position as refractionist; graduate of McCormick's. Address "D., 5994," care Jewelers' Circular-Weekly.

WANTED, situation as chaser on silverware or jewelry; best references. Address "L. B., 6056," care Jewelers' Circular-Weekly.

WATCHMAKER, graduate optician and plain engraver, wants position; good reference. I. W Myers, 612 S. Queen St., Lancaster, Pa.

MANAGER of watch department wants position; salary, $35 per week. Address Wm. Sauer, 2036 Flagler Pl., N. W., Washington, D. C.

BY JAN. 1, A1 engraver and jeweler desires a change; southern location preferred. Address "A. B., 5792," care Jewelers' Circular-Weekly.

WANTED, permanent position as refractionist and salesman with a reliable jewelry firm. Address "E., 5995," care Jewelers' Circular-Weekly.

YOUNG MAN, 21, would like to take out good line on commission; best of references. Address "A., 5869," care Jewelers' Circular-Weekly.

ENGRAVER, can do some jewelry repairs, wants position with reliable firm; would prefer western States. Address "G.," Box 323, Macon, Ga.

WANTED, at once, position as good watchmaker, optician, plain engraver, salesman and fair jeweler. Address 179 N. Dean St., Spartansburg, S. C.

OPTICIAN and plain watchmaker, wait on trade, wholesale or retail, wants position at once; refernences. Address "Optician," 519 Col. Ave., Boston, Mass.

BOOKKEEPER, young lady, desirous of making change; five years' experience in wholesale jewelry business Address "O., 5983," care Jewelers' Circular-Weekly.

SALESMAN wishes position to travel for manufacturer or jobber; experienced retail salesman, age 31. Address "Success, 6015," care Jewelers' Circular-Weekly.

A GENERAL ENGRAVER, first class, wishes permanent position; best of references; salary, $25 weekly. Address "H., 6026," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER, age 27, temperate and steady worker; own all up-to-date tools; good references. Address "G., 6027," care Jewelers' Circular-Weekly.

DESIGNER, A1; original designer for jewels, badges, medals, class pins, also handy with air brush; age 32 Address "A., 6052," care Jewelers' Circular-Weekly.

JEWELER AND STONE SETTER desires steady position in retail store; middle west preferred; best references. Address "W., 6014," care Jewelers' Circular-Weekly.

YOUNG MAN, 17, 3 years' experience with jobber, desires position with manufacturer or jobber; best references. Address "N., 6031," care Jewelers' Circular-Weekly.

WANTED; good watch and clock repairer wants steady position in high priced shop; American; have all tools. Address "Watchmaker," 6045 Spruce St., Philadelphia, Pa.

RELIABLE WATCHMAKER, can do ordinary engraving, wants position in eastern Pennsylvania; good references. Address "E. L. Y.," care Box 554, Lancaster, Pa.

BOOKKEEPER, double entry, young woman, capable of taking entire charge; 10 years' experience; A1 references. Address "Z. A., 5985," care Jewelers' Circular-Weekly.

YOUNG LADY, with five years' experience in wholesale jewelry line, desires position as stock clerk and to fill orders. Address "V., 6029," care Jewelers' Circular-Weekly.

WANTED, permanent position as first class watchmaker, good engraver and graduate optician; thorough on railroad work. Address "C., 5993," care Jewelers' Circular-Weekly.

POSITION by engraver and jeweler, experienced; must be permanent; Pennsylvania or Ohio; $20 per week; references and sample. Address "B., 5992," care Jewelers' Circular-Weekly.

FIRST CLASS ENGRAVER and jeweler wishes to make a change about the first of the year; 14 years at the bench. Address "Confidential, 6054," care Jewelers' Circular-Weekly.

EXPERIENCED SALESMAN, with excellent connection, desires position with reliable firm; A1 references; speaks German and Greek. Elias Nerentzi, 121 W. 28th St., New York.

FIRST CLASS ENGRAVER, jeweler and assistant watchmaker, 18 years' experience, A1 reference, desires position by Nov. 1. Address "C., 6022," care Jewelers' Circular-Weekly.

FIRST CLASS ENGRAVER wishes position in south for winter; $25 and transportation; eight years' experience; references and samples upon request. D. S. Titus, Jr., Auburn, N. Y.

FIRST CLASS all around jewelry jobber, diamond setter and engraver, also small new work; 10 years' experience; best references. Address "X., 5984," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER and jeweler, German, 12 years' experience with good reference, wants position with first class concern. R. Kummer, 23 W. Fulton St., Gloversville, N. Y.

FIRST CLASS WATCHMAKER, fair jeweler and engraver, 25 years' experience; references exchanged; $25 per week. Address Watchmaker, care Hammond Jewelry Co., Hammond, La.

MAN OF EXPERIENCE now traveling in western states, would like position with manufacturer of high grade jewelry; open after Jan. 1, 1912. Address "C., 5701," care Jewelers' Circular-Weekly.

YOUNG MAN, 22 years old with knowledge of repairing clocks and all kinds of jewelry work; five years' experience in retail store; references. Address "A., 5965," care Jewelers' Circular-Weekly.

FIRST-CLASS WATCHMAKER, jeweler, engraver and all around single man; age 24, 10 years' experience, desires position; South preferred. Address "Y., 6033," care Jewelers' Circular-Weekly.

GOOD WATCHMAKER, good engraver, also optician, would accept position from Nov. 1st till Jan. 15th or Feb. 1st; 20 years' experience; best of referenees. A. M. Kling, Pipersville, Bucks Co., Pa.

YOUNG MAN, 20, four years' experience, would like to be interviewed by reliable wholesaler with a good proposition for an ambitious gentleman. Address "B," 6037," care Jewelers' Circular-Weekly.

BY AN ENERGETIC young man, age 26, with five years' experience in jewelry business, graduate optician; wants a traveling position with a reliable firm. Address "F., 5996," care Jewelers' Circular-Weekly.

WATCHMAKER, 33, 16 years in the line, experienced in Swiss, English and American watches; willing to assist in clock and jewelry repairs and wait on trade. Address "Landau," 1561 Fulton Ave., Bronx, N. Y.

FIRST CLASS WATCHMAKER, with complete set of fine tools and best of references, wants a first class position; can take charge of a watch repair department. Address "X., 6049," care Jewelers' Circular-Weekly.

SALESMAN wishes to connect with a shell goods or jewelry line for the jobbing and exporting trades, city or road; can show results; for now or Jan. 1. Address Bernhardt .B. Guth, 13 E. 119th St., New York.

YOUNG MAN, seven years' wholesale jewelry experience, wishes position as salesman for New York and vicinity; manufacturer's line preferred; hustler. Address "Salesman, 6045," care Jewelers' Circular-Weekly.

MANUFACTURER of platinum jewelry compelled to give up through lack of capital, desires a situation; first class designer, practical jeweler and essayer. Address "Foreman, 6030," care Jewelers' Circular-Weekly.

YOUNG MAN, 19 years of age, with three years' experience in retail jewelry line, would like to make change to wholesale business; best references can be furnished. Address "G., 4948," care Jewelers' Circular-Weekly.

TRAVELER, with unlimited acquaintance with best trade, desires position to represent high class manufacturer or jobber; could cover any territory; best of references. Address "C., 6038," care Jewelers' Circular-Weekly.

TRAVELING SALESMAN, 10 years' experience, best trade south and middle west, desires position with manufacturer of high class line only; record open and clean. Address "Box 5490," care Jewelers' Circular-Weekly.

YOUNG LADY, 12 years' experience, desires position with first class house; capable of taking full charge of diamonds, precious stones and jewelry stock; best of references. Address "H., 5982," care Jewelers' Circular-Weekly.

POSITION as watchmaker and salesman in New York City; 28 years old, first class workman have been in business for myself; moderate salary to start; best references. Address "X., 6008," care Jewelers' Circular-Weekly.

WANTED, position as assistant watchmaker by young man who wishes to finish learning trade and make himself useful about the store; Massachusetts or Connecticut preferred. Address "A., 6041," care Jewelers' Circular-Weekly.

WATCHMAKER, seven years' experience on high grade work, wishes position in the west; would be willing to assist on clock work or as salesman; fine set of tools; salary, $25; age 26. Address "C., 6017," care Jewelers' Circular-Weekly.

WANTED, by man with selling ability, good reference, accustomed to city trade, capable of managing and buying for watch, jewelry or silver department, position with high class store. Address "J., 5929," care Jewelers' Circular-Weekly.

YOUNG LADY, thoroughly experienced in jewelry business, capable of taking full charge of stock room, order department and shipping department, also salesman sample lines, desires position. Address "H., 5595," care Jewelers' Circular-Weekly.

EXPERIENCED manufacturing jeweler and diamond setter desires permanent position with reliable manufacturing firm as foreman or manager; unquestionable references of long standing furnished. Address "Y., 6051," care Jewelers' Circular-Weekly.

YOUNG MAN, 23, single, with 3½ years' experience, wishes a position as assistant watch repairer; can do ordinary watch repairing; also clock and jewelry repairing; have own tools and good references. Address "W. F. H.," 321 Mulberry St., Rockford, Ill.

WANTED ON COMMISSION, a line of 10-karat jewelry for jobbing trade and department stores, New York City, Philadelphia, Baltimore, Washington and Boston; best of references; communications confidential. Address "G., 5960." care Jewelers' Circular-Weekly.

TRAVELING SALESMAN, 13 years' experience in the middle west, wants position with responsible house starting Jan. 1, 1912. Percy D. Lucas, 15 Penrose St., East Cleveland, Ohio.

FIRST CLASS WATCHMAKER in southwest or northwest, by Nov. 10, at $25 per week; eight years' experience at bench, three years in watch factories on high grade work; understand close rating, cylinder and repeating watches; own fine set of tools; age 26; best of references; single. Address "G.," 307 W. La Salle Ave., South Bend, Ind.

SITUATIONS WANTED—Continued.

WANTED, position by traveling salesman covering cities of New York, Philadelphia, Baltimore, Washington and Pittsburgh, also intervening cities, selling the retail and department store trade; gold or high-class filled line preferred. Address "A., 5989," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER desires position with reliable house by Oct 1; present position with railroad inspector as head watchmaker; good salesman, fair knowledge of optics, plain engraver, habits temperate, married, best of references. Address "A., 5565," care Jewelers' Circular-Weekly

SALESMAN, thoroughly acquainted with the jobbing and department store trade, wants on commission, a general line of plated jewelry for New York City, Boston, Philadelphia, Baltimore, Washington; references: communications confidential. Address "H., 5959," care Jewelers' Circular-Weekly.

HIGH CLASS silverware salesman, with up-to-date ideas and a good following with the best trade in the middle west, employed at present by a representative manufacturer, will be open for a position with a manufacturer of sterling or plated hollowware or novelties; best of references. Address "Representative, 5717," care Jewelers' Circular-Weekly.

HIGH GRADE ROAD MAN, with acquaintance in the middle west, wants first class line, factory preferred; would consider one or more lines on commission. Address "L., 5922," care Jewelers' Circular-Weekly.

YOUNG HUSTLING SALESMAN, well known to entire southern trade including Texas and Arkansas, wants manufacturers 10 or 14 karat line on commission or salary and bonus for Jan. 1st; at present on fall trip but will be in New York about Nov. 1st for a few days, when an interview with those interested will be appreciated. Address "Box 5815," care Jewelers' Circular-Weekly.

WATCHMAKER, middle age and good address, experience covering period of years as head of the repairing department of a large jobber in watches and material, Chicago; watch factory experience in finishing room where high skill is the sine qua non for entre; would accept a position preferably in some attractive southern or California city. Address "C., 52," care Jewelers' Circular-Weekly, *Heyworth Bldg., Chicago, Ill.*

A COMPETENT MAN, with years of experience in the jewelry business; wants position as manager or assistant; am an A1 salesman, stock keeper, window dresser, advertisement writer, with optical experience; an exceptional all 'round man; a permanent position, where ability, honesty and strict attention to business count; eastern, middle or western State; Kansas City, Chicago and New York references as to ability, character and habits. Address "R., 1124," care Porter & Wiser Jewelry Co., Kansas City, Mo.

Side Lines.

SALESMAN, with large established trade in the central, southern and western states calling on the jobbers, department stores and large jewelers, wants good jewelry line. Address "Z., 6023," care Jewelers' Circular-Weekly.

Help Wanted.

WANTED, experienced watchmaker, engraver and optician. Address G. Holman, Casper, Wyoming.

A FIRST CLASS engraver and jeweler; send samples and references. Fred E. Hull, Saranac Lake, N. Y.

WATCHMAKER, good all around man, steady job. A. Wheatley & Co., 83 Albany St., New Brunswick, N. J.

WANTED, second watchmaker; must be experienced; good chance for advancement. H. Lange, Cincinnati, O.

WANTED, watchmaker; strictly first class; shop position, steady work, permanent position; middle west city of 250,000; Swiss preferred. Address "E. E. P., 5970," care Jewelers' Circular-Weekly.

ENGRAVER WANTED; steady work; a man who can do nice, clean work. C. Van Schoor, 2041 W. 45th St., Cleveland, O.

WANTED, at once, good watchmaker as assistant to first man; permanent position to right man: $18 per week. Robt. P. Piep, Joliet, Ill.

WANTED, engraver and watchmaker; must be first class; $30 per week; send sample of engraving. C. A. Schnack Jewelry Co., Alexandria, La.

WANTED, good engraver, also jeweler and engraver; send samples and state salary expected. Alamo Jewelry Mfg. Co., San Antonio, Texas.

BRIGHT YOUNG MAN to finish trade; one who has had six months to one year's experience. Address "F., 5978," care Jewelers' Circular-Weekly.

WATCHMAKER AND ENGRAVER, steady position; state salary wanted in first letter. Address Freudenheim Bros. & Levy, 54 Maiden Lane, New York.

WANTED, a good watchmaker who can also do fair engraving; permanent position. For further particulars apply to Spott & Jefferson, Little Rock, Ark.

WANTED, first class engraver and salesman; permanent position for good man; give full particulars in first letter. A. D. Norton Co., Gloversville, N. Y.

WANTED, first class engraver and jeweler; permanent position for good workman; send references and sample of engraving. A. J. Renkl, Augusta, Ga.

WATCHMAKER; a competent watchmaker and salesman; salary, $20; permanent position. Address, with references, etc., H. Mahler's Sons, Raleigh, N. C.

WANTED, watchmaker to assist on watches and clocks; first class man with references required; permanent position. G. W. Fairchild & Sons, Bridgeport, Conn.

WATCHMAKER of ability; must have lots of experience and willing to wait on trade; permanent position; $25 per week salary. W. H. Replogle, Shenandoah, Iowa.

FIRST CLASS watch and clock repairer as assistant workman; permanent position; state salary and reference in first letter. Wm. Schweigert & Co., Augusta, Ga.

WANTED, a young lady or young man to take charge of ring department; must be thoroughly experienced. Apply Fred Kaufman & Co., 565 Broadway, New York.

WANTED, expert jeweler, engraver and stone setter; must be first class man; state salary and send samples in first letter. Sam Meyer, jeweler, Denver, Colo.

JEWELER, able to do clock work and plain engraving and help wait on trade when needed; give references, state salary expected, age, etc. J. E. Springer & Co., Valdosta, Ga.

WANTED, at once, watchmaker and engraver; permanent position; send sample of engraving and state salary; references required. Address Joseph Sarphie, Hattiesburg, Miss.

WANTED, a jeweler on repair work and stone setting; give age, references and state amount of salary expected in your first letter. Porter & Wiser Jewelry Co., Kansas City, Mo.

FIRST CLASS watchmaker and engraver; American, competent to wait on good trade; will pay good wages to right man. Address W. E. Church, 64 Ford St., Ogdensburg, N. Y.

WANTED, traveling salesman for general jewelry line, to sell $50,000 and upward; salary, $3,500 and commission; now or Jan. 1. Address "A., 5471," care Jewelers' Circular-Weekly.

WATCHMAKER, jeweler and engraver, first class, at once; permanent position; send engraving sample and references in replying. Address A. Seidensticker, 237 High St., Hamilton, Ohio.

WANTED, at once, good watch repairer; send full particulars and references from present or last employer in first letter; salary $18; permanent position. H. Garman & Son, Coatesville, Pa.

WANTED, first class engraver and assistant watchmaker; send samples of engraving, state salary expected in first letter. Address Greenwald & Adams, 141 E. Congress St., Tucson, Ariz.

A GOOD WATCHMAKER and jeweler of good appearance; state wages; must have good references; state ability and full particulars in first letter; single man preferred. Eggers Bros., Atlantic, Ia.

WANTED, a competent watchmaker and engraver; short hours, good pay, permanent position; send specimens of engraving and reference. Address "G., 5269," care Jewelers' Circular-Weekly.

WANTED, two manufacturing jewelers and stone setters on special order, new work and repairing; permanent position to right man; send reference in first letter. E. G. Gallant & Co., Wichita, Kans.

WANTED, at once, young man engraver, who can wait on trade; first class references and sample of engraving in first letter; write at once; what is your wages? Address "R., 5976," care Jewelers' Circular-Weekly.

WANTED, pawnbroker clerk who understands watch repairing; will pay good salary and offer permanent position with opportunity of quick advancement for the right man. Chas. Banov, 1040 Market St., Wheeling, W. Va.

WANTED, at once, a good watchmaker and engraver; want an all around man, good habits; send sample of engraving and full particulars in first letter; want young man with experience. R. D. Lewis, P. O. Box 278, Mullins, S. C.

WANTED, jewelry repairer and stone setter, one who can assist on watch and clock work preferred; permanent position for competent and reliable man; give references and state wages expected in first letter. Bogle Bros., White River Junction, Vt.

SALESMAN, experienced young man for the road for a wholesale jewelry importing house; neat; best references; good opportunity for ambitious young man; do not apply unless fully qualified. Address "M., 6032," care Jewelers' Circular-Weekly.

WANTED, two experienced travelers for large Chicago wholesale jeweler; good references and good acquaintances in Michigan, Wisconsin, Minnesota, Dakota and Iowa. Address "C., 51," care Jewelers' Circular-Weekly, *Heyworth Bldg., Chicago, Ill.*

FOR ONE of the large cities in Connecticut, we have a good opening for a competent watchmaker and optician, one who understands diamond setting and salesman; steady position and good salary for right party. L. W. Ruhenstein, 54 Maiden Lane, New York.

$40.00 PER WEEK for an experienced, capable manufacturing jeweler, diamond setter and engraver. Address "A., 5810," care Jewelers' Circular-Weekly.

ENGRAVER; first class engraver who can do small jewelry repairing can have a steady position at once. I. Wartell, 489 E. Tremont Ave., New York.

WATCHMAKER AND SALESMAN wanted; must be good workman on watches; 50 miles from New York City; steady position to honest, sober, young hustler; chance for advancement; will pay $12 per week to start, will increase if worth it. Address Henry Fein & Co., 54 Maiden Lane, New York.

YOUNG MEN; we offer to a few honest, energetic men, the rare opportunity to learn the diamond setting trade; write for particulars to learn this highest paid artistic trade; you will earn $60 to $100 per week when competent; could learn in spare time at home. Schickerling & Co., jewelers, 71 Nassau St., New York.

AT ONCE, permanent position for first class watchmaker who is also experienced engraver; state salary wanted and give references in first letter. Virgin & Young, Macon, Ga.

FIRST CLASS ENGRAVER, preferably one with knowledge of the optical business; permanent position for a good man; send samples of engraving, references, full particulars in first letter. H. G. Shupp, Wilkes-Barre, Pa.

(*Special Notices continued on page* 122.)

Special Notices.

(*Continued from page 121.*)

HELP WANTED—Continued.

ENAMELER on fine emblems, class pins, etc.; steady work throughout the year to first class workman; state age, experience and wages expected. Address Wendell & Co., 337 W. Madison St., Chicago, Ill.

WANTED, a first class watchmaker, thorough and experienced in railroad watch work and inspection; must be finished workman with complete set of tools; temperate, of good address and competent to handle railroad trade; send full particulars and reference in first letter; permanent position in fine store with only high class work; $25 to $30 per week to right party. Harry Dixon, North Platte, Nebr.

Business Opportunities.

NEWLY established business in good neighborhood for sale. Inquire 526 Columbus Ave., New York.

WHOLESALE jewelry and optical stock cheap on account of liquidation; terms cash. Address "G., 5941," care Jewelers' Circular-Weekly.

NOW IS THE TIME; a good jewelry store, good repairing, good selling, on good spot. Inquire "Bettinger," 930 Columbus Ave., New York.

JEWELRY JOBS my specialty; I pay the highest prices for your surplus stock. Ben Roth, wholesale jeweler, 235 S. Dearborn St., Chicago, Ill.

WANT TO BUY JEWELRY store in Indianapolis, Ind., or near neighborhood. Address Hal. J. Breen, 412 State Life Bldg., Indianapolis, Ind.

FOR SALE, elegant jewelry and optical business about 50 miles from Philadelphia; doing a cash business of $6,000, can be increased; clean stock; can be bought right. Address "Opportunity, 6047," care Jewelers' Circular-Weekly.

HIGH CASH PRICES paid for diamonds and watches; immediate returns made; bank references. Address M. Iralson, Masonic Temple, Chicago, Ill.

FOR SALE, imported and domestic jewelry stock and lease at inventory; best location in city, 35,000 population, finest climate on earth, Pasadena, Cal.; about $7,000 cash. Address "Ye Jewel Shop, 6010," care Jewelers' Circular-Weekly.

FOR SALE, new and up-to-date stock invoicing about $2,500; show cases, safe, wall cases, etc.; size of town 500, South Dakota; last year's business, $5,000; bench work runs from $80 to $130 per month; good reasons for selling. The A. F. Smith Co., 1513 Harney St., Omaha, Nebr.

WANTED, practical jeweler who has $10,000 to invest in a prosperous and profitable retail store that is enjoying the best of trade; if you mean business and are a first class salesman, it will pay you to investigate this while the offer is open. Address "B., 5967," care Jewelers' Circular-Weekly.

PARTNER RETIRING will sell interest in manufacturing jewelry business, Newark, N. J., established six years; plenty of work on hand; 10 and 14 karat line; or will dispose of entire plant reasonable; excellent opportunity for good salesman. Address "J., 5958," care Jewelers' Circular-Weekly.

I PAY CASH for your surplus stock of diamonds, watches and jewelry; business confidential; National Bank references. H. Schwartz, 903 Heyworth Bldg., Chicago, Ill.

IS IT CASH you must have quick? $200,000 ready cash always on hand will buy your business at once. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

CASH PAID for surplus stocks of watches, diamonds and jewelry; money sent by return mail; best of references. Address Emil Noel, 541 E. 46th Pl., Chicago, Ill.

ARE YOU GOING OUT OF BUSINESS? We pay highest cash value for entire stock, or part of jewelry, diamonds and fixtures; communicate with us, it will be to your advantage; rating and references of the highest order. Van Praag & Co., 11 Lispenard St., New York, established 1889.

I PAY 20% MORE for your surplus stock of watches, diamonds and jewelry than any other cash buyer; national bank references. Emil Noel, 541 E. 46th Place, Chicago, Ill.

TOOL AND MATERIAL STOCK for sale at liberal discount; positively has no accumulation of old stock, is exceptionally clean stock, in most modern of cabinets; is suitable to move or stay in present location; a grand opportunity for one wishing to start in; it can be reduced to $3,000 if desired. Address "X., 5957," care Jewelers' Circular-Weekly.

FOR SALE, old established retail jewelry store; fine and up-to-date fixtures nearly new; doing a good business; stock and fixtures will inventory $35,000; can be handled with small amount of cash, balance on easy terms; location as good as any in the best northwestern city of 100,000 population. Address "C., 5968," care Jewelers' Circular-Weekly.

DO YOU WISH TO RETIRE? We pay the most cash for entire or surplus stocks of jewelry; communications confidential. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

SPLENDID OPPORTUNITY for practical watchmaker who has $2,000 cash to invest in modern up-to-date store located in the second largest town in Wisconsin with every indication of becoming much larger in a short time; this will stand the closest investigation and offers an opportunity for future development seldom met with; this won't last long. Address "D., 5969," care Jewelers' Circular-Weekly.

A BARGAIN; am selling out at a big sacrifice, a recently acquired stock of a large retailer consisting of diamond and gold jewelry on which you can save 30 to 40 per cent.; all or part. Address Max Kleinman, 1367 Broadway, New York.

DO YOU WISH TO SELL part of your entire stock of diamonds, watches, jewelry, etc.? We purchase quick and pay spot cash, no matter how large the quantity may be. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn. N. Y

FOR SALE, one of the best paying retail jewelry businesses in the south; fine manufacturing and railroad town of 30,000 people; most popular store in the city; this is a fine chance to step in; a fine trade established, stock all new, fixtures new (mahogany); this is a bonanza; will sell now or Jan. 1. Address "Jeweler," 210 N. Main St., Greenville, S. C.

IF YOU WISH TO RETIRE from business, or have surplus stock to dispose of, consult with me; it will be to your benefit; I am in a position to pay better prices than anybody. Ben Roth, wholesale jeweler, 235 S. Dearborn St., Chicago, Ill.

DIAMONDS at great bargains, $45 per carat and up; mounted rings and other diamond jewelry bought from private people sold at half the regular price; sent on memo. bill to rated dealers; sold for cash only. Dan I. Murray, 3 Malden Lane, New York.

For Sale.

ONLY $125 will buy extra large Seth Thomas street clock costing $600; settling up estate. G. Brann, Hotel Ashton, 93d St. and Madison Ave., New York.

MAHOGANY COUNTER SHOWCASES for sale; first class condition; $5 per running foot. For further particulars address Daniel Low & Co., Salem, Mass.

NEW 15 HORSE POWER BACKUS gas engine; all equipments guaranteed; also World dynamo for plating; both for sale at Royal Jewelry Mfg. Co., 176 Grand St., New York.

FOR SALE, Whitecomb lathe and chucks, foot wheels, lot of small tools, polishing lathe and outfit; will sell for $30; also two 8-ft and two 6-ft. counter case and one upright case in first class order for $30. For further particulars inquire of Mason Jewelry Co., Centreville, Md.

FOR SALE CHEAP, two floor cases, 4½ x 12 x 4½ feet high, not including bases, sliding doors; write for description and price. The Gorham Co., Silversmiths Bldg., Chicago, Ill.

FOR SALE, complete outfit for small jewelry shop; work benches and bench tools, Oliver's rolls, changeable for flat wire or plain ring, melting furnace, ring bender, vises, draw bench and plates, blower, hangers and shafts, etc. Address American Optical Protective Corporation, Room 423, 501 Fifth Ave., New York.

50 JEWELRY ADVERTISEMENTS, $1.00; booklet form, detachable; a boon to the busy merchant during the holidays; one copy only in each town; cash with order. Jewelers' Ad Service, 465 S. Henderson St., Galesburg, Ill.

To Let.

FOR RENT, desirable offices, 527 Fifth Ave., 44th St, New York. B. M. Shanley, Jr., Co.

TO LET, share in a first class office. Room 1609, Silversmiths Building, New York; gold line, going to the jobbing trade preferred. Bliss Bros. Co.

Lost.

STOLEN, WALTHAM OPEN FACE, 12 size, 21 jewel, bridge movement, No. 9,503,772, Crescent case; if offered for sale or repair notify "R. H., 3149," care Jewelers' Circular-Weekly.

LOST, 12 size, open face, Vacheron & Constantin movement, No. 349,781, in 18K sun ray case, National Watch Case Co., No. 73,101; liberal reward. "C. V., 3385," care Jewelers' Circular-Weekly.

Miscellaneous.

PORTRAIT MINIATURES copied from any photo on watches, dials, brooches or lockets. Goldstein Engraving Co., 45 Maiden Lane, New York.

ENGRAVERS; the best wax filler for monograms on ivory, celluloid, ebony, etc; six sticks each, five inches long, of blue, black, red, yellow, green and white, will be sent postpaid on receipt of $1.00; three for 50 cents; convincing sample and instructions sent free. R. Frantz, 200 S. Fitzhugh St, Rochester, N. Y.

SPECTACLE TROUBLES ELIMINATED; a new method to keep screws from working loose, yet be able to remove them easily; no riveting; sent postpaid for 50 cents. F. W. Wilkening, Columbus, Nebr.

EUGENE A. MILLER
General Engraver
106 Fulton St., Room 1311 NEW YORK
First-class work at reasonable prices
Telephone, 1404 John Established 9 years



Do You Need Money?

From $3,000 to $20,000 per Week at Auction

We can sell this amount for you *without loss,* and usually at a *substantial profit.*

We would be glad to furnish you with an abundance of evidence that we have made some of the *largest and most successful sales ever made in this country,* and that our sales result in building up the jeweler's business, *cleaning his stock of all the out-of-date merchandise,* giving him new ideas of business and a hopeful prospect of future prosperity.

We give each sale our personal attention and do not employ substitutes.

Write us about it now



Mitchell & Tillotson

Unquestionably America's Leading Jewelers' Auctioneers

35 MAIDEN LANE, NEW YORK

"America's Leading Jewelry Auctioneer"

JAMES L. HAND,

14 Maiden Lane, New York

Just concluded one of the most successful Summer sales ever conducted in the United States, selling the magnificent stock of the Henricksen Jewelry Co., of Duluth, Minn., in ten weeks.

The Henricksen stock inventoried close to ($150,000) one hundred fifty thousand dollars, and their store was regarded as one of the finest in the northwest.

Read What Duluth Thinks of Hand!

To Whom It May Concern:

We wish to express our appreciation of the services rendered us by James L. Hand, who conducted our auction sale during July and August, 1911. We have been pleasantly surprised over our expectations to find in him the ability to handle the most exclusive and choicest goods to advantage, presenting them to our best customers in a manner most pleasing, leaving them satisfied, without forfeiting the prestige held by our house. Our sale has been most ably conducted and we cannot speak too highly of Mr. Hand's ability and personality, and the firm that secures his services is indeed fortunate.

THE HENRICKSEN JEWELRY CO.,
M. HENRICKSEN, President.

Just another great Hand success, and more wonderful because it was conducted during the hottest weeks of Summer when few auctioneers would venture to attempt the sale of any jewelry stock.

At all of my sales I have associated with me one of the best trained jewelry auctioneers in this country, thus offering you a combination of talent which will surely obtain the desired results, and it costs no more for the services of two. If you value your reputation and want to be certain of a successful sale, write or wire "Hand." All correspondence confidential.



JAMES L. HAND.

The Duluth Herald, Sept. 9, '11, says:

NEW YORK MAN MAKES BIG SUCCESS IN DULUTH

James L. Hand, Jr., of New York City, who has been in Duluth for the past month conducting a sale of the jewelry stock for the Henricksen Jewelry Company, has completely changed the attitude of Duluth people toward auction sales.

Under Mr. Hand's able management the sale has been a great success. During the progress of the sale it has, at times, been a hard matter to get into the store, so great have been the crowds.

Before Mr. Hand's coming Duluth people were inclined to look with suspicion on a jewelry sale conducted by auction. By his courteous, frank and obliging manner, combined with his honesty and fair dealing, this feeling has been changed entirely.

FRENCH CLOCKS

Mahogany Cases

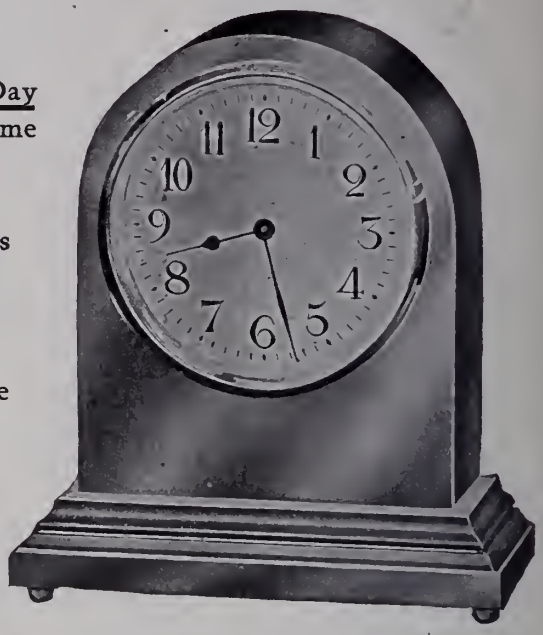


No. 902. GOTHIC
Height, 7½ inches. Width, 5½ inches.

High-Grade Eight-Day
Cylinder or Lever Time
Movements

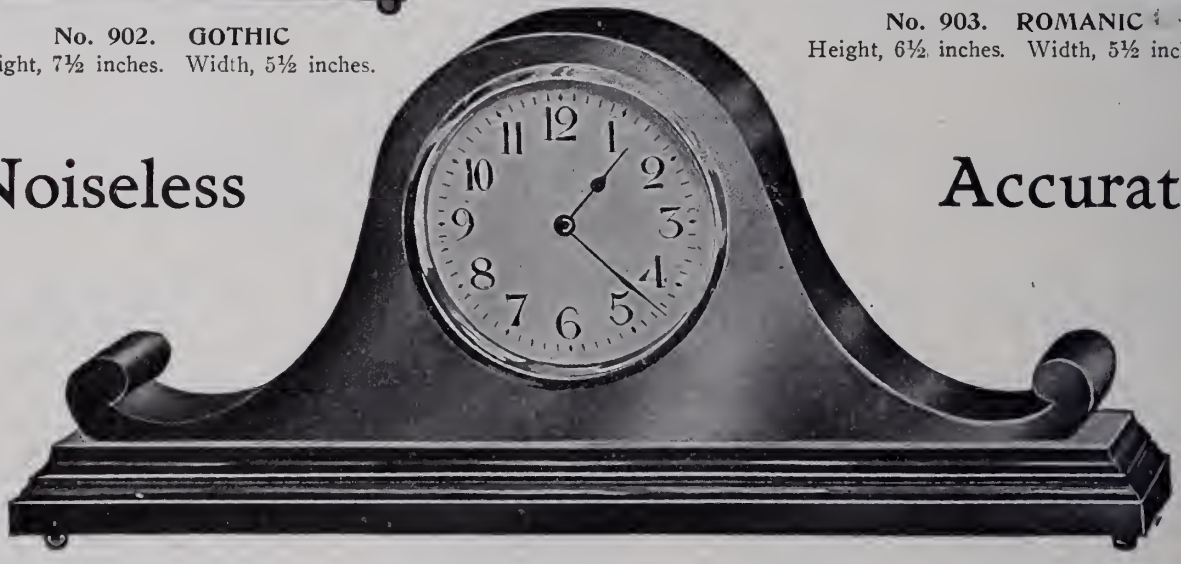
White Enamel Dials
3½ in. Diameter

With
Exceptionally Large
Plain Numerals



No. 903. ROMANIC
Height, 6½ inches. Width, 5½ inches.

Noiseless Accurate



No. 904. OLYMPIC
Height, 6¼ inches. Width, 12¾ inches.

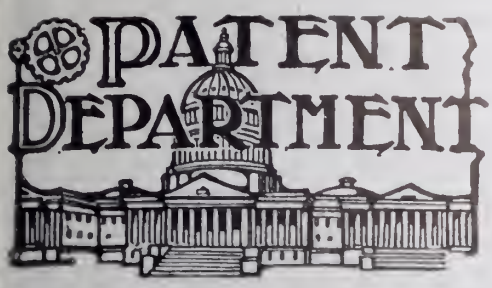
A COMPLETE LINE OF IMPORTED CLOCKS

Our New 1911 Catalogue will be sent upon request

SUSSFELD, LORSCH & CO.

90-92-94 Maiden Lane, New York

IMPORTERS AND MANUFACTURERS' AGENTS



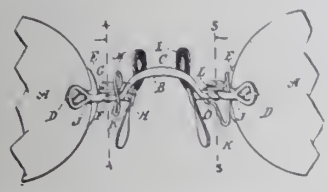
[IN WHICH IS CONTAINED A LIST OF THE LATEST PATENTS GRANTED BY THE UNITED STATES AND GREAT BRITAIN. THE UNITED STATES PATENTS THAT HAVE EXPIRED AND THE REGISTERED TRADE-MARKS.]

UNITED STATES PATENTS.

ISSUE OF OCT. 10, 1911.

1,005,133. EYEGLASSES. Nelson M. Baker, Southbridge, Mass., assignor to the American Optical Co., Southbridge, Mass. Filed Dec. 30, 1908. Serial 470,033.

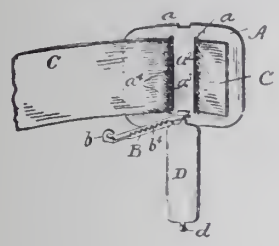
In an eyeglass comprising a pair of lenses held by a relatively rigid mount and provided with a movable finger piece pivoted to each end of said



mount, a loop shaped spring having a fixed end at the pivotal point and its other end free but resting resiliently and slidably against an arm of the finger piece, substantially as and for the purpose described.

1,005,229. BUCKLE. Frederick W. King, Cleveland, O. Filed Dec. 22, 1908. Serial 468,851.

In a buckle, the combination of a plate having two narrow transverse slots with a central bar between them having along one of its edges rearwardly projecting prongs, a rear clamping bar pivoted to the plate near one edge and extending transversely thereacross behind the central bar and provided with forwardly projecting prongs along that edge remote from the pronged side of the central bar, a transverse front bar similarly pivoted to said plate and adapted to cover both of said slots and the central bar, said bars having



means at their free ends for holding both of said pivoted bars in their respective closed positions, a belt web detachably secured to the buckle by having one end passed from the rear through one of said slots, then across the front of the central bar, beneath the front pivoted bar, then back through the other slot and then laid flat against the back of the plate, the other or free end being brought around and laid against the back of the plate and engaged by the rear clamping bar which is adapted to press it into engagement with both of said sets of prongs, whereby the webbing is securely held at the rear of the plate and is concealed from view in front within the boundaries of the buckle.

1,005,248. LENS-MOUNTING. Gothard Lowenstein, New York. Filed May 10, 1910. Serial 560,448.

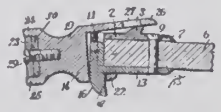
A lens holder, comprising a pair of plates to be brought into engagement with opposite faces of a lens, each of said plates being provided with a lug extending toward the other plate, the lug of one plate having a sliding engagement with the lug of the other plate, and a stud connected with



both of said plates, said stud forming part of an eyeglass frame.

1,005,411. HAT-PIN PROTECTOR. George W. Burnett, West Cliffe, Colo. Filed March 6, 1911. Serial 612,565.

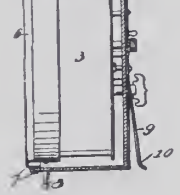
As an article of manufacture, a pin comprising a pin shank having an annular groove adjacent its point, a hollow protector having a central and two side enlargements and provided with an entrance mouth, said protector head having spring clamps integrally connected therewith at one end and arranged opposite to one another and returned into the hollow portion of the protector head, and having



their free ends arranged slidably against the interior wall of the protector, said spring clamps having oppositely arranged longitudinal grooves adapted to receive the point of the shank, the annular groove of the pin point constituting means to assist the protector head from being accidentally displaced from the point of the shank, a filler of cork arranged in the central hollow enlargement, said enlargement being in line with the passage between the clamps, thus providing means to preserve the conditions of the pin point.

1,005,540. ALARM-CLOCK. Marcel Irenee Guertin, Arctic Center, R. I. Filed Feb. 7, 1911. Serial 607,124.

In an alarm-clock, a casing forming the bell and having a closed back and an open front, clockworks on the interior of the casing, a ring secured to the clockworks and having a pair of spaced circumferential flanges which receive the edge of the



casing at the said open front thereof, said clockworks being spaced from the circumferential portion and the back of the casing, said circumferential portion of the casing being formed with openings at the base thereof, and supporting feet extending through said openings in spaced relation to the walls formed thereby and having their inner ends connected to the clockworks.

1,005,564. IMITATION GEM. Frank J. Lightbody, Cambridge, Mass., assignor to the Cambridge Novelty Co., Cambridge, Mass. Filed May 5, 1911. Serial 625,360.

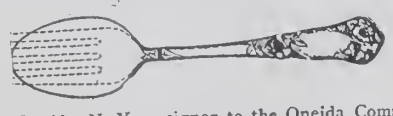
An imitation gem formed of a molded sheet of translucent material colored to imitate a gem and



provided with a convex outer face and a concave inner face, the outer face terminating in a marginal edge portion arranged at an angle to the convex portion and formed to receive a setting.

Designs.

4,831. HANDLE FOR SPOONS, FORKS OR SIMILAR ARTICLES. Grosvenor N. Allen,



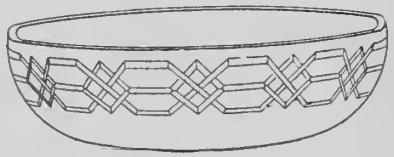
Oneida, N. Y., assignor to the Oneida Community, Ltd., Oneida, N. Y. Filed April 17, 1911. Serial 621,708. Term of patent 14 years.

41,832. FRUIT SPOON. John G. Ridout, Balti-



more, Md. Filed May 12, 1911. Serial 626,862. Term of patent 7 years.

41,833. CUT GLASS VESSEL. Albert Turner, Meriden, Conn., assignor to the International



Silver Co., Meriden, Conn. Filed July 26, 1911. Serial 640,706. Term of patent 7 years.

UNITED STATES TRADE-MARKS.

[The following trade-marks have been adjudged entitled to registration under the Act of Feb. 20, 1905, and are published in compliance with Section 6 of said act.]

TRADE-MARKS PUBLISHED OCT. 10, 1911.

Ser. **48,526.** (CLASS 27. HOROLOGICAL INSTRUMENTS.) The Keystone Watch Case Co., Philadelphia, Pa. Filed March 18, 1910. Under 10-year proviso.

The Crescent Watch Case Co.

Particular description of goods.—Watches, watch cases and watch movements.

Claims use since on or about Dec. 30, 1892.

Ser. **57,307.** (CLASS 26. MEASURING AND SCIENTIFIC APPLIANCES.) Meyer, Cahn & Talbott, Los Angeles, Cal. Filed June 26, 1911.



Particular description of goods.—Optical lenses.

Claims use since May 15, 1911.

UNITED STATES PATENTS THAT HAVE EXPIRED.

[Reported for The Jewelers' Circular-Weekly by W. H. Swenarton (ex-Examiner U. S. Patent Office). Counsel in Patent and Trade-Mark Causes, New York.]

Patents expired Oct. 9, 1911.

527,268. EYEGLASSES. J. H. E. DeCelles, Southbridge, Mass.

527,275. EYEGLASSES. I. Fox, Philadelphia, Pa.

527,359. EARRING. J. Bonner, Newark, N. J.

Design patent granted Oct. 12, 1897, for 14 years.

27,712. SPECTACLE BRIDGES. G. A. Bader, Rock, N. Y.

Design patents granted Oct. 11, 1904, for 7 years.

37,162. STICK-PIN. L. Morgan, Bath, S. Dak.

37,163. BACK FOR MIRRORS, BRUSHES OR SIMILAR ARTICLES. H. Hillborn, Wallingford, Conn.

37,164. BACK FOR MIRRORS, BRUSHES OR

THIS is one of a series of 27 advertisements that will appear in the popular journals of the country commencing with the September issues, with a total circulation of more than seven million copies.

HAMILTON WATCH CO.

The Hamilton Watch

The Railroad Timekeeper of America



Engineer C.W. Goodall in the cab of his "Gates Special" engine which made the record run of 181 miles in 146 minutes.

For a number of years Mr. Goodall has carried a Hamilton Watch, and **nearly 56% of the railroad men on American railroads where there is official time inspection do the same.**

The Hamilton Watch Company also makes phenomenally accurate and very beautiful thin model watches for men and women in all walks of life.

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LANCASTER, PA.

SIMILAR ARTICLES. H. HILLBORN, Wallingford, Conn.

37,165. HANDLE FOR SPOONS, FORKS OR SIMILAR ARTICLES. H. L. WALLACE, Wallingford, Conn.

37,166. HANDLE FOR SPOONS, FORKS OR SIMILAR ARTICLES. H. L. WALLACE, Wallingford, Conn.

37,167. HANDLE FOR SPOONS, FORKS OR SIMILAR ARTICLES W. A. JAMESON, Niagara Falls, N. Y.

Design patents granted May 12, 1908, for 3½ years.

39,299. BELT CLASP. F. E. MANN, Grand Rapids, Mich.

39,300. STICK-PIN. F. E. MANN, Grand Rapids, Mich.

39,302. HAT-PIN. F. E. MANN, Grand Rapids, Mich.

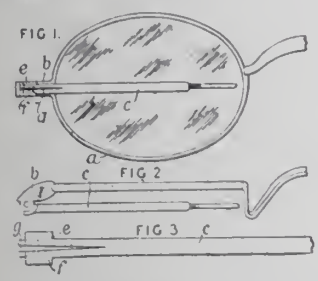
BRITISH PATENTS.

(ABRIDGMENTS OF SPECIFICATIONS, 1910, FROM *The Illustrated Official Journal.*)

ISSUE OF SEPT. 27, 1911.

13,610. SPECTACLE FRAMES. A. HAWES, London. June 4. (Class 97 [i].)

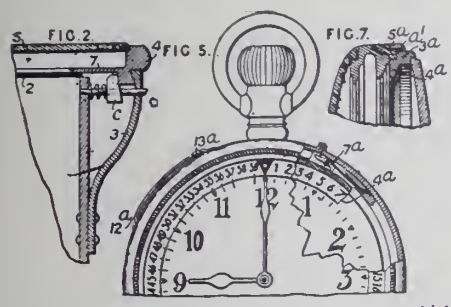
In a knuckle joint for connecting the side arms *c* to the frames *a* of spectacles, the end *g* of the side



arm is split into halves *e, f,* which are introduced between the countersunk faces of the joint *b*. The shank *c* and knuckle end *g* may be made from a single metal blank or from a pair of blanks.

13,807. CLOCKS, ETC. R. B. HANSELL, Baltimore, U. S. A. June 7. (Class 139.)

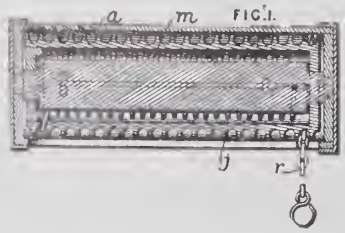
Dials, Bezels.—Relates to clocks, etc., provided with a rotary graduated member adapted to be adjusted with respect to the minute-hand, to indicate the lapse of time-intervals, and consists chiefly in arrangements for mounting the said member and retaining it in the adjusted position. As shown in Fig. 2, the bezel 4 which carries the clock glass 5, and of which the graduated indicating-ring 7 extending slightly over the dial 2 forms a part, is grooved to engage a ring 3 secured to the case. A spring catch *c* holds the bezel in a predetermined position. In a modification, a flange on the



case itself engages in a groove in the bezel, which is formed in two parts. Fig. 7 shows another arrangement, in which the bezel 3*a* with the indicating-member 4*a* is sprung on an annular tongue a^1 of the watch case, and is held thereon by a binding-ring 5*a*. The tongue a^1 may be formed on a separate ring. The bezel is preferably retained in any desired position by a pawl 7*a*, Fig. 5, engaging with ratchet teeth on the periphery of the part 4*a*. For counting the hours, a scale 12*a* graduated into 12 divisions, and provided with an indicating slide 13*a*, Fig. 5, may be fixed to the watch case.

13,887. REELS FOR EYEGLASS CHAINS. O. B. WEDELL, Elgin, Ill., U. S. A. June 8. (Convention date, June 9, 1909.) (Addition to 9549/09.) (Class 43.)

In a reel holder for eyeglass chains as described in the parent specification, in which the chain *r* is wound on a spirally-grooved hollow drum *j* rotated in one direction by a spring *m*, the whole being contained in a casing *a*, the drum *j* is made to fit the casing *a* closely to guide the chain and



make it keep the groove when being wound or unwound.

Applications for British patents, Sept. 20-22.

20,796. LADIES' HAT-PINS. J. L. WOLFERSTAN and C. L. CROFT.

20,769. GUARDS FOR THE POINTS OF HAT-PINS AND THE LIKE. T. BROWN.

21,009. SPECTACLE FRAMES. C. CLARKE.

Complete specifications accepted. 1911.

8,321. TIME-BEATING WATCHES. MELOCCO.

Lancaster, Pa.

William Dudlow, a Milwaukee jeweler, is visiting Lancaster friends before sailing for a three months' tour of Europe.

Mr. Marston, railway inspector on the Seaboard Air Line for J. W. Taliaferro, Harrisonburg, W. Va., was in Lancaster last week.

E. D. Pierce, formerly watchmaker for William Boadenheimer, Hanover, Pa., has just opened a jewelry store in Northumberland, Pa.

J. C. Hahn, head of the material department of the H. S. Meiskey Co., has been taking his vacation in the Cumberland Valley.

E. W. Link, late of Kane, Pa., now of New Freedom, Pa., was in Lancaster last week. He is preparing to open a jewelry store at New Freedom this week.

G. William Reisner, manufacturing jeweler, has received an order for a number of seal pins for the Chiomega fraternity of the State Normal School at Indiana, Pa.

Walter T. Harnish has gone to Cincinnati to take a position as salesman with a leading jewelry firm of that city, which was his old home before coming to Lancaster several years ago.

T. C. Mullenberg, with the John T. Mauran Mfg. Co., Providence, R. I., formerly of Lancaster, who has just returned from a trip to the Pacific Coast, was in Lancaster last week visiting old friends.

A. T. Parker, of this city, who has been connected with a Baltimore jewelry firm for the past two years, and who came to Lancaster a week ago to visit relatives, is now seriously ill with an attack of pneumonia.

Constable Harry E. Summers, the New Holland officer who blackjacked H. E. Duttenhofer, with the Hamilton Watch Co.'s factory, at the late county fair, without cause, was given a hearing last week and held under bonds for trial at court.

John R. Packard, who is connected with the trade in St. Louis, had something of an adventure when in Lancaster Oct. 12. While automobiling on a steep road near Columbia, the machine skidded and went over an embankment, dropping half a dozen feet and turning turtle. Mr. Packard jumped in time to avoid being caught, but suffered a sprained ankle.

Milwaukee.

Dr. Julius Auerbach, formerly an optometrist at Iron Mountain, Mich., now studying in Chicago, was a recent Milwaukee visitor.

A. G. Minner, formerly a traveling optometrist, is now taking a course in the medical college of Marquette University, Milwaukee.

E. H. Warnke & Co., manufacturing jewelers, Enterprise building, have again enlarged their working force, due to the press of business.

F. M. Bell, the new traveling representative of the Milwaukee Optical Mfg. Co., has returned from a business trip in the northwest.

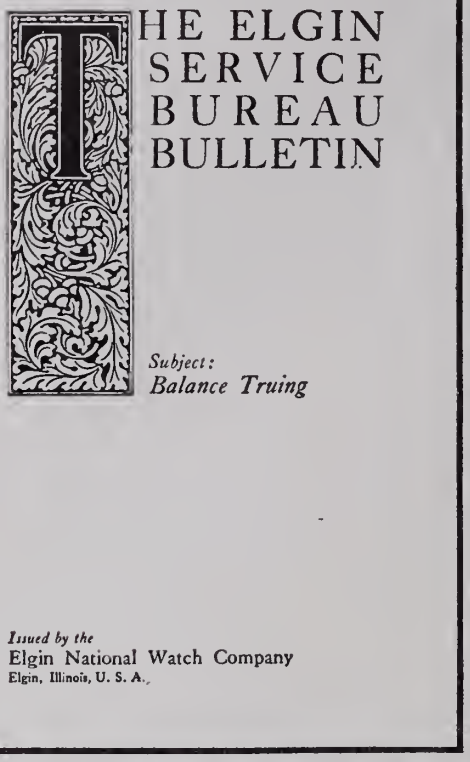
H. W. Kothrade, formerly connected with the C. Preusser Jewelry Co., corner of E. Water and Mason Sts., has opened a new diamond brokerage business in the Wells building.

R. J. C. Bott, formerly engaged in the jewelry business in the Free Press building, but lately located at some point in North Dakota, has returned to Milwaukee, and has opened a new jewelry store at North Ave. and 28th St.

Among the Wisconsin jewelers who were recent Milwaukee visitors were the following: Mr. Stevens, manager of the Flack Jewelry Co., Sun Prairie; J. B. Kimball, Waukeska; Mr. Hitchcock, of Hall & Sayles, Janesville; Reinhold Hille, Menomonie Falls; Mr. Corbett, of Corbett & Ackermann, Plymouth, and C. E. Griswold, South Kaukauna.

The handsome new store quarters at 111 Wisconsin St., which are being remodeled by Louis Esser, now located on the second floor of the Wells building, are expected to be ready for occupancy by the latter part of the month. Mr. Esser will install entirely new imported fixtures of silver gray maple, inlaid with ivory and ebony and various new ideas in arrangement, design and display will be carried out in the store. Mr. Esser started in the Wells building nine years ago, but his business has grown to such an extent that his quarters have been enlarged from time to time until it was necessary for him to secure a ground floor location. The stock will be greatly enlarged, but will not include many of the side lines attempted by some jewelers.

The entire business section of Black River Falls, an enterprising little city in northwestern Wisconsin, was wiped out by a flood recently, following the breaking of two dams on the upper Black river, and a property loss conservatively estimated by business men at nearly $2,000,000 was experienced. News has reached Milwaukee that two jewelers, C. N. Oulie and A. S. Rulland, had their buildings and stock swept away. Mr. Oulie's loss is placed at $5,000 and Mr. Rulland's at $15,000. The blow will fall heavily upon all the business men, as of course there was no insurance to cover loss by flood. The Black river has changed its course and is now flowing through what was once the main street of Black River Falls, but announcement has been made that the business section of the city will be rebuilt somewhat to the west upon higher land.



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THE HOROLOGICAL REVIEW

Calculating Sizes of Escape Wheels and Pallets.

Written expressly for The Jewelers' Circular-Weekly by T. J. Wilkinson.

(*Continued from issue of Oct. 4.*)

PART IV.

IN Fig. 17, the slant A to B of the pallet jewel is termed its lifting or impulse face, at C is shown the pallet center, the angle D C E enclosing the lift. A B is

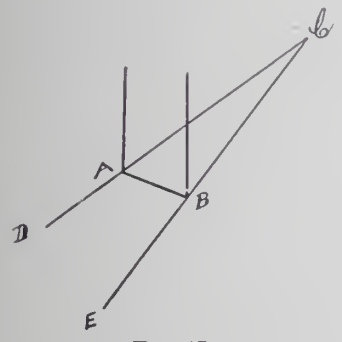


FIG. 17.

termed the angle of lift. This part of our subject we shall now deal with.

In Grossman's work on the Lever Escapement, various moduli are given, among them moduli for calculating what is termed the diameters of the lifting circles. These moduli are based on the diameter of the escape wheel being 1; for instance, table 1,

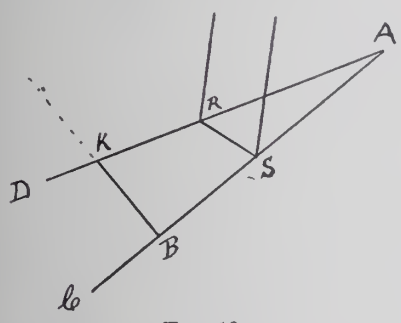


FIG. 18.

column 5, circular pallets ratchet wheel, the modulus .211 is used for calculating the diameter of the lifting circle. In this series we have advocated using the center distance as the basis for calculations.

We have demonstrated that when the center distance is 1, the diameter of the escape wheel will be 1.73206, consequently if we desire to convert the moduli given by Grossman into what we may term center distance moduli, we have only to multiply the Grossman modulus by 1.73206. For example, take the modulus just quoted, viz.: .211; multiplying this by 1.732 gives us .366 nearly, which modulus multiplied by the distance of centers, gives the diameter of Grossman's lifting circle.

All moduli in Grossman's book relating to the wheels and pallets can, with one exception, be changed as suggested into center distance moduli by following the rule given.

The exceptions are the moduli which relate to the outer circle of a club tooth escape wheel, of which we shall treat later on. We mention this for such of our readers as may possess the book and desire making calculations on the basis of the center distance being unity, which standard has advantages over the escape wheel unit.

The following method is useful in estimating the lift, in drawings or large escapement models. As we have been investigating the equi-distant type of escapement, the remarks to follow apply to this type. Supposing the lift is such as is represented in Fig. 18, its amount being unknown, and we desire to learn the extent of this lift. Commence by drawing the lines D A and C A enclosing the pallet lift R S, the lines D A and C A should extend over 100 millimeters, or 10. cm., which length has been selected for ease in calculations; at the point B, on the line C A erect B K at right angles to the line A C. The point B is 100. millimeters from the point A. Using the definition of tangent to solve the number of degrees contained in the angle D A C, divide (B A) 100 millimeters into the length of the line K B, which we assume measures 17.633 millimeters; accordingly, $17.633 \div 100 = .17633$. Turning to a table of natural sines, etc., we find that under tangent 10 degrees are the figures .17633, hence D A C is an angle of 10 degrees, consequently the lift R S on the pallet is 10 degrees.

If we have a large escapement model and wish to estimate the lift on a pallet, it can readily be done by means of a tool resembling a sector (see Fig. 19). This tool works along the lines just described for determining the lift on a drawing; from the point A both blades start their divergence, being in the nature of radii of the same circle, whose center is at A. The central point A should be a hollow rivet capable of receiving plugs with various sized holes. By having an assortment of such plugs, one can be found which fits snugly over the pallet arbor, from A to edge of upright arm at B should measure 100 millimeters, the arm K B is attached at right angles to the blade C. The method of using such a tool is, to slip the central

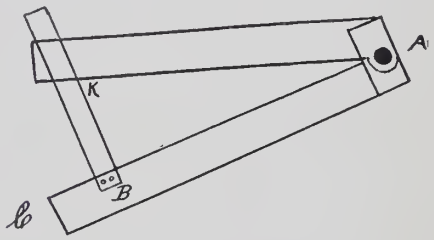


FIG. 19.

part A over the pallet arbor, close the blades in so that they enclose the pallet lift at R and S (Fig. 18), then measure the height K B and calculate as previously described.

For measuring the lift in watches, the most practical way is to attach a protractor to a depthing tool, place pallet and wheel in the tool, attach a long arm to the lever of sufficient length to

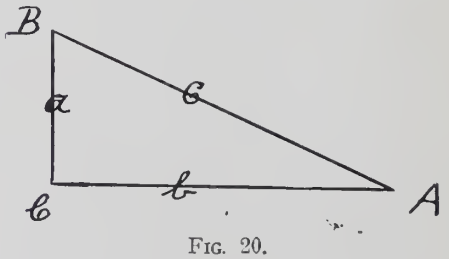
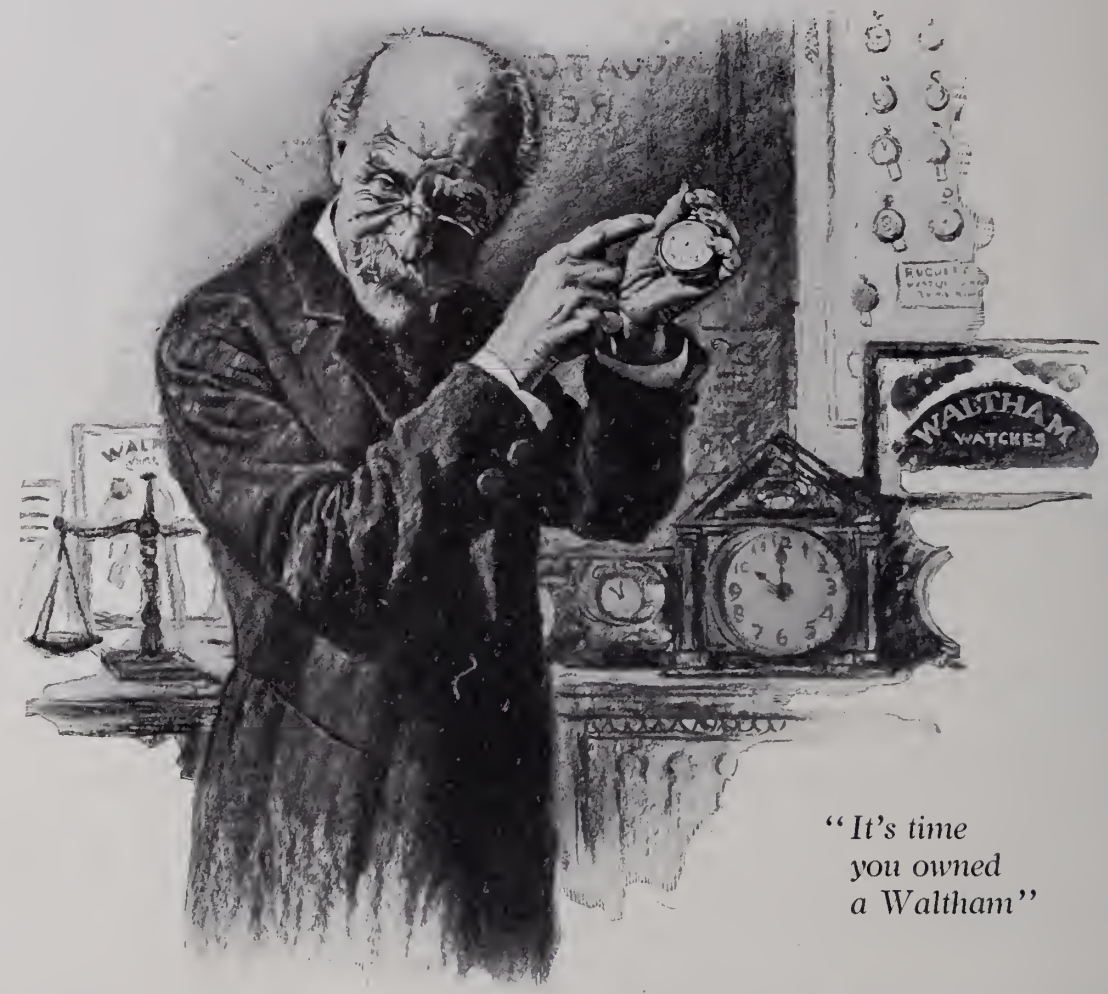


FIG. 20.

reach over the degree marks of the protractor. When a tooth is at A (Fig. 17), observe what degree mark the pointer attached to the lever points to; pass the tooth over the pallet to the point B, again read the protractor, and calculate the lift by this means; this, of course, applies to a ratchet escape wheel.

A club-tooth wheel complicates the problem because part of the lift is on the tooth and part on the pallet, hence to read the lift on such a pallet, a sharp point must be



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attached to the wheel, which will pass over the pallet's impulse face, after the manner of a ratchet-tooth wheel, or, if it is for a matter of experiment, the lift can be cut off one of the club teeth, so that only the primitive radius of the escape wheel acts on the pallet jewel whose lift we desire to know.

Some of our readers interested in trigonometrical calculations of the simpler sort can use the following in connection with this and other papers (see Fig. 20):

Rule A—
Sine of angle A equals $\frac{a}{c}$

Rule B—
Cosine of angle A equals $\frac{b}{c}$

Rule C—
Tangent of angle A equals $\frac{a}{b}$

Rule D—
Cotangent of angle A equals $\frac{b}{a}$

As stated, tangent of angle A equals *a* divided by *b*, which point agrees with what has been written regarding Figs. 18 and 19. Should it be desired to figure the length of the hypothenuse K A (Fig. 18) it can be found by rules 2 or 4, given elsewhere.

For convenience, we again give the radius of ratchet-escape wheels suitable to a given center distance; together with the radius of the pallet arms for similar center distances (see Fig. 21); A B and A C represent the locking radii, while A D and A E represent the discharging corners of their respective pallets.

RATCHET ESCAPE WHEEL.
Radius modulus, .866.

Center distance Millimeters.	*Wheel radius. Millimeters.*	*Center distance Millimeters.*	*Wheel radius. Millimeters.*
3.0	2.59	5.1	4.41
3.1	2.68	5.2	4.50
3.2	2.77	5.3	4.58
3.3	2.85	5.4	4.67
3.4	2.94	5.5	4.76
3.5	3.03	5.6	4.85
3.6	3.11	5.7	4.94
3.7	3.21	5.8	5.02
3.8	3.29	5.9	5.10
3.9	3.37	6.0	5.19
4.0	3.46	6.1	5.28
4.1	3.55	6.2	5.36
4.2	3.63	6.3	5.45
4.3	3.72	6.4	5.54
4.4	3.81	6.5	5.62
4.5	3.89	6.6	5.71
4.6	3.98	6.7	5.80
4.7	4.07	6.8	5.88
4.8	4.15	6.9	5.97
4.9	4.24	7.0	6.16
5.0	4.33		

In Fig. 21 the locking circle is No. 1, the radii of this circle are A B and A C, they represent the distance between the locking corners of the pallet jewels and the pallet center A, the modulus is .5.

Circle No. 2 is the path of the discharging corner of the receiving pallet when the pallet is 10 degrees wide, the modulus is .35, this represents the length of the radius A D when the center distance is 1.

Circle No. 3 represents the discharging corner of the exit pallet, A E is the radius; the modulus for a pallet 10 degrees wide will be .5 plus the width of 10 degrees, as explained in a former paper. This amounts to .651 for the length of A E when the center distance is 1.

EQUIDISTANT PALLETS.
Modulus, .5. Locking corner both pallets.

Center distance. Millimeters.	*Radius circle No. 1. Millimeters.*	*Center distance. Millimeters.*	*Radius circle No. 1. Millimeters.*
3.0	1.5	5 1	2.55
3.1	1.55	5.2	2.60
3 2	1.60	5.3	2.65
3.3	1 65	5.4	2 70
3.4	1.70	5.5	2.75
3.5	1.75	5.6	2.80
3.6	1.80	5.7	2 85
3.7	1.85	5.8	2.90
3.8	1 90	5.9	2.95
3 9	1.95	6.0	3.00
4.0	2.0	6.1	3.05
4.1	2.05	6.2	3.10
4.2	2.10	6 3	3.15
4.3	2.15	6.4	3.20
4 4	2.20	6.5	3.25
4.5	2 25	6.6	3.30
4.6	2.30	6.7	3.35
4.7	2.35	6.8	3.40
4.8	2:40	6.9	3 45
4.9	2.45	7.0	3.50
5.0	2 50		

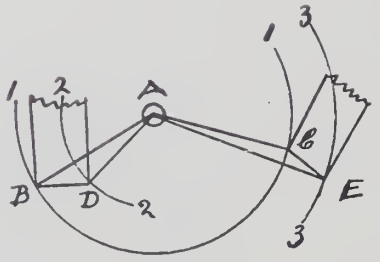


FIG. 21.

Our next figures refer to distance of discharging corner of receiving pallet from the pallet center A.

EQUIDISTANT PALLETS.
Radius discharging corner receiving pallet.
Modulus, .350.

Center distance. Millimeters.	*Radius circle No. 2. Millimeters.*	*Center distance. Millimeters.*	*Radius circle No. 2. Millimeters.*
3.0	1.05	5 1	1.78
3.1	1.08	5.2	1.82
3.2	1.12	5.3	1.85
3.3	1.15	5.4	1.89
3.4	1 19	5.5	1.92
3.5	1.22	5.6	1.96
3.6	1.26	5.7	1.99
3.7	1.29	5.8	2.03
3.8	1.33	5.9	2.06
3.9	1.36	6.0	2.10
4.0	1.40	6.1	2.13
4.1	1.43	6.2	2.17
4.2	1.47	6 3	2.20
4.3	1.50	6.4	2.24
4.4	1.54	6.5	2.27
4.5	1.57	6.6	2 31
4.6	1.61	6.7	2.34
4.7	1.64	6.8	2.38
4 8	1.68	6.9	2 41
4.9	1.71	7.0	2.45
5.0	1.75		

Discharging corner exit pallet. Modulus, .650.
EQUIDISTANT PALLETS.

Center distance. Millimeters.	*Radius circle No. 3. Millimeters.*	*Center distance. Millimeters.*	*Radius circle No. 3. Millimeters.*
3.0	1 95	3.5	2.27
3.1	2.01	3 6	2.34
3.2	2.08	3.7	2.40
3 3	2.14	3.8	2.47
3.4	2.21	3.9	2 53
4.0	2.60	5.6	3.64
4.1	2.66	5.7	3.70
4.2	2.73	5.8	3.77
4.3	2.79	5.9	3.83
4.4	2.86	6.0	3.90
4 5	2.92	6.1	3.96
4.6	2.99	6.2	4.03
4.7	3.05	6.3	4.09
4 8	3.12	6.4	4.16
4.9	3.18	6.5	4.22
5.0	3.25	6.6	4.29
5.1	3.31	6.7	4.35
5.2	3.38	6.8	4.42
5.3	3.44	6 9	4.48
5.4	3.51	7.0	4.55
5.5	3.57		

This concludes our study of the ratchet wheel with equidistant pallets. We shall next consider the ratchet wheel with circular pallets.

(To be continued.)

Sale of Clocks in Russia.

CHEAP clocks are manufactured at two Russian factories in Warsaw, but the high-grade articles are imported, chiefly from Switzerland, Germany, France, Austria and Italy, although recently the United States has acquired a small part of the trade, according to Consul General John H. Snodgrass, Moscow.

Many of the foreign factories have small branches in Russia, where the imported parts are assembled and placed in cases manufactured in Russia. The parts are imported at a low rate of duty, and there is said to be a large margin of profit for the importers.

The masses in the Russian Empire still look upon a clock as a luxury and a watch is regarded as an ornament. Workmen, however, have found alarm clocks a necessity, and the factories in Warsaw are supplying the demand.

Dealers who were interviewed as to the possibility of introducing American clocks were of the opinion that only a few American styles were suitable to the Russian taste. They also stated that catalogues should contain detailed information as to the mechanism, cost assembled and unassembled, weight of works and frame separately, etc.

A Strange Clock.

IN Liverpool there lives a pious old lady, a spinster, who has found strange delight in papering the walls of her sleeping apartment all over with the death notices of her friends and relatives. Opposite the bed, on a bureau, there stands a curious old clock—which is a masterpiece of mechanism—from which, at the close of each hour, a funeral procession emerges, slowly and silently encircles the case and then disappears into the interior of the clock. At the same time is heard the loud tolling of a small, shrill bell, which recalls the tones of the "passing bell."

Kew Observatory Watch Trials.

THE latest date for receiving watches at the British Horological Institute, Northampton Square, London, E.C., for the next Kew trials is Oct. 31, at 3.30 P. M.

"Crescent" and "Jas. Boss" Gold-Filled Watch Cases

THE completeness of the "Crescent" and "Jas. Boss" lines becomes doubly important when you realize that they are made by the most efficient and best paid workmen in the gold-filled watch case trade.

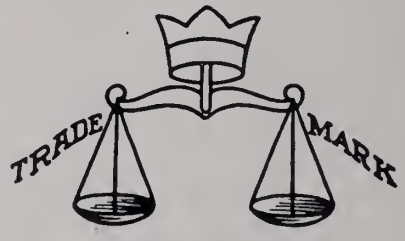
The number of workmen who measure up to the "Crescent" and "Jas. Boss" standards is limited.

Mechanical skill is not enough. It demands a sense of line and proportion — and more than that, a keen appreciation of the "Crescent" and "Jas. Boss" principles of integrity.

Stock these goods generously. Make your window display striking and varied. Hook up with the Keystone advertising.



"CRESCENT" GOLD FILLED
Reg. U. S. Pat. Off.



"JAS. BOSS" GOLD FILLED
Reg. U. S. Pat. Off.

The Keystone Watch Case Company

Established 1853

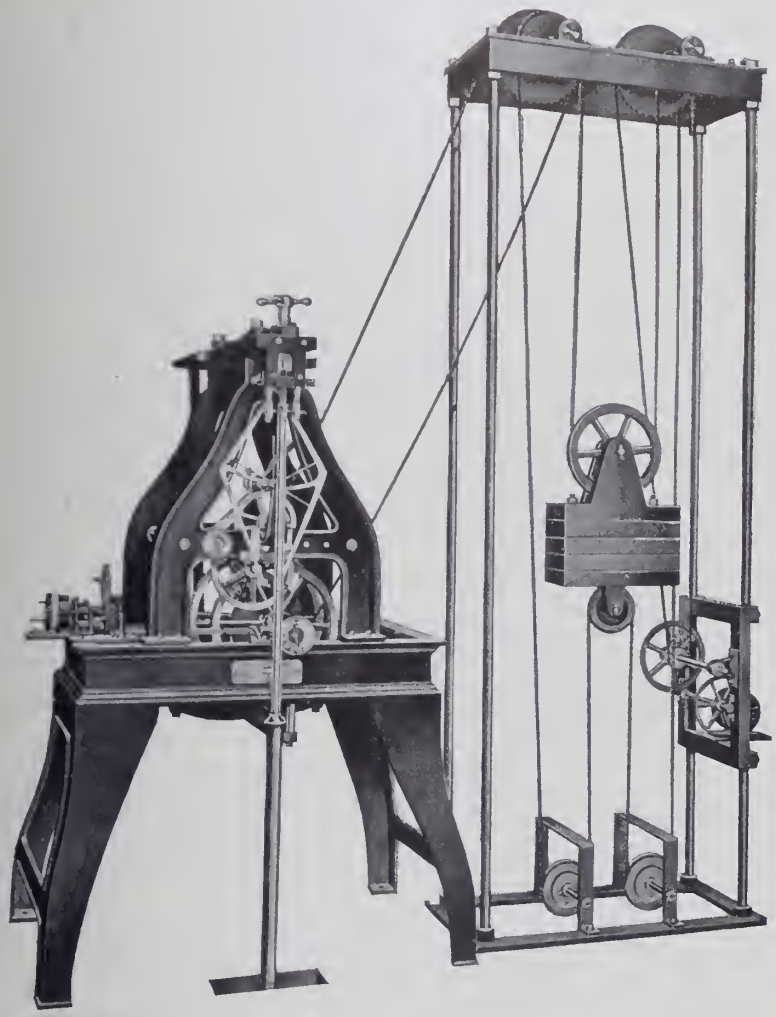
Philadelphia

New York Chicago San Francisco

The Largest Four-Dial Weight-Driven Tower Clock in the World.

A TOWER CLOCK recently installed by the Seth Thomas Clock Co. in the Bromo-Seltzer building, Baltimore, Md., is, it is claimed, the largest four-dial weight-driven tower clock in the world.

The mechanism is held in place and confined entirely within a cast iron structure which is firmly bolted to the floor. The wheels are composed of bronze, the pinions of steel (hardened) and the gears are machine cut. At the front of the clock is a small dial which enables one to tell exactly the position of the hands on the outside dials, and there is also a seconds hand to permit of very close regulation and adjustment.



MECHANISM SHOWING INGENIOUS METHOD OF RUNNING WEIGHTS.

The clock is fitted with Dennison's double three-legged gravity escapement. The driving wheel is 20¼ inches in diameter. The beat pins which touch the rod are of steel rollers. The rod itself is 15 feet 1¾ inches long, is composed of zinc and steel in such proportions as to respond to the most acute atmospheric changes. The pendulum ball weighs 475 pounds and is conical to prevent dust and particles of dirt resting there and accelerating the rating of the clock. To prevent the fall and breakage of the rod should the suspension spring break, there is fitted to the mechanism a safety catch.

Three ways are provided for the regulation. First by a knurled screw at the top of bed frame. Second by a revolving disc at the bottom of the pendulum ball. Very often by either of these two methods it is impossible to bring the clock to fractional seconds and in order to permit of a nicety of adjustment there is a cup fitted at the top of the ball so that by inserting or taking out lead pellets, the rating can be brought to absolute time.

The minute hand weighs 175 pounds and measures from tip to tip 12 feet 7 inches. The hour hand weighs 145 pounds and measures from tip to tip 9 feet 8 inches. At its broadest point the hour hand is 2 feet 6 inches across and the minute hand 1 foot 6 inches.

The day dials are 24 inches in diameter and the name "Bromo Seltzer" is substituted for the numerals. The background on the dial is in white tile and the letters are blue, which produces a pleasing and sharp contrast. The night dials are 15 feet in diameter and of the sectional glass and iron pattern. The numerals, diamonds and minute marks are made of cast iron, painted black and heavily smalted. The sections are rebated in the back to receive the glass and fastened together with bronze clamps and the joints are filled in with lead in order to permit of expansion and contraction.

The glass itself is three-eighths inch thick and the center light and outer segments are of the same thickness and quality throughout. The minute hand is so constructed that when at night the dials are illuminated, the tip of the hand that travels around on the day dials cannot be seen.

One of the unique features of the clock is the absence of the prevailing method of running the weights. The accompanying illustration will give a good idea as to this arrangement. Only approximately 300 pounds of weight is used to operate these large dials and these are wound up daily by a small motor placed at the base of the weight run. Should at any time the motor fail to work, a switch placed at the bottom will ring a bell located in the engineer's room; then the weights can be wound by hand. This winding arrangement requires 115 feet of chain and it operates on a silent roller ratchet which eliminates maintaining power.



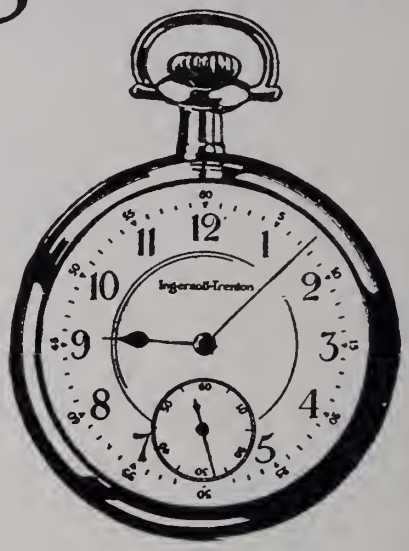
LARGEST FOUR-DIAL WEIGHT-DRIVEN TOWER CLOCK IN THE WORLD.

The dial works are made and fitted with the best hard drawn phosphor bronze and are roller-bearing and only one cup is needed to oil all the front bearings and dial works.

Davison & Anderson, New Castle, Nebr., whose store was recently burned out, have moved into a new building in that town and now carry a larger stock than ever.

For Your
CHRISTMAS
TRADE

Ingersoll-Trenton



$22.00 to $35.00 19 Jewels

Adjusted to temperature
isochronism and 5 positions

PUSH THE NEW

Ingersoll-Trenton

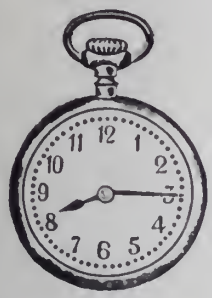
19 JEWEL, ADJUSTED WATCH

It is worthy of your hearty co-operation. Order one from us now and compare it with any 19 jewel watch you may have in stock. Put it to any test that you may care to. We are confident that it will make good. Then "obey that impulse" and place an order for your Christmas stock.

Trade prices on application. *Sold to jewelers only.*

ROBT. H. INGERSOLL & BRO.,
315 FOURTH AVE., NEW YORK
Chicago San Francisco London

THE LADY RACINE



10 Line

Lady Racine watches have been on the American market for the past forty years and sold to the best trade throughout the country, and we have yet to hear of one jeweler who will say the Lady Racine is not a good watch and the best chatelaine watch made.

They come in both cylinders and levers. Do not be prejudiced against the cylinders, as they are entirely factory-made, very reliable, and guaranteed to give satisfaction.

Lady Racine Watches are made to run, keep time and last a lifetime. They come in 10 and 11 line Hunting and open face, with gun metal, silver, gold filled and solid gold cases of all styles. Finished material on hand.

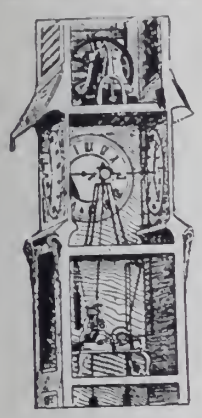


11 Line

JULES RACINE & CO., Exclusive Importers

NEW YORK, 37 Maiden Lane

CHICAGO, No. 31 No. State Street





MAKERS OF

Tower and Street Clocks

For particulars write us, mentioning The Jewelers' Circular-Weekly.

E. HOWARD CLOCK CO.,

EST. 1842 BOSTON, MASS., U. S. A.

IF IT'S A

ROY

TRADE MARK REGISTERED

IT'S STANDARD







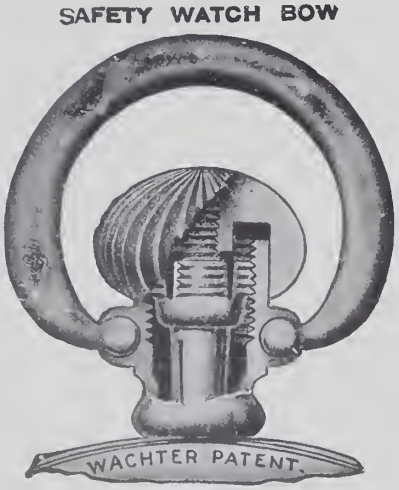
ROY WATCH CASE CO.

21-23 Maiden Lane, New York

704 Market St., San Francisco

SAFETY WATCH BOW







Buy Watches with the Wachter Safety Watch Bow

The Wachter Mfg. Co.

PATENTED: NO. 795665, JULY 25, 1905
NO. 38576, MAY 21, 1907
NO. 916809, MAR. 30, 1909

Should your Jobber not have them in stock, then write to us

Hartford, Connecticut

A HOLIDAY LINE

that will insure you

Sales and Profits

"NEW ENGLAND"

Lever Watches

"HALE"

16 Size — Built for Rough Usage — Low Priced

12 Size — Unusually Strong and Durable — Lever-Jeweled

For Men and Boys



Hale

To Dealers—$2.90 to $6.00



Hale

To Consumers—$2.50 to $5.00

"CAVOUR"

15 Ligne

Dainty Ladies' Watch

Belt, Chatelaine or Wrist

New Jeweled Lever



Cavour

To Dealers $6.80 to $14.50

To Consumers $5.00 to $10.25



To Dealers—$10.00 to $12.50

To Consumers—$7.50 to $9.00

The Cavour Wrist Watch

(New Design)

Gold Filled — Sterling — Gun Metal

will prove to be your

BEST Christmas SELLER

because of its

Novelty, Practicability and Low Price

All Dealers' Prices are Subject to Jewelers' Circular Key

"ALDEN"

16 Size

ABSOLUTELY HIGH GRADE

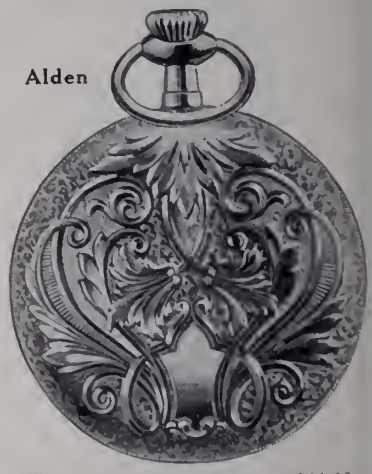
Double Roller Lever · 7 Jewels

Extremely Thin Model — An Exquisite Man's Watch



Alden

To Dealers—$6.00 to $11.50



Alden

To Consumers—$5.00 to $11.00

All Prices Vigorously Maintained

by

The New England Watch Co.

Waterbury, Conn.

and

The Leading Jobbers

Pacific Coast Agents, B. W. FREER CO., San Francisco



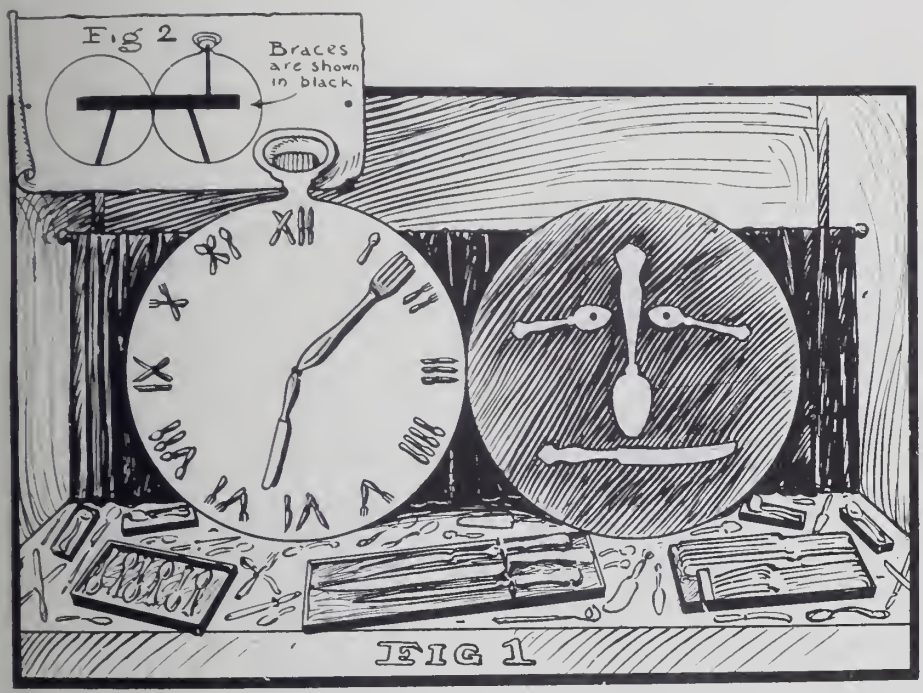
STORE KEEPING DEPARTMENT

That this department shall prove mutually beneficial to our readers, it is desirable that the members of the trade geneally communicate with THE JEWELERS' CIRCULAR-WEEKLY regarding any advantagenous device or plan which they are utilizing in connection with their business.

A Novel Silverware Display.

Prepared expressly for The Jewelers' Circular-Weekly.

A UNIQUE display—somewhat out of the ordinary—may be arranged at a trifling cost and of material composed entirely of articles taken from the jeweler's shelves. Another advantage of this idea is that it suggests wedding silver, and thus forms an excellent centerpiece for a display of flat ware to tempt those in search of wedding presents.



A UNIQUE DISPLAY OF KNIVES, FORKS AND SPOONS.

Two large sheets of extra stiff cardboard are rounded off to represent an opened watch. Use one sheet of white. The other may be a golden-yellow colored one. Surmount the white sheet with the stem and ring of yellow (as shown in Fig. 2) and brace them both so that they stand upright in the window. To the white cardboard representing the dial attach souvenir spoons (or nut picks or small fruit knives—or an assortment of articles) of as nearly uniform size as possible, and form the figures from 1 to 12. Sew on the articles with white thread. It is easy, but a bit tedious. A large knife and fork are used to form the "hands." For the "case" two plans suggest themselves.

If it is to be a Hallowe'en display, cut out eyes, nose and mouth in the form of spoons, and so placed as to represent the features mentioned. Transparent tissue paper is then pasted back of these spaces and a light is suspended so that it shines through like the Jack o' Lantern which tradition connects with this holiday. If one prefers, the spoons may be sewn to the cardboard. In the base of this window may be shown cases of various kinds of silverware.

A number of toy Jack o' Lanterns may be placed about the window and hung over the electric lights.

The Perkins Jewelry Co. has succeeded Harold A. Forbes at Portland, Ore.

How to Quickly Make and Remove a Window Display.

IN some jewelry establishments, where considerable attention is paid to a large window display, the policy is followed of dressing the windows in the morning and removing the articles from them at night.

Where steel shutters are not employed this seems to be the safest method to pursue, where valuable articles are displayed, despite the modern appliances and watchmen used for protection.

Where the articles are numerous and small this operation of dressing and removing takes considerable time, especially in the morning, if some intricate designs in arrangement are attempted. If the store is located on a busy thoroughfare where trade begins early in the morning, the salesmen can be occupied to better advantage in being ready for business or in making sales.

To facilitate the dressing and removing of goods in the window a large jewelry store on Sixth Ave., New York, has in operation a very simple device that should be brought to the attention of all storekeepers. It consists in having false tops on the floors of the windows. The tops are made of wood covered with the same dark material as the floor of the window and three of them are used for each window. When removed from the window at night, they are slid into grooves in a safe. The jewelry is left on them just as it was laid out in all its intricately designed arrangement. The next morning the slides or tops are taken out of the safe and placed in their respective positions in the window and, as the lay-out is still on the tops as it was the day before, the floor of the window is completely dressed at once.

The arrangement in this store was supplemented by shallow lined boxes containing rings, pins, etc., which were laid against the inclines, and removable bar brackets were used in the upper parts of the window. These are taken out and stowed away in the same manner.

The floor of the window when the tops and boxes are removed looks the same as any other jewelry window would look when all the display had been taken out, showing only a smooth expanse of dark cloth.

The manager of this store says that all four windows can be cleared and the goods stowed away in 10 minutes. In the morning the store will open at 8 o'clock. All the clerks will assist in dressing the windows, and with the use of this system it is all finished at 10 minutes past eight, and they



Why Not Be Particular?

Jewelers are more particular every day as to the selection of their goods.

You can make no mistake in selecting the Rockford Watch for your Fall and Holiday watch leader.

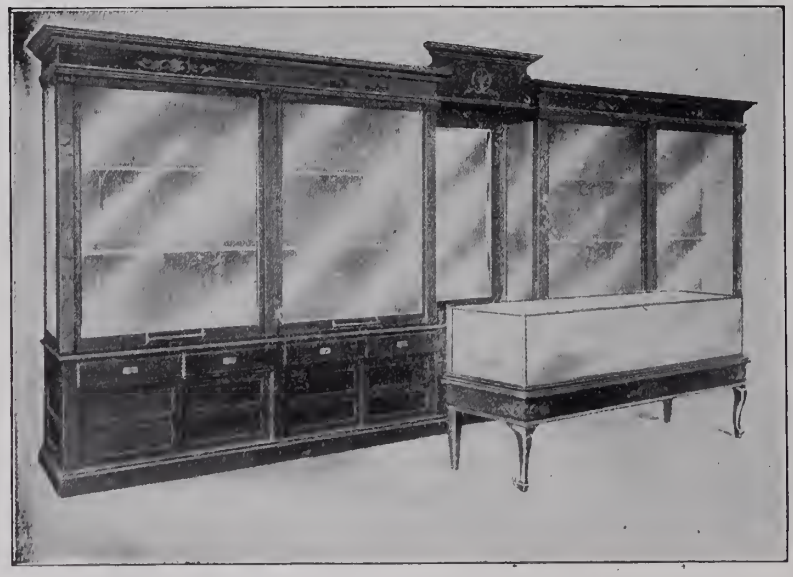
We are particular in their manufacture, and being so, insure you of a high grade line.

Write for new price list and advertising helps

Rockford Watch Co.

Manufacturers of High Grade Watches

ROCKFORD, ILL.



Colonial Wall Case, No. 123. Counter Case and Table, No. 107B.

WRITE FOR OUR NEW CATALOG.

F. C. JORGESON & CO.

159 to 167 ANN STREET, CHICAGO

Makers of HIGH-GRADE JEWELERS' FIXTURES

HALL CLOCKS



ELLIOTT'S CELEBRATED TUBULAR CHIME CLOCKS

Harris & Harrington,

12 BARCLAY ST., NEW YORK

Sole Agents to the Trade for

J. J. ELLIOTT & CO LONDON

JULES JÜRGENSEN

Watches and Chronometers

PARIS—"THE GRAND PRIX"—1900

SOLE AGENTS

RUDOLPH & SNEDEKER

65 Nassau St., New York

Learn Watchmaking

Refined, profitable labor. Competent men always in demand. We teach it thoroughly in as many months as it formerly took years. Does away with tedious apprenticeship. Money earned while studying. Positions secured. Easy terms. Send for catalogue. Address

St. Louis Watchmaking School, St. Louis, Mo.

Storekeeping Department.

are ready for the business of the day.

One of the great advantages of a system like this would be its use in case of fire. That is a time when the minutes gained count in getting all the stock in the safe before it is necessary to leave.

The Old Shopkeeper vs. the Modern Retailer.

UNTIL very recent times the average merchant cared little about the effect of his occupation on his health. He did not have to. The method of doing business was so different, he could, without overexerting himself, and would earn sufficient to keep him and his family comfortable. Nowadays all this is changed. It is a constant hustle and a continual worry. Every detail must be observed and each movement of competing firms equaled, if not bettered.

Therefore, it behooves the retailer of the present day to conserve, by careful watchfulness, that most precious of all his possessions, his health. A clear mind, good control over one's self and lack of nervousness are factors essential to success in business.

The man who plans with his head and executes with his hands the quickest and hardest merits and wins business success. Men who think little and work accordingly are lost. Unless a man puts forth the best in him he cannot remain in the ranks of the leaders. He will fall behind the average competitor.

To preserve one's health regular hours are a most important factor. It is really surprising how a bit of planning will bring about reasonable changes that prove most beneficial.

An actual case is here cited. A retailer thought he must open his store at an early hour, 7 o'clock, and not close it before 11 o'clock. His reasons were that the founder of the business had always observed these hours. He overlooked the fact that originally the town was smaller and the business methods more primitive. A period of unusually dull business made it imperative that he reduce expenses. He decided to discharge his clerk. Naturally this gave him more work and also (as he had only a boy as assistant) obliged him to open and close the store. The increased work and lengthened hours began to tell on his strength, and he decided to cut down his working hours. He gradually reduced these hours, until he now starts the day at 8 o'clock and ends it at 9 o'clock, except during the holiday season, when he always employs extra assistants. A neat notice of the change in hours was posted on the door and also placed in several prominent places inside the store. Carefully tabulated comparisons showed that after the first month or two there was an increase over the average daily receipts. The merchant flatters himself that his health is better and he lacks "that tired feeling." He himself is responsible for the improvement; furthermore, three hours' light bills are saved, for the early morning hours required illumination as well as night.

Another merchant found himself growing fretful and disposed to be upset over trifles. His hours were not too long, so he consulted a physician. He was told to try eating on the German merchant's plan: Breakfast, second breakfast, lunch, coffee, dinner and a bite before retiring—a little nourishment at a time, but frequently, instead of eating three big meals a day and bolting two of them, breakfast and lunch. Said the doctor, "A full stomach means contentment, but you don't want to simply throw the food in."

In every business, large or small, there are opportunities to make such regulations as will tend to make all employes comfortable and add to their efficiency. This does not mean to encourage laziness. On the contrary, the energy of all, from boss to the humblest clerk, should be utilized, but business hours should be so regulated that everyone may have regular hours, sufficient time for meals and a bit of fresh air. The working room or store should be well ventilated.

All this should be done for the best of business reasons—because it pays.

Relations With Employes.

IN connection with a recent address of M. C. Hale, president of the Hale-Reynolds Hardware Co., Tulsa, before the Oklahoma State Hardware Association, the following hints to clerks were presented to the association in printed form. They are used by his house, posted conspicuously in the store. In an inoffensive way they call attention to things which employes should give heed:

HINTS TO CLERKS.

(1) The clerk who finds nothing to do, simply isn't looking for work.

(2) A clerk's spare time should be spent in arranging and cleaning the stock.

(3) The clerk who watches the clock will never make a success.

(4) Clerks should start toward a customer the moment one enters the store. The customer should not have to hunt up a clerk.

(5) Clerks should not smoke during business hours. It is offensive to all ladies and some men.

(6) Clerks should not loaf in front of the store. It obstructs the show window and is a poor advertisement for the business.

(7) A clerk who isn't capable of selling any article in the store is not a full-fledged clerk, merely an assistant.

(8) A good clerk can very nearly earn his salary by selling goods the customer doesn't call for.

(9) A good clerk will do even better when his employer is out than when he is in.

(10) A clerk is either honest or he is a thief.

(11) The clerks' position is an important one, and the success of the business depends largely upon them.

It might be a good plan for other merchants to print this set of hints to clerks, and pass them around. They are sane, sensible and worth observation.

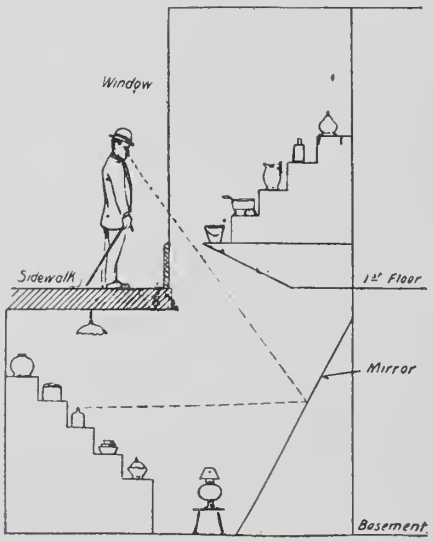
An Underground Window Display.

A NOVEL idea in show-window construction was carried out by the Pennsylvania Hardware Co., of Pittsburgh, Pa. The window will be interesting to jewelers owing to its novelty, if for no other reason, and it might be utilized by some to display accessory lines.

This display is really constructed underground, arranged so that not only the windows but a large amount of space in the basement may be used for exhibition purposes.

The accompanying illustration, reproduced from *Iron Age Hardware,* will show how these unusual results are accomplished. The illustration represents a vertical cross-section of one of the windows.

The floor of the windows is supported by cantilevers about 18 inches above the regular level and extends to within about 18 inches of the glass front. Below the windows is space 27 x 15 feet extending underneath the sidewalk and with the rear and sides lined with mirrors. An elaborate display is arranged underneath the sidewalk and is reflected upward by the mirrors, which are set at the proper angle. The passer-by, therefore, not only sees the contents of the windows, but can also look down at the entire display beneath his feet.



AN UNDERGROUND WINDOW DISPLAY.

The effect is of a very large room filled with articles arranged in a most artistic manner, for the trim is reflected again and again by the mirrors, and gives the appearance of perfect symmetry. It need hardy be said that a great deal of skill is required to arrange the display properly so that the result is not hopelessly confused.

These windows attract a great deal of attention, especially in the evening, when the underground display is illuminated by hidden lamps. The illustration shown was made while the windows were filled with electric heating and cooking apparatus and small domestic motors. The signs which mark each device are made of glass. The text was painted on first and then covered with white paint. Each sign, therefore, reads backward, but is properly transposed when reflected by the mirrors.



What Are the World's Best Advertising Brains Worth to You?

HOW would you like to have the advice and suggestions of a $50,000 advertising man in your local advertising and on your store policies, etc.?

Of what value would it be to you to know—

How to win new customers?
How to hold old customers?
How to overcome mail order and department store competition—in fact—
How to get the greatest amount of profit at the least expenditure of money?

The South Bend Watch Co. have had the greatest organization of advertising men in the world prepare a complete Fall and Holiday advertising campaign in book form, covering *all* lines of jewelry, expressly for our customers.

This campaign book will be a revelation to you. It shows you how to accomplish each and every one of the above things. It is adaptable to every town or city in any locality.

This mighty trade building service book is given free to all *South Bend Customers.*

If you are not one, now is your opportunity. Get into the South Bend fold today and receive free of all charge this great service book—its value to you is unlimited. If you haven't a price list, wire for one at our expense—every minute counts.

South Bend Watch Co.
Makers of High Grade Watches
Highest Quality Filled Cases
SOUTH BEND, INDIANA

This offer is open to legitimate retail jewelers only—they are the only ones we do business with.

If you cannot come at once make arrangements to enter the

Horological Department of Bradley Institute

immediately after the holiday rush is over, the first Monday in January if possible.



THIS entire building used exclusively for instruction in watchwork, jewelry, engraving and optics, and is thoroughly equipped with all modern tools for use in connection with the work as required in any up-to-date jewelry store. Competent instructors as heads of each department and several assistants, so that all may be kept busy. ¶If you would like to get all or any one of the branches mentioned above, it will pay you to investigate Bradley. With our increased facilities we can take care of all who wish to come. ¶Don't put off till to-morrow or next week the sending of a postcard addressed to HOROLOGICAL, Dept. A., Peoria, Ill., asking for one of our latest books telling all about Modern Methods as applied at this truly great institution.

Horological Department
BRADLEY POLYTECHNIC INSTITUTE, Peoria, Ill.

C. O. BAKER, Pres. C. W. BAKER, Vice-Pres.

BAKER & COMPANY

INCORPORATED

PLATINUM, GOLD AND SILVER REFINERS, ASSAYERS, SMELTERS AND MANUFACTURERS



PLATINUM AND GOLD SETTING DEPARTMENT

NEW YORK OFFICE - - 30 Church Street
Telephone, 3811 Cortland

WORKS 408 N. J. R. R. Ave., NEWARK N. J.
Telephone, 3 Waverly

PLATINUM AND GOLD SETTINGS CARRIED IN STOCK AT BOTH ADDRESSES

The Law and the Retailer.

By Bernhard Raymond, LL.B.,
of the New York Bar.

(*Continued from issue of Oct. 4.*)

Wherein Consists the Right to Restrain an Employe from Divulging Information Acquired by Him in the Master's Employ.

It is not every contract of employment that will entitle the master to enjoin his employe from divulging knowledge and information acquired by the employe while engaged in the performance, or in rendering services in and about the master's establishment.

It is a matter of common knowledge, that a person of ordinary intelligence cannot help but learn of the methods and processes employed in the enterprise of the master, with which an employe has more or less to do, and as time goes on he gains greater proficiency and eventually the mastery of the enterprise. Such mastery proves a double blessing. It blesses the master with prosperity and success in his business and the employe with greater earning capacity. It is a happy result which the law is ever ready to encourage, for it is clearly a matter of good public policy to reward conscientious and persevering industry.

If the employment of one's ability and knowledge of a certain industry, acquired by years of arduous and unremitting toil, though through the means, and in the establishment of the master, were restricted to the use and benefit of the master in whose establishment such knowledge was acquired, such employe would virtually become an industrial slave. He would be restrained from offering his services to anyone else by reason of his special knowledge, a condition of affairs one dreads to contemplate.

But, fortunately, such is ot the law. And it was wisely held that a contract of employment, by the terms of which the employe is forbidden to disclose during the life of the contract and afterward "any information of any nature now known to him, or after acquired by him during the term of his agreement relating to the process of steel making," to have the effect to compel the employe to work for the particular employer, or the promising alternative of remaining idle for the rest of his natural life. (Taylor Iron & Steel Works vs. Nichols, 69 Atl. 186.)

It will therefore be readily seen that the knowledge or information must be such as is imparted by the master to his employe in confidence, and is known only to the employer, or to those whose knowledge is the employer's knowledge—persons under contractual obligations with such employer. In other words, a process, or method which is, strictly speaking, a secret, and unknown to the general public, will entitle the master to enjoin the employe from divulging or disclosing same to the general public, or to a subsequent employer of the employe.

Secret discoveries made by an employe while engaged in the master's establishment, the employe being provided with the necessary means of carrying on experiments and paid a salary by the master while thus engaged in experimenting, are the property of the master.

It is a matter of common experience for a master to provide all necessary means, tools, implements and machinery to further a certain process, or to discover a new method, either to cheapen, or to accelerate the production of a certain commodity. When such labors are crowned with success, those employed by the master during the experimental stages cannot claim any advantage, and will be restrained from divulging the secret discoveries as made.

A court of equity will go further than that; it will enjoin all who succeed in obtaining information from such employe, relative to the discoveries made, from divulging such secret to anyone.

This relief the court is always ready to grant for the reason that those employed under such circumstances are acting in a fiduciary capacity, and the court will read into such relationship a trust provision, not to betray, nor endanger the interests of one who has the courage and capacity to further and promote certain industries resulting in general public good.

An interesting case and one directly in point is that of Westervelt vs. National Paper Co., 154 Ind. 673. In that case one Taggart was employed by the National Paper Co., to improve and if possible to invent a better paper tube machine, the said National Paper Co. defraying the necessary expenses incurred for experiments and paying Taggart a salary while thus engaged. It was agreed that all improvements made by Taggart in consideration of the salary received by him were to become the property of the paper company. Before the machine was completed, however, Taggart left the employ of the paper company, and secured employment with a certain Westervelt, who, knowing all the time of the existence of an arrangement between the National Paper Co. and Taggart, whereby all the improvements of Taggart on the paper tube machine were to be the exclusive property of the National Paper Co.

Westervelt employed Taggart to build for him a similar machine and Taggart proceeded to do so.

Upon an application of the court to restrain Taggart from manufacturing, or disclosing information and secrets learned during his employment with the National Paper Co., the court held:

"That the machine was a secret, and, according to the facts shown, even if no agreement was made, one would be implied that he, Taggart, was not to disclose the secret of the construction of the machine. Taggart occupied a confidential relation toward the National Paper Co., and in such case the law raised an implied contract between him and the said company, that the employe will not disclose any trade secret imparted to him, or discovered by him in the course of his employment. "A disclosure of such secret thus acquired is not only a breach of contract on his part, but is a breach of trust, which a court of equity will prevent." The court further held, that an injunction would be granted, not only against the employe, but against those employing said employe, and producing similar machines built from plans furnished by the employe.

It must not be understood that this decision is at all lacking authority in it's support, for the case of Eastman Kodak Co. vs. Reichenbach et al., 20 N. Y. S. 110, decided in the courts of the State of New York, is clearly in line with the reasoning of the courts of the State of Indiana.

The complainants were the manufacturers of kodak cameras, and had in their employ several persons who were engaged in improving and inventing kodak cameras, with the understanding that in the event of any discoveries or inventions made by them, the same were for the benefit and should be the exclusive property of the complainants, the Eastman Kodak Co. As usually happens in such cases, the defendants set out to disclose the secret information acquired by them, and an application to enjoin them from such discovery and disclosure was granted by the court to the Eastman Kodak Co.

(*To be continued.*)

Thoughts for the Busy Man.

A keen mind makes decisions quickly; the conflicting ideas are eliminated; the answer is reached and adhered to. In this operation the will has played the vital part of adding firmness to accuracy, though the two are not always associated. Thus a man whose determination is the predominating part of his composition is not always wise or just or exact. But the will that influences a "yes" that remains yes or a negative that stays "no" helps to carry many a poor decision through simply because firmness and might are almost as essential in the world's affairs as exactitude and precision. So we see the importance of being able to say things that bear the sign of our determination; they carry weight, they master weaker opposition, the essence of which may possess more merit than our own answer; in short, will power is greater than all else and its cultivation is both interesting and vitally important.—*Richard Boehm.*

* * *

Regular customers are the backbone of any retail enterprise, and the merchant who does not always strive to turn his chance customers into permanent patrons by good service and value, is losing the opportunity of his commercial life.

The perfect knowledge of one's stock means that it will always be found in its proper place. It means more than that: it means that there will never be too much of one kind nor too little of any other. A perfect knowledge of one's stock is only gained by constant attention and daily contact with it. A. E. Edgar.

The jewelry store of W. S. Anderson, Chico, Cal., was entered recently and about $200 worth of jewelry was stolen.

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A Word About Old German Stoneware.

By W. R. V., in the *"Bulletin"* of the Metropolitan Museum of Art.

(Copyright by the Metropolitan Museum of Art, 1911.)

THE most important pottery produced by Germany in earlier periods is the Rhenish stoneware of the 16th and 17th centuries. This industry has in part survived to our day, producing tasteless imitations of jugs and steins which, during the 19th century, figured largely in the dining room decorations of the middle classes. These misunderstood copies discredited for a time the original art, as was the case with the Renaissance furniture, in which for years so little interest was felt, owing to the poor reproductions in household use. Only in recent years has a changing fashion done away with the false Renaissance style, and a real appreciation of Renaissance art in its original periods has been revived. This is also true of the German



1. SCHNABELKANNE, 1595; 2. CANETTE, ABOUT 1590-1600; 3. SCHNELLE, ABOUT 1570-80.

stoneware, which for several centuries held the prominent position in the art of ceramics to which it has of recent years been restored.

This awakened appreciation is shown by the publication of an excellent book on the subject by O. V. Falke, which corrects in many points the earlier work by Solon, and treats of the theme exhaustively.

The Rhenish stoneware holds the same position in the ceramic art of Germany that the Palissy and Henry II. ware holds in France or the Majolica in Italy, except that it was an industry that catered to the daily life of the middle classes, while the Palissy and Majolica were mostly luxuries within reach of the rich only. The use of this stoneware, especially that of Cologne and Raeren, is proved by early Dutch and Flemish paintings, where in the primitive



BARTMAN, FRECHEN, 1598.

pictures of the 15th and early 16th centuries we find the simple types, often a jug or a ewer, placed on a table. It is also found in the genre scenes of the 17th century art, for instance, in the works of David Teniers, Gabriel Metsu, Gerard Terborch, and others, and as well in the great still-life paintings of the Dutch, a fact which shows that the German ware was at that date an important article of export. Not only has it been found in the Low Countries, but just as frequently in England; as a result it was for a long time believed that this ware, especially the Cologne Bartman, was of English manufacture. Excavations on the sites of the original manufactories at Cologne and Raeren have settled the question in favor of Germany. Only an inferior quality of pottery, differing from the German ware, was made in a limited way, it would seem, in England and Flanders in imitation of the Cologne ware.

While in Italy, France and Spain plates of most varied outlines were made, the importance of the German stone ware lies in the development of different varieties of jugs, canettes and steins. The simpler forms are found as early as the last centuries of the Middle Ages (14th and 15th centuries). The decorated pieces



ANNULAR JUG, RAEREN, 1602.

first appear with the introduction of the Renaissance into Germany in the second quarter of the 16th century; and the richest style occurs at the end of the 16th century and the beginning of the 17th century, when the contemporary art of goldsmith and silversmith was at its height. The decoration seldom originated with the artist, as is also true of the Majolica ware. In Germany the designs, made after the prints of such "little masters" of the German school as Virgil Solis, Bartel Beham and Theodore de Bry, were adapted to the various forms and executed in relief with quite as much skill as were the designs of

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Raphael and others applied by the artists of Urbino and Gubbio to their Majolica plates.

The Rhenish stone ware falls naturally into four groups: that of Cologne and the small town near it, Frechen. Here were made the well-known Bartman jugs with the round or pear-shaped body decorated on the neck opposite the handle with the head of a bearded man; here also were developed various beaker shapes and the baluster-shaped canettes called schnelle. The color is usually a deep chestnut brown, although about 1600 we find at Frechen large jugs with effective blue spots on the body,



ANNULAR JUG, RAEREN, 1633.

decorated with bearded faces and coats-of-arms. Of this type the museum owns a good example, dated 1598, decorated with the profiles of Roman emperors and the crests of the German Empire and the County Cleve. It possesses also a small Bartman from Cologne. Both of these came from England, where they had been attributed to English workmanship. In England, where the dotted ware of Frechen has found favor, are a number of pieces with English mountings.

The second manufacturing place is Siegburg near Bonn, perhaps the seat of the oldest industry in Rhenish stoneware. It can be traced back as far as the 14th century, but the development of the higher class of pottery started only in the middle of the 16th century under the influence of the Cologne ware. This factory produced principally gray ware covered with so-called schnelle, a thin salt glaze. The best-known types are the tall, slender pints, which gradually narrow toward the top, canettes and pilgrim-bottles, mostly decorated with figured scenes. The reliefs illustrate stories from the Bible or mythology or have simple vegetable decorations. They are sharper and more finely modeled than those of any other factory, and the form is more charming and refined. There are four or five important masters known who worked from 1560-1600; the monogrammists F. T. and L. W., the three Knutgens and Hans Hilgers. The museum owns a fine schnabelkanne (canette with spout) probably by Christian Knütgen and a large schnelle by Hans Hilgers with his monogram, H. H., showing the stories of David, Joseph and Joshua, a replica of which is in the Berlin Museum.

The factory where the shape of the ware was developed with more sense for breadth and monumental style than in any other place was Raeren, a village near Aachen. The artists from Raeren initiated first Cologne and then Siegburg; and their best artist, Jan Emens, and the two Mennichen produced a brown ware in different kinds of jugs, somewhat in the Cologne style, but with more variety in form and greater simplicity of ornament. Later, the well-known blue and gray ware came into more general use, and complicated forms like the annular (ring-shaped) bottles show the beginning of the Raroque style. Two of the most important pieces of this latter type still in existence have recently been acquired by the Museum: a ring bottle by Tilman Wolf in the form of a single ring with an additional half ring at one side, dated 1602, the companion piece of which



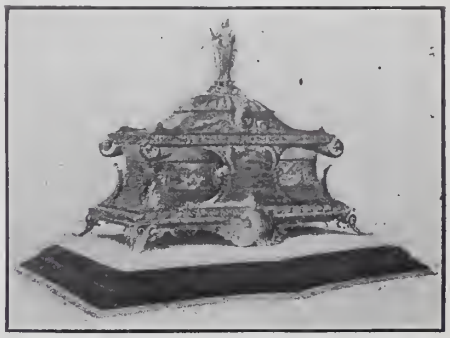
JUG, WESTERWALD, 17TH CENTURY.

is in the Louvre, and a double-ring bottle with the coat-of-arms of Richwins van Essen, dated 1633.

The pottery made in the Westerwald, especially in the three villages of Grenzhausen, Grenzau, and Hoehr, is with few exceptions of still later date than that of the other factories. It closely resembles the work of the other centers and is usually in blue, gray and violet tones, in form and decoration corresponding to the Baroque period; the divisions by horizontal lines are less evident; ovals, circles and the geometric ornaments, just as often incised as pressed on the surface, cover the body; figured scenes occur but infrequently, and the only remains of naturalistic forms are flowers and branches varied with an occasional coat-of-arms. The industry flourished in the 17th century; in the 18th century the quality deteriorated as the output increased, the work showing a marked loss of refinement. The Museum owns a blue jug with purple spots, which represents the best period of the early 17th century ware.

Casket Presented to King George by the Jews of Arden.

AMONG the many beautiful caskets which contained addresses presented to King George of England, by his subjects and admirers in all parts of the world, is a casket illustrated herewith, which



BEAUTIFUL CASKET PRESENTED TO KING GEORGE V. OF ENGLAND.

contained the address forwarded to the king by the Jews of Arden.

The casket is in conventional form, its essential decoration being the figure on the top and the six panels on the body.

"Realistic" China for Table Use.

THE mention of china table ware in the form and coloring of vegetables suggests something crude and uninviting, and it must be admitted that the earlier productions of this sort were crude. But the manufacturers have improved upon these first attempts and, responding to the fancy that evidently exists for "realistic" china, they have brought out this season dainty and odd dishes that will fit in very well with the equipment of the bungalow.

The pepper pot is an exact imitation of a red pepper and the accomanying salts simulates a miniature bunch of asparagus. A natural hued tomato resting on a china tray in the form of a lettuce leaf makes an admirable salad bowl, and to serve French dressing or mayonnaise there is available a lemon with a lettuce leaf stand. For relishes comes a long narrow lettuce green dish decorated with a slender young carrot, and a salad set consists of a bowl in lettuce coloring accompanied by a half a dozen individual plates simulating tender green lettuce leaves.—*Pottery and Glass.*

Thomas A. Graham, North Bent, Wash., has moved to Friday Harbor.



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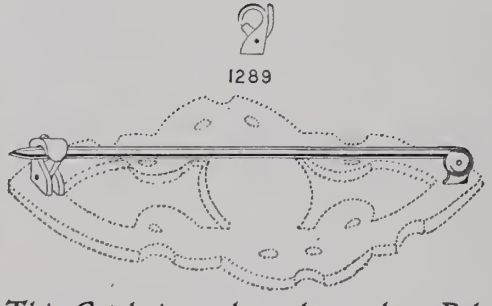
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WORKSHOP NOTES AND QUERIES

[Answers are also solicited from our readers to the questions published on this page.]
No attention paid to communications unless accompanied by full name and address of the writer.

QUESTION No. 2978.—**Partition of Hairspring.**—*How should I leave the hairspring in a watch when between the regulator pins. Should it be tight or jump slightly?* *T. J.*

ANSWERS—The coil of the hairspring between the curb or regulator pins, as our correspondent terms them, should fit without pinching, yet without play, to get the best timing results.

QUESTION No. 2979.—**Watch Repairing Snags.**—*I changed the upper balance pole jewel in a 23-jewel American watch, railroad grade, also I cleaned the watch, and so far as I can see, have done a good job, yet the owner complains that it does not go as well as before it had the fall. What do you think ails the watch? It won't run closer than about one minute a week, and the owner says it did better before it fell* *A. B.*

ANSWER:—We would suggest that you carefully inspect the balance pivots; should one of them be the least bit bent you had better put in a new staff; again, should either pivot be rough, polish it a little, but remember that much variation in the size of the pivots will affect the timing of the watch. If the old staff is satisfactory, then examine the jewel you put in; see that it fits correctly, both the pivot and in the plate, and that the jewel is tight in its setting. Some of he cheaper grades of jewels are usually thicker than is desirable, and if thick, are detrimental to the time-keeping qualities. Would also suggest that you see that the balance is true and in poise, hairspring level, curb pins set correctly and that all end shakes are correct.

QUESTION No. 2980.—**To Erase Finger Marks from Watch Plates.**—*After cleaning a watch sometimes finger marks get on gilt plates. When I try rubbing them off they usually leave a smear. Can you tell me how best to remove them?* *N. A.*

ANSWER:—Finger marks are best removed by means of a chamois or other leather buff. Keep a special buff for this purpose. To protect it from grit and oil place it in covered hatpin box. Before using a new buff prepare it as follows: Purchase one ounce of ether, add to it three ounces of benzine; allow it to stand over night to clear up, decant clear part into another bottle. Having prepared this, take the new buff and pour a little of the liquid over it; rub the buff thoroughly on a clean cloth; next replace buff in its box and allow to dry. When you want to remove spots on a plate pour a few drops of the preparation on end of buff, wipe it dry and apply this part of buff to the smear; a little practice will give good results. Keep away from all exposed lights as mixture is very inflammable.

QUESTION No. 2981.—**Resist for Gilding.**—*How can I prepare a good resist for spot gilding? Also its use?* *R. C.*

ANSWER:—There are several very good resists useful for gilding, but very few are suitable to be used with warm gilding solutions. Most of the resists will peel up in the plating solutions and are affected by warm solutions or the electric current. A good resist can be made, and with proper manipulation will give good results. The following asphaltum resist has been in use for many years in Germany and France, and has given good service: 18 parts of Syrian asphaltum, 9 parts of mastic, 3 parts gum arabic, well powdered, melted in a round vessel over a small fire. After cooling the mass pulverize to a fine mass again, warm again, and with stirring add enough spirits of turpentine, warmed, to bring the whole to a syrupy consistency; keep stirring and add 9 grains of spirits of camphor. After cooling add 9 parts of light-colored copal varnish which has been thinned in alcohol. The whole mass is now boiled slowly, until it reaches the consistency of thick paint. If it is found too thick afterward, it can be thinned with spirits of turpentine. If we have an article—a buckle or a brooch—to be part red, yellow and green gilding, it is best to first gild the red, dry off well, warm a little and proceed to cover the red with the resist which is afterwards to be retained. The resist must be painted on thick enough until the red does not show through. Let the covering dry best at a cool place for half to one hour. If the resist is left on the article over night it will not stand the gilding. The resist is, on account of the length of time, partly lifted away from the metal, and it is therefore best to do the gilding after the resist has dried from half to one hour. The gilding solution should be warmed until the first condensation rises, then hold it at this warmth and proceed to gild, moving the article slowly—a quick motion would cause the resist to loosen—moving the anode around the piece. The current should be four volts, not more nor less. If the piece is sufficiently yellow take out and dissolve the resist in turpentine and then clean, which can be done with benzine, or wash with soap and water and scratch brush; dry and warm a little, then proceed to cover with the resist the parts to be left red and yellow, leaving the spaces to be green; gild. Hold the pieces over the alcohol flame a moment, then let cool and proceed with the green gilding, which can be done cold. The resist is again removed with turpentine and the article washed and dried. By this method three colors can be produced with two resist coverings. With gilding several colors, it is best to produce the red first, it requiring the hottest solution and strongest current, and if the resist were used for this it would not stand the heat required. If a brooch is to be gilded yellow on one side and a few green leaves on the front, then gild the whole green, cover the green leaves with resist, then gild the whole yellow. By this method only a little resist is required and to be removed. If a piece requires silvering, then proceed as follows: First red gold, then the silver, followed by yellow or green. If the silvering was done first, then it would be found that the resist would not be as durable as on gold. If the resist is kept in a stoppered bottle it will keep a long time and is always ready for use.

QUESTION No. 2982.—**Nickel Anodes with Gold and Silver Solution.**—*Can a nickel anode be used with gold or silver solution?* *N. A.*

ANSWER:—Nickel anodes are not used alone, but many platers use a thin nickel anode in connection with silver or gold anodes. This will make a bright and harder deposit than if gold or silver anodes were used alone.

QUESTION No. 2983.—**To Lacquer Silverware.**—*Kindly advise me in* THE JEWELERS' CIRCULAR-WEEKLY *how to lacquer silverware and what is best to use.* *A. L.*

ANSWER:—Silverware to be lacquered should be perfectly clean and have a perfect polish or finish before a tempting to use the lacquer. The lacquer can be purchased from many jewelers' supply or platers' supply dealers. One quart of brush lacquer for silverware and a camel's-hair brush are sufficient. A little of the lacquer should be poured in a glass or porcelain dish and the silver brushed over carefully with it. Care must be taken that all places receive the lacquer, otherwise a tarnish will soon show where lacquer did not cover the silver. Place the article now in a warm place where there is no dust flying about. It is best to place it near a stove, and with a little heat the lacquer will become dry and hard in about an hour. The unused lacquer should be poured back in the can; then pour a few tablespoonsful of alcohol in a glass dish, wash out the brush, pour the alcohol in the lacquer can and cork up tight for future use.

Inopportune.

"What's the matter, old chap?"

"Just been round to the pawnbroker's to pop an umbrella and met Smith there."

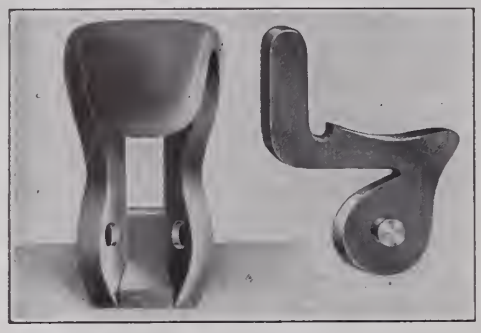
"Well, what about it."

"Nothing—only the umbrella was Smith's."—*Illustrated Bits.*

L. A. Wise, Chester, S. C., recently sold a half interest of his jewelry business to Auburn Woods, of that place.

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Positively Highest Prices Paid For Old Gold and Silver. IMPORTERS OF PLATINUM ORE AND BULLION ASSAYS A SPECIALTY

ESTABLISHED 1858

L. LELONG & BRO.

GOLD AND SILVER REFINERS
ASSAYERS AND SWEEP SMELTERS

S. W. Corner Halsey, Marshall and Nevada Streets, NEWARK, N. J.

Prompt attention given to Gold and Silver Bullion

SMELTING FOR THE TRADE

Above All,-Highest Quality

DEALERS PROFITS | MAGAZINE ADVERTISING | NEWSPAPER ADVERTISING | BILL BOARDS | WINDOW DISPLAYS | SHOW CASES

On Every Hand,-

The evidences of support, assistance and co-operation given to dealers by the manufacturers of

Waterman's Ideal Fountain Pen



Regular
Safety
Self-Filling
Types

Prices $2.50 and up, according to size and style of mounting. Prices are guaranteed maintained everywhere. The incidentals to the successful selling of Waterman's Ideals, as listed here, can always be supplied to the satisfaction of dealers. Catalogues and full information on request.

CAR CARDS | PROTECTED PRICES | ADVERTISING LITERATURE | DEALERS' ADV. SERVICE | REPAIR SERVICE | CO-OPERATION

There is an Enormous Field for the Profitable Selling of Waterman's Ideals

L. E. Waterman Co. *"The Pen Corner"* 173 Broadway, New York

Boston Chicago San Francisco Montreal London

Perfect One Piece



STANDS FOR
"GUARANTEED FOR LIFE"
AGAINST BREAKAGE AND WEAR

TRADE SBC MARK

REG. U.S. PAT. OFF.

MADE IN
GOLD, SILVER AND
PLATE

Salesrooms and Offices of
Diamond Department
68 Nassau St., N. Y.

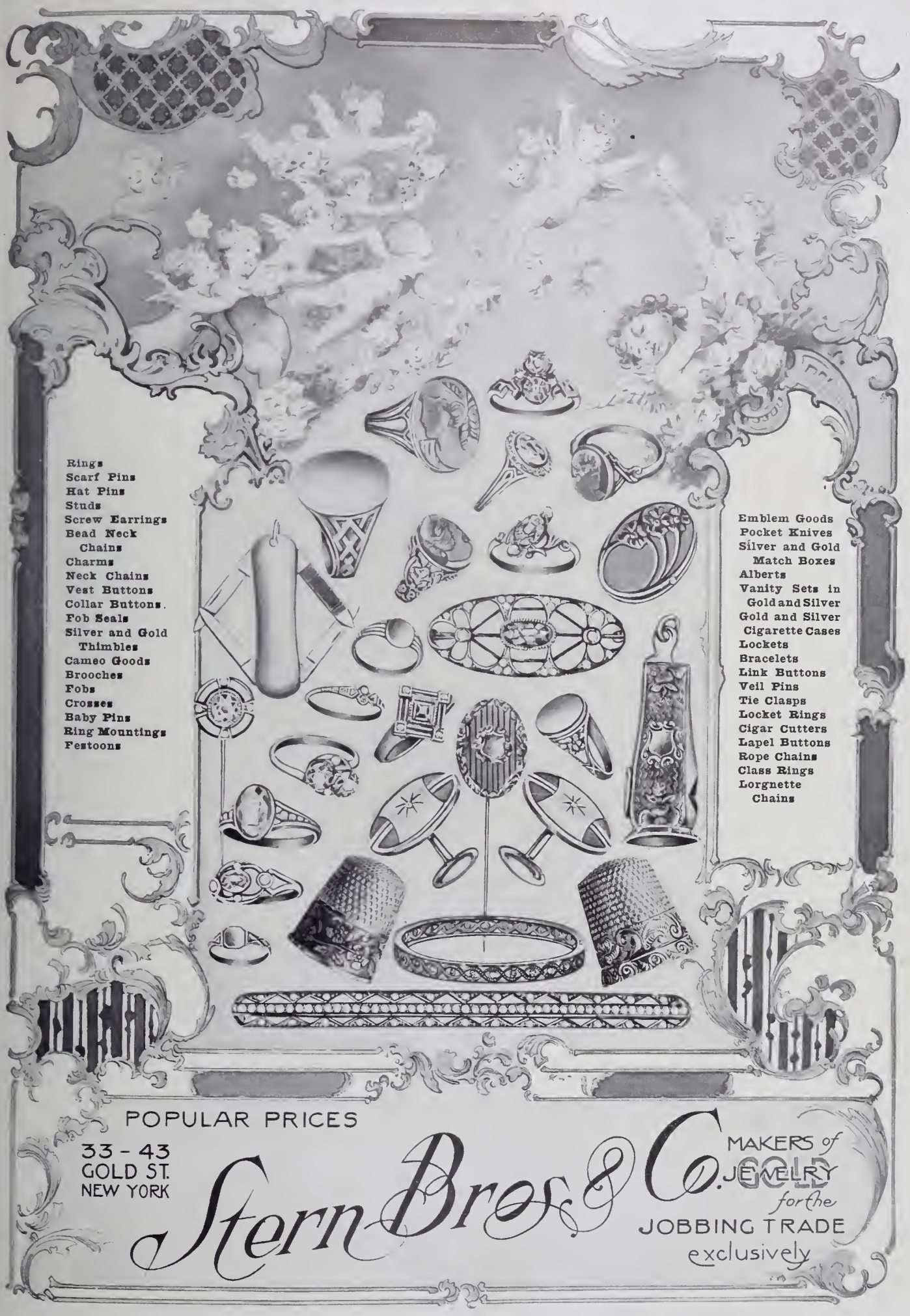
STERN BROS. & CO.

33-43 GOLD STREET, NEW YORK

Diamond Cutting Works:
136-146 West 52d St.
New York

To avoid delay use local address, 33-43 Gold Street

BRANCH OFFICES:
Chicago, Ill., 31 North State Street; Amsterdam, Holland, 12 Tulp Straat; London, Eng., Audrey House, Ely Place.


Rings
Scarf Pins
Hat Pins
Studs
Screw Earrings
Bead Neck Chains
Charms
Neck Chains
Vest Buttons
Collar Buttons.
Fob Seals
Silver and Gold Thimbles
Cameo Goods
Brooches
Fobs
Crosses
Baby Pins
Ring Mountings
Festoons
Emblem Goods
Pocket Knives
Silver and Gold Match Boxes
Alberts
Vanity Sets in Gold and Silver
Gold and Silver Cigarette Cases
Lockets
Bracelets
Link Buttons
Veil Pins
Tie Clasps
Locket Rings
Cigar Cutters
Lapel Buttons
Rope Chains
Class Rings
Lorgnette Chains
POPULAR PRICES
33 - 43
GOLD ST.
NEW YORK
Stern Bros & Co.
MAKERS of
GOLD JEWELRY
for the
JOBBING TRADE
exclusively



THE above Coles Phillips poster, together with another of this series, are offered *free through you* to your customers in our Community Silver advertisements in the Saturday Evening Post, Ladies' Home Journal, Delineator, etc., etc.

Write us and we will send you coupons which entitle your customers to these pictures; also samples of pictures to be given away, and window hangers to connect your store with our advertising.

ONEIDA COMMUNITY, Ltd.
ONEIDA, N. Y.

NEIDA
OMMUNITY, Ltd.
EIDA, N. Y.

ase send without expense
me, coupons, window hang-
, etc., as per above offer.

me

dress

THE JEWELERS' CIRCULAR

WITH WHICH ARE CONSOLIDATED

THE HOROLOGICAL REVIEW,

THE JEWELERS' WEEKLY.

THE JEWELERS REVIEW

Copyright 1911, by
The Jewelers' Circular
Publishing Company.

11 John St., Corner Broadway, New York.

Entered as second-class matter at the New York, N. Y., Post Office.

43rd Year. WEDNESDAY, OCTOBER 25, 1911. Vol. LXIII., No. 13.

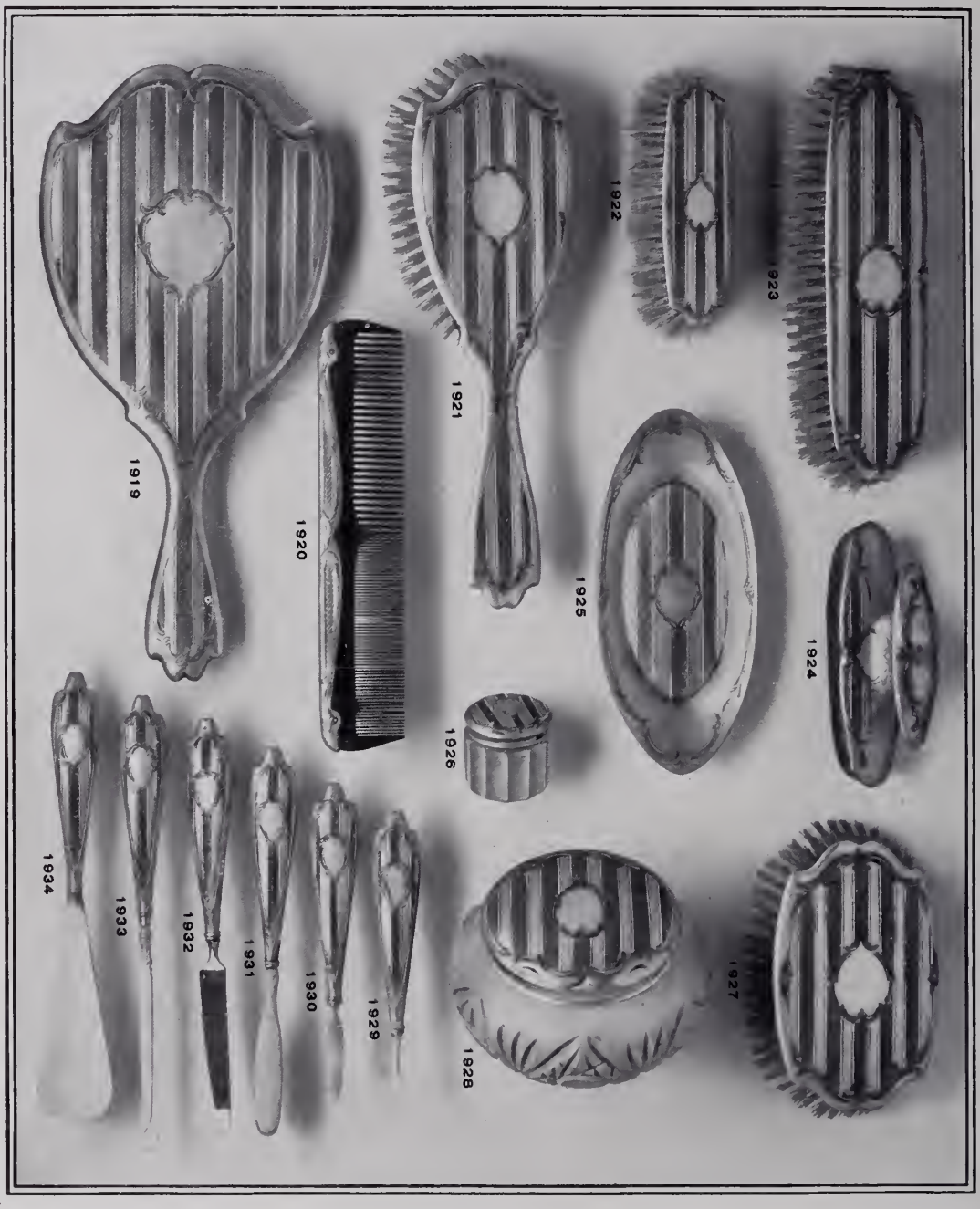


Handsome Indian Gold Dish, the Property of the King of England.

ALVIN SILVER

(STERLING)

Very Thin Model



Very Thin Model

The "Betsy Ross." Pattern

We are introducing three new patterns of Sterling Silver Toiletware. The one illustrated is the "Betsy Ross," a very thin model, made for the finest trade, with herring bone decoration alternating with plain bands. This pattern is similar in shape to the "Denmark" which has proved so successful. The brushes are filled with imported Russian boar bristles, resisting the hardest wear, the mirror is of fine French plate glass, and the comb is a perfect imitation of tortoise shell. The workmanship is of the highest quality and a substantial weight of silver is used throughout. It is made in all the requisite articles for men and women.

Write for our Toiletware Catalogue

ALVIN MFG. CO.
Silversmiths
SAG HARBOR, N. Y.

ALL CORRESPONDENCE
should be addressed to Sag Harbor, N. Y., but
When in New York City Visit Our Wholesale Showrooms at 52 Maiden Lane,
Also in Chicago, at 10 So. Wabash Ave.
And in San Francisco, at 717 Market St.

A Demand for the BEST

IN these days of enlightenment the consumer is becoming more and more exacting every day. Years ago an *ordinary* gold filled case would pass, it filled the bill for "something cheaper than solid gold."

The jeweler and the consumer of to-day demand the *best.* The jeweler must know what to buy and where. He must buy from those who can serve him well, otherwise he cannot serve his customers well.

For over 50 years we have specialized on this one product—Fahys Cases—using the highest quality of material throughout, made in a factory with every modern improvement and equipment, where skilled workmen, that can only be obtained by years of training, are employed, *that's* why Fahys Cases are the *best.*

A certificate accompanies each Fahys Case, showing the percentage of gold in the backs.

JOSEPH FAHYS & CO.

Established 1857

Boston New York Chicago



The Proof of the Pudding

When all is said and done, the proof of the pudding is in the selling.

The diamond from us comes to you at the lowest possible price, consequently you can add a fair profit and readily sell it.

J. R. WOOD & SONS

Diamond Cutters

170 Broadway Corner of 2 Maiden Lane New York

Wedding Rings



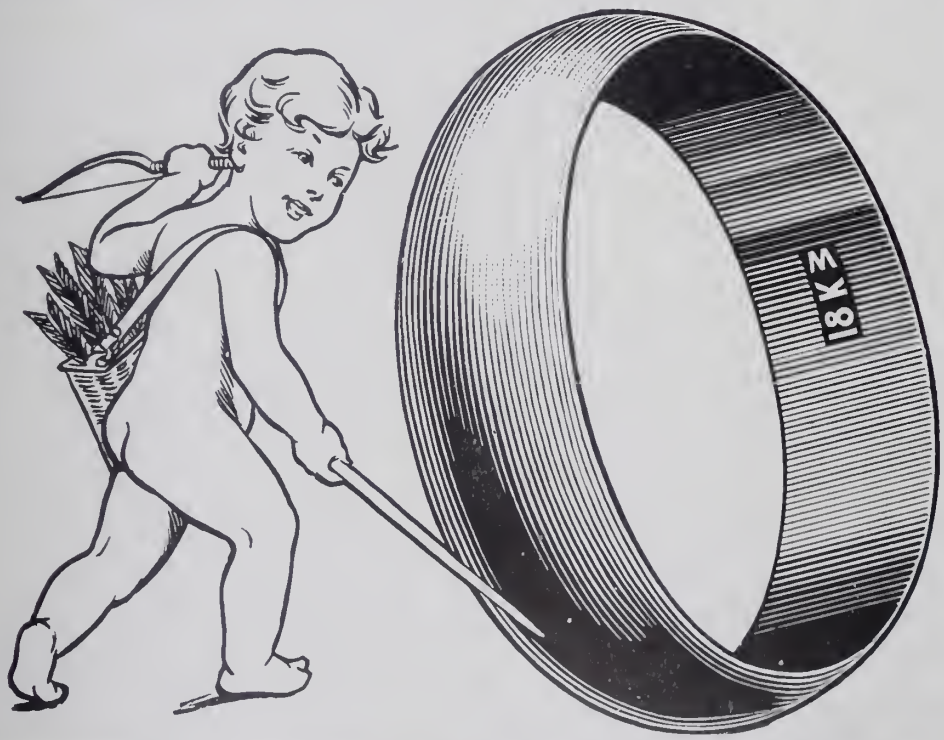
especially, should be exactly as represented—they have constant usage, often hard wear. If inferior gold is used, or the ring is poorly made, the wearer is very apt to discover it.

We guarantee our rings to be properly made and the quality they are stamped. Our prices are as low as it is possible to make them.

J. R. Wood & Sons

Wedding Ring Makers

170 Broadway, Corner of 2 Maiden Lane, New York



The $3,000,000.00 CATALOG

THAT WAS THE AGGREGATE AMOUNT OF SALES MADE BY RETAIL JEWELERS WHO USED THE PREVIOUS ISSUE DURING THE PAST TWO YEARS.



We want you to take ten minutes to familiarize yourself with the contents of the ⟨WC⟩ Book of Designs, which you will receive early in November.

It will be the most profitable ten minutes you have ever spent.

Millions of dollars are paid every year to jewelers for Presentation Jewels, Medals, Badges, Class Pins, fine Diamond Mountings, special Emblem Charms, Rings, Monogram Jewelry and made-to-order work.

The ⟨WC⟩ Book of Designs will help you get your share of the business. If you neglect this opportunity to gain valuable knowledge of this growing branch of the jewelry business, you will lose important sales and customers as well.

It is a branch which has not yet been invaded by department stores or mail-order houses and should be fostered by Retail Jewelers to keep it within its proper channels.

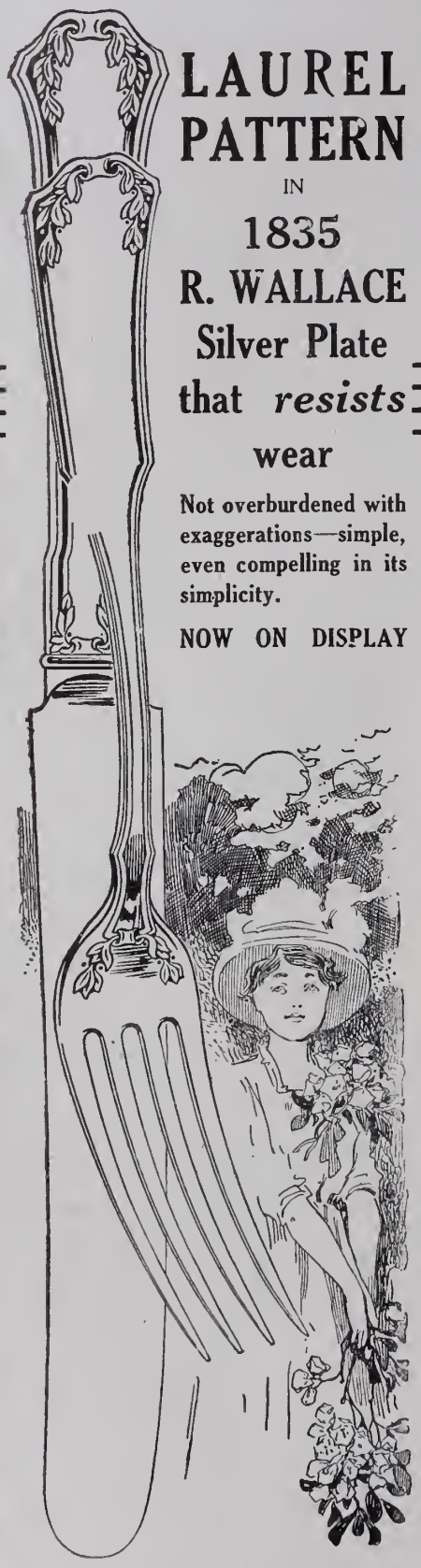
Hang the ⟨WC⟩ Book of Designs where it will always be at your service. It would be as careless to misplace it as it would be to misplace part of your most valuable stock. This edition will be the most complete we have ever issued. There is no other like it, and, whenever you take orders through it, the style, quality and workmanship of the goods will add to your reputation and bring you other business.

Your employes, also, should know its contents. See that they, too, look it through carefully so they will remember when to show it.

WENDELL & COMPANY

NEW YORK CHICAGO


The Remounting
of Family Jewels
Don't let so many of your high-class customers have their diamonds remounted on Fifth Avenue, New York.
Give them the same up-to-date, artistic designs, the same perfect workmanship, the same PROMPT DELIVERY, and you will keep the business.
We come in right here. Our relation to our out-of-town patrons is the same as that of the up-town New York shops, that do special order work exclusively, to the Fifth Avenue jewelers.
We create for our patrons the same styles and craftsmanship at REASONABLE prices.
We furnish promptly and cheerfully special designs with estimates of cost and TIME DELIVERY CAN BE MADE.
PROMPTNESS in submitting designs and in making delivery of special order work is as important as style and craftsmanship. It can only be obtained in shops that do not manufacture mountings for stock.
Wendell & Company
New York Chicago
A. GRAN. 1911.



LAUREL PATTERN

IN

1835 R. WALLACE Silver Plate that *resists* wear

Not overburdened with exaggerations—simple, even compelling in its simplicity.

NOW ON DISPLAY

158 *(Dealer's Mortise)*

18 R·WAL SILVER PLATE THAT

That the more progressive dealer believes in judicious advertising is obvious.

We have advertised to a profit. So can you. Also, perhaps you would care to "cash in" on our experience. Our Trade Promotion Department has been of service to



Laurel Pattern in 1835 R. Wallace Silver Plate that *resists* wear

You will admire the new Laurel pattern. Every line has its dew-laden freshness. It is compelling because of its pure decorative simplicity. You may admire the Laurel pattern without our asking you to buy it.

155 *(Dealer's Mortise)*

35
LACE
RESISTS WEAR

more than a few dealers. The ready-to-insert newspaper advertisements shown on these pages, and



LAUREL PATTERN

in 1835 R. Wallace Silver Plate that *RESISTS* wear

"You will love the things I love," said the creator, "for I will produce a pattern compelling in its simplicity, using the gift of Nature as my model." That creation is the new Laurel pattern. It is now on display.

156 *(Dealer's Mortise)*



LAUREL PATTERN

in 1835 R. WALLACE Silver Plate that *resists* wear

Sometimes a single stroke of the brush expresses more than an hour's labor. The plain, simple Laurel seems to set off this service — gives the pattern an unusual freshness — creates a study in simple art.
We would like to have you see it.

157 *(Dealer's Mortise)*



LAUREL PATTERN

in 1835 R. WALLACE Silver Plate that *resists* wear

The popularity of a pattern depends not upon its being good, but better. If you desire simple art — a service not overburdened with decorations — the plain, simple Laurel crowning the new Laurel pattern will charm you either for personal use or gift.

(Dealer's Mortise) **159**

dozens of others, are but stepping stones. Our supply of trade-aids is large and varied, and is gladly yours for the asking.

Order cuts by their respective numbers

R. Wallace & Sons Mfg. Co.

Box 25, WALLINGFORD, CONN.

10 South Wabash Avenue, CHICAGO, ILL.
11 West 32d Street, NEW YORK
85 Post Street, SAN FRANCISCO, CAL.
63 Basinghall Street, LONDON, E. C.

"The sweetness of low price never equals the bitterness of poor quality."

DUEBER.

EVERYTHING IN LOCKETS

A WORD about Design. You will notice that the superior beauty of these goods creates an effect of expensiveness, though they are, in fact, well within the reach of average consumers. The result is that when such consumers see them they expect to pay more than they actually have to, which renders sales peculiarly easy. In short, a high class article at a very reasonable price is naturally regarded in the light of a bargain. Hence stimulated business.



TRADE SKM CO. MARK



PHOTO LOCKETS

VANITY LOCKETS WITH MIRROR AND PUFF

NOVELTY LOCKETS, Etc

TRADE SKM CO. MARK



Earliest Makers of Lockets in the United States

S. K. Merrill Company

Specialists in Locket Manufacture

NEW YORK OFFICE: 15-17-19 MAIDEN LANE

MAIN OFFICE AND FACTORY: PROVIDENCE, R. I.

Members of the National Association of Manufacturing Jewelers

F&B TRADE MARK REGISTERED

Place Your Order Today

F&B TRADE MARK REGISTERED

While This Set Is Before You

We make 2,300 live sets and combinations. Every set is a good seller. We have any combination you may suggest. Look over our Fall "*Blue Book*," Catalog P, just issued, showing 8,000 articles in Sterling Silver Toilet and Manicure Goods, Novelties, etc., and Rolled Gold Plated Jewelry.

We make

Sterling Silver

Toilet Goods
Manicure Goods
Vanity Cases
Card Cases
Purses
Vanities
Match Boxes
Cigarette Boxes
Picture Frames
Eyeglass Cases
Spectacle Cases
Jewel Cases
Table Goods
Novelties
Etc.



We make

Rolled Gold Plated

Lockets, Charms
Hat Pins
Link Buttons
Scarf Pins
Earrings
Necklaces
Chains
Lapel Chains
Lapel Buttons
Brooch and Bar Pins
Baby and Collar Pins
Bracelets
Shoe Buckles
Crosses
Pendants
Collar Buttons
Tie Clasps

Illustration ½ size.

Traveling Set, in Dark Green Saffian Folder.
This set contains Gentlemen's Comb, ⅞ in. Wide Hair Brush, and a 6½ in. Flat Cloth Brush.
2287—Favorite Pattern, Gray Finish.

Theodore W. Foster & Bro. Co.

Manufacturing Jewelers and Silversmiths

100 Richmond Street :: PROVIDENCE, R. I.

New York
13 Maiden Lane

Chicago
Heyworth Building

Canada
Kingston, Ontario

The Wadsworth Watch Case Co.

Why Our 25-Year "Pilot" Sells

AN ARTICLE may be introduced by advertising, new customers may be induced to try it out.

But if it *continues* to sell, if the new customers *back it up* and sales *increase*—then there must be something else there besides advertising.

That something else is **MERIT.** And that word of five letters contains the real explanation of the selling powers of

THE WADSWORTH 25-YEAR "PILOT"

Merit is a sum total, made up of a number of excellences. Attractiveness of models, up-to-date effects, workmanlike qualities in the making, mechanical niceties, artistic decorative features and especially the really durable life that is claimed for it—these are some of the elements that constitute the **MERIT** of this case.

So if this advertisement induces you to try it, the case may be expected to do the rest.

"A Quarter of a Century"

NEW YORK
17 Maiden Lane

CHICAGO
Columbus Building

SAN FRANCISCO
717 Market Street

FACTORY:
DAYTON
KY.



No. 2002.



No. 2126.



No. 956.



No. 1969.

STAR WATCH CASES

WILL INCREASE

YOUR PROFITS



AND BUSINESS

Give Them a Trial

STAR WATCH CASE COMPANY

CHICAGO
701 Heyworth Bldg.

FACTORY
Ludington, Mich.

NEW YORK
37 Maiden Lane



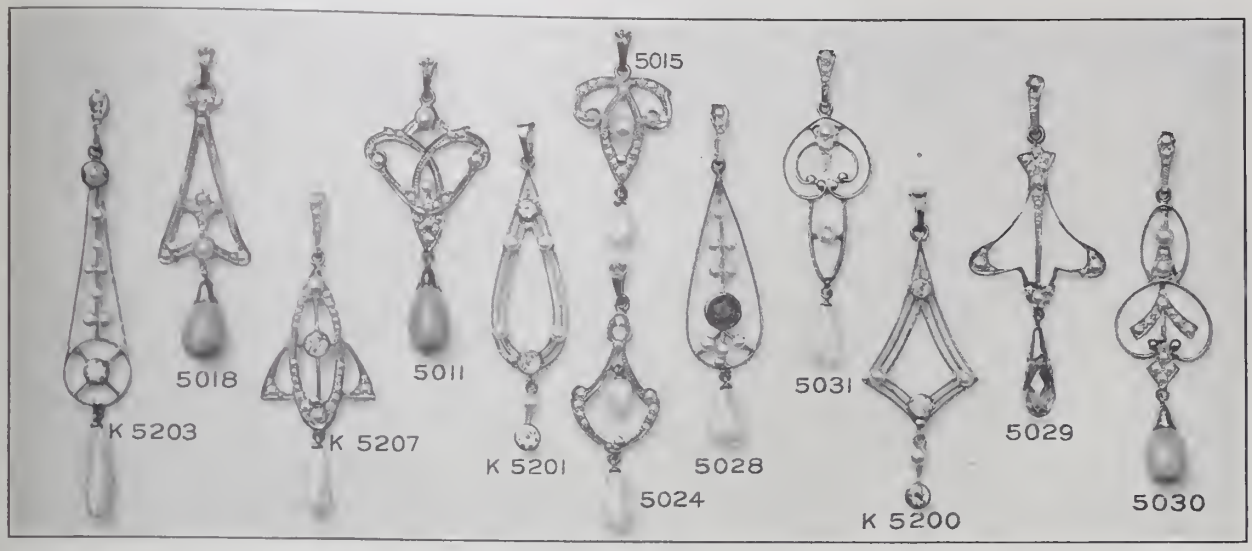
No. 1907.



No. 1948.



No. 1956.



This Line of Pendants



Illustrates some of the best-selling patterns ever put on the market.

They are dainty and well-made, and your customers will approve of them.

Send for prices, or selection package, early, as we anticipate an unusual mail-order business from this week's advertisement.

New Accounts Solicited

We make the following lines

Brooches	Hat Pins
Scarf Pins	Tie Clasps
Cuff Buttons	Fobs
Handy Pins	Crosses
Bar Pins	Sash Buckles
Lockets	Pendants

Pocket Knives

KOHN & CO
CAMP & ORCHARD STS.
NEWARK N.J.
1KO

The Blackinton Line

of 14-K. Gold Novelties is distinguished by those characteristics that have given the *Sterling Line* the Premier Position of all lines in the market to-day

Artistic Designs
Careful Finish

Skilled Workmanship
Reasonable Prices

Purses
Vanity Cases
Card Cases
Eyeglass and
Spectacle Cases
Lorgnettes
Corsage Pins
Cigarette Cases
Cigarette Holders
Cigarette Holder Cases
Match Boxes
Men's Card Cases
Pocket Knives

and a
Line of Chatelaine
Trinkets
such as

Vanity Powder Boxes, Bon-Bon Boxes, Coin Cases and Coin Balls, Lip Salves, Eyebrow Pencils, Hair Pin Cases, Memo Tablets, etc.



No. 4038
Engraved Vanity Case

Furnished in a Variety of Finishes:

Plain Polished
Engraved
Engine Turned

A Combination of
Engine Turning
and Engraving
and Plain
Straight-line
Engine Turning

Articles may be had in the Guinea Gold Finish if desired.

R. Blackinton & Company

Goldsmiths, Silversmiths and Jewelers

Factory and Main Office
North Attleboro, Mass.

Trade Mark

New York Salesrooms
15-17-19 Maiden Lane

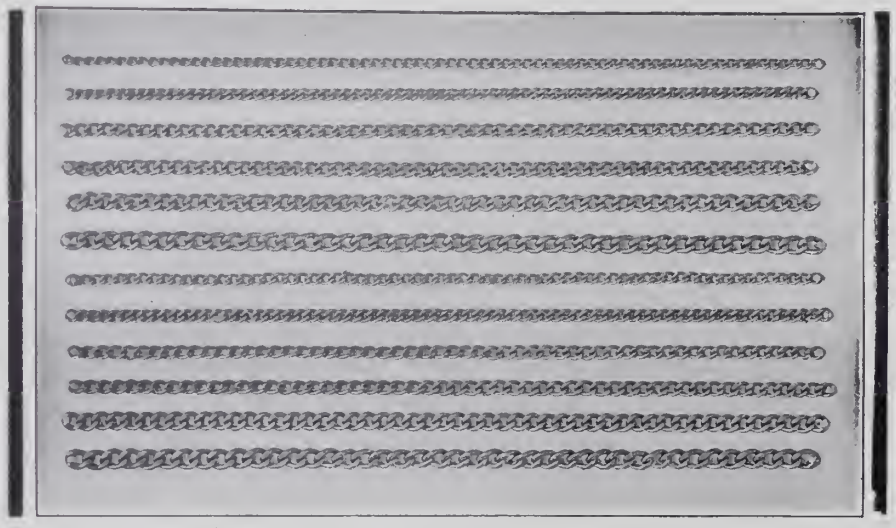
BARROWS "NEW PROCESS" MEANS PERFECT CHAINS

It's the Goods that Argue the Best

TALK and pictures are very well in their way—but the real argument is in the goods.

Barrows "New Process" is all and more than all the name implies. Revolutionizes chain making. Protected by Letters Patent June 28, 1910, and Supplementary Patents. Infringements prosecuted.

BARROWS "NEW PROCESS" NECK CHAINS



SOLD ONLY THROUGH WHOLESALE TRADE

Made of best Rolled Plate, the finish secured is equal to that of expensive 14-karat goods.

Each and every chain is link-perfect. Every link soldered, every link separate, every link sound.

The chain is a multiplication of these perfections. Smoothest flowing chains on the market.

Look for Trade-Mark on tissues or easels, and for the initials ***H. F. B.*** on snap and spring ring.

THE H. F. BARROWS COMPANY

New York Office:
15-17-19 Maiden Lane

TRADE H.F.B MARK

Factory and Head Office:
North Attleboro, Mass.

To Sell Briggs Chains and Carmen Bracelets

For You

That's the object of our advertising campaign that we began in September and will continue up to Christmas. We would not be spending our money in this way unless we were convinced that the increased demand for our goods would make the investment worth while. Our confidence in this campaign is backed by our absolute knowledge that our goods have the merit to warrant it.

This is only the first step in our determined effort to make the consumer realize what the trade already knows—viz.: that BRIGGS JEWELRY is the best on earth for the money.

Stock These Goods Now

BRIGGS CHAINS are made in over 3000 handsome designs, giving you a practically unlimited variety to choose from; each chain carries a red tag that guarantees the chain for ten years' wear.

The CARMEN BRACELET is known all over the country on account of its unique, automatically adjustable construction, its beautiful designs and its wearing quality. We sold 100,000 of them last year, and their wonderful popularity has resulted in many imitations. The genuine original CARMEN is stamped "CARMEN" and "D. F. B. CO." We have over 200 designs with plain, engraved, locket, watch, or stone-set tops.

Send for our catalogue that illustrates many of our most popular chains and bracelets. Do it now. If you want to see six of our best selling chains **send for our sample chain card,** giving the name of your jobber. We do not sell direct to retailers. Your jobber either has Briggs goods or will get them for you.



This ad is one of a series that is now appearing in magazines that reach over fourteen million people.

Many of these people are right in your town—some of them will ask for Briggs jewelry.

Are you ready to show it to them?

Send for catalog and sample chain card.

POINTER No. 189

APPLY THE "ARNSTINE CATALOG SYSTEM" TO YOUR BUSINESS

The results will surprise you—It will increase your sales from 25% to 300% and give you a standing in your community that cannot be gained in any other way.

Here Are Just a Few

OF THE MANY DIFFERENT STYLES OF

CATALOGS

WE MAKE FOR THE RETAIL JEWELER

Send for samples and full particulars of our system—It costs you nothing to investigate.

SEND A CATALOG

to every possible customer both in and out of your city—It will attract the people to your store.

EVERY ONE A BUSINESS BUILDER

We make catalogs small as 16 pages or as large as 500 pages if wanted.

THE ARNSTINE CATALOG SYSTEM

is a Direct Method of Publicity

Compels attention

It Concentrates

Impels the Act of Buying

Insures Sales



B. BOWMAN
Petoskey, Mich.
writes:

"My total 1910 December cash sales were just 109% greater than 1909, and I am well satisfied with results produced by your catalog."

Write us to-day and let us explain our method of modern merchandising.

THE
ARNSTINE BROS. COMPANY
Rose Building :: :: CLEVELAND, O.

UR Thimbles—Like UR Rings
Are Paragons of Excellence

Thimbles as Jewelry

UR

Look for Trade-Mark on Thimbles



The Standard Raised

UR

The Trade-Mark Guarantees Make and Quality

The UR Thimbles are as good as the **UR** Rings and Bracelets, for which this house is notable.

The line is exceptionally large, interesting and varied, as future announcements will show.

Thimbles are made in Gold, Silver and Gold Filled, and they embrace modern ideas in manufacture.

Distributed through jobbers only. Illustrated Thimble Catalogue showing over 100 modern designs sent on request.

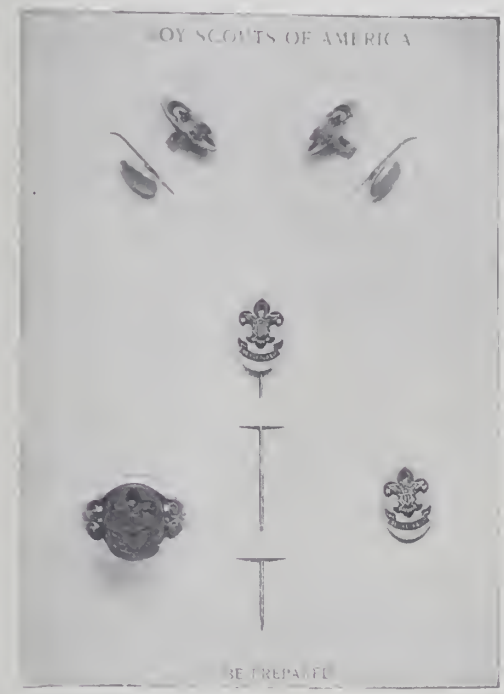
Untermeyer, Robbins & Co.

Manufacturers of Rings, Bracelets and Thimbles

71 Nassau Street :: :: :: NEW YORK

Boy Scout Assortment

A Money Making Specialty for Jewelers



The tremendous growth of the *Boy Scout Movement* and the growing demand for *Jewelry insignia* has caused us to bring out a **Boy Scout Assortment** consisting, as shown by the illustration, of **Cuff Links, Scarf Pin, Ring** and **Lapel Button** made of Sterling Silver Oxidized, and bearing the Boy Scout o America slogan, *"Be Prepared."* Jobbers all over the country have samples and are stocking these goods.

They can be had either *separately* or *carded* complete as desired. A display of these goods in your window will result in big business.

"Be Prepared"

for it by writing or wiring an immediate order to your Jobber.

OSTBY & BARTON CO.

PROVIDENCE ~ RHODE ISLAND

9 MAIDEN LANE NEW YORK N. Y.

424 SOUTH BROADWAY LOS ANGELES CAL.

31 NORTH STATE ST. CHICAGO ILL.

"Everything in Rings"

Ask Your Jobber

OB 10K

OB 14K

G. L. P. CO.

G. L. P. Co., the Manufacturers Whose Goods Have Created Absolute Confidence with the Entire Jewelry Industry

To Further Protect the Trade, so there is no chance of purchasing other makes of jewelry because they are on the **G. L. P. Co.** cards, we stamp every piece of goods made by us—**G. L. P. Co.**

This is the Strongest Guarantee Possible in safeguarding the interest of all the Jewelry Trade.

Thoroughly Appreciating the Immense Demand there is for goods made by **G. L. P. Co.,** has decided us in putting onto the market for the fall trade, a line of Solid Gold Front and Gold Filled Jewelry that will surely be to the interest of every retail jeweler, insisting on their jobber showing them these new goods.

It is a Conceded Fact, the retail jewelers who buy the **G. L. P. Co.'s goods** from their jobbers, make for themselves satisfied customers.

GEO. L. PAINE CO.

New York Office, 9 Maiden Lane

Main Office and Works, North Attleboro, Mass.

CRUSH THE DEMON!

That little devil of worry is certainly a hard proposition. You can't lock him in your desk along with overdue bills and other valuable records. He follows you home and prods you with the question: "What are you going to do to improve business?"

Do? Just what jewelers all over the country are doing who are tired of slow sales and narrow profits. Stock up with STERNAUWARE, to which some remarkable, quick-selling additions have just been made, such as Serving-Sets, round and diamond-shaped, in new designs; Glass-Holders and Bottle-Holders, copper, nickel-plate and silver-plate; Whiskey-Sets, handy and artistic; Tiles with Delft Decorations; Mission Finish and Glass Trays, the latter with etched designs and star-cut centers, and a rarely attractive line of Smokers' Articles, including the new Sternau Sanitary Humidor in many styles.

Send for the Blue Book, an up-to-date descriptive list of the Wonderful Sternauware Metal Goods. Then crush the worry demon—and forget him.

S. STERNAU & COMPANY

NEW SHOWROOMS
305 Broadway
N. W. Cor. Duane Street
NEW YORK CITY

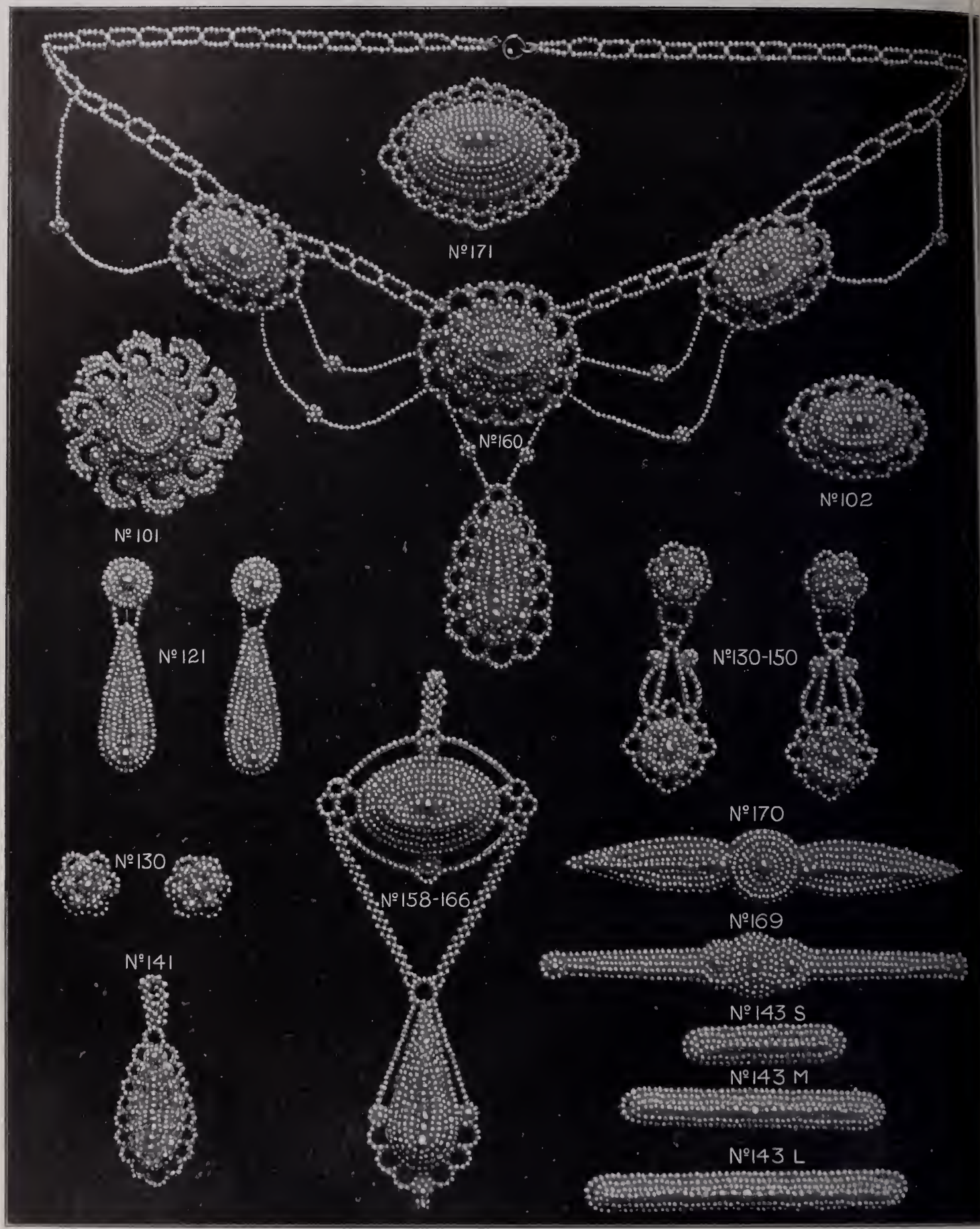
MAKERS OF
STERNAUWARE
COMPRISING
Fancy Teakettles, Chafing-dishes and their Accessories, Coffee-machines, Trays, etc.

OFFICE and FACTORY
195 Plymouth Street
BROOKLYN, N. Y.

If it burns ALCOHOL we make it.



If it burns ALCOHOL we make it.



SEED PEARL JEWELRY
VAN DUSEN & STOKES CO.
1123 CHESTNUT ST., PHILADELPHIA, PA.

The
New and
Exquisite

Sea-Garden Pearl Strands

(La Perle du Jardin Oceanique)



THE PLEASING allusion in the name Sea-Garden Pearls to tropical submarine vegetation gives to them a delightfully picturesque association.

The reproduction is not of those natural pearls which are so rare and costly as to be almost unattainable; but is rather of the more popular though not less beautiful ones which fortunately come more within the possibilities of most of us.

True, there are interesting little irregularities which, being reproduced, add to the perfection of the reproduction. Sea-Garden Pearls have the look, color, lustre, weight, feel, and even the blemishes of the originals.

In fact, if a strand of the natural pearls and one of Sea-Garden Pearls were placed side by side, even a jeweler might be pardoned for hesitating to say which was which.

THE RESPONSE the trade made to the introduction of Sea-Garden Pearls has encouraged the importers to offer free a handsome Silk Lined Case to all dealers enterprising enough to order a full assortment of eight sizes.

The house does not ask the trade to judge by hearsay regarding the exceptional beauty and general superiority of these goods; and will be glad to furnish ocular demonstration in the shape of *SELECTION PACKAGES* sent on request.

D. Lisner & Co. have the exclusive importation and control of Sea-Garden Pearls for the United States and Canada. Correspondence invited.

PRICES

Five uniform and three graduated sizes priced as follows:

Uniform Sizes - - $15.00 per Strand
Graduated Sizes - - 18.00 "

D. Lisner & Co.

Creating Importers of Jewelry Novelties

One-Forty Fifth Avenue, cor. 19th St.

NEW YORK



MR. RETAILER :

Just a minute !

Now—to-day—is the right and proper time to go through your copy of

Averbeck's Big Red 1912 Catalogue

which was sent you a few days ago. Its

One Hundred and Forty-eight Pages

are filled to overflowing with

Jewelry and Staple S-E-L-L-E-R-S

Quick moving, popular-priced money-makers that you and every other live-wire in the trade not only can use to advantage, but actually need and should have !

Don't take our unsupported word for it. On the other hand, don't doubt our word—Just play fair with yourself, and let the Catalogue convince you.

These pages tell the story. They tell What's What in New Things—they give you the very pick of the markets' best—and furthermore, they show goods that are right in every way—right in price, quality and workmanship.

There is no question whether you can use the Averbeck lines—the only question is, how much can you use? The larger your orders, the more you confine your purchases to the Averbeck lines, the bigger will be your profits January first and the fewer stickers you will have on hand.

Now get busy with the Catalogue—send in your order for your Holiday needs—make the size of your order worth while.

Your mail order will receive exactly the same care and attention as it would if given to one of our travelers, or if you called here in person.

You know us, you know our reputation, you know we stand back of everything we sell, and you know—Your Money Back if Dissatisfied. We've played in this fair fashion for over twenty-one years.

Proofs are better than mere claims. Here is tangible evidence of our mail orders with jewelers everywhere.

In a month's time we sold $81,837.75 worth of goods to Retail Jewelers in

HAWAII	ILLINOIS	SOUTH CAROLINA	MISSISSIPPI	MASSACHUSETTS
OHIO	TENNESSEE	GEORGIA	WISCONSIN	CONNECTICUT
ALASKA	MICHIGAN	FLORIDA	MINNESOTA	CANADA
KENTUCKY	PENNSYLVANIA	ALABAMA	MONTANA	WEST VIRGINIA
CUBA	NEW YORK	KANSAS	MAINE	ARIZONA
INDIANA	NEW JERSEY	OKLAHOMA	NEW HAMPSHIRE	OREGON
MARYLAND	VIRGINIA	TEXAS	UTAH	WASHINGTON
MEXICO	NORTH CAROLINA	LOUISIANA AND ELSEWHERE	CALIFORNIA	COLORADO

We have thousands of satisfied customers. We can satisfy you.

NOTE.—Your copy of our Catalogue is worth money. Don't destroy it—don't mislay it—we cannot furnish another.

Manufacturer—M. J. AVERBECK—Importer

10-12 MAIDEN LANE, NEW YORK



BRISTOL SILVER

"NEXT TO STERLING"

Our men are now out. They will be glad to show this design, together with eighteen other patterns of

Brush, Comb and Mirror Sets

The majority can easily be retailed for $5.00 and net a good profit.

In addition we make to go with these sets **Military, Cloth and Hat Brushes, Whisk Brooms** and a complete line of **Manicure Articles.**

Illustrations Are Actual Size.

DON'T NEGLECT TO SEE OUR LINE OF TRAVELERS' COMBINATIONS, CIGARETTE CASES and MATCH BOXES

BRISTOL SILVER is a fine white metal resembling sterling silver and not easily dented—the only real substitute for sterling.

BRISTOL JEWELRY CO.

Silversmiths and Makers of Sterling Plated Ware, Leather Fobs, Mesh Bags, Novelties, Etc.

Attleboro, Mass.

Capacity 2,000 Bags Daily

We are the only Manufacturers of Mesh Bags made by Machine



Machine-made mesh is distinguished by its smoothness, soft silky flexibility and tough wearing qualities. Over 800 different styles, from the smallest to the largest, at prices which bring a generous profit to the dealer. Your jobber will supply you with W. & D. Co. goods.

WHITING & DAVIS CO.

NEW YORK OFFICE: 7 Maiden Lane
CHICAGO OFFICE: 31 No. State Street

Plainville (Norfolk Co.), MASS.

Prompt Attention Given to All orders

Send for Selection and Prices

They will surely interest you

VISITING BUYERS CORDIALLY INVITED

Quick Sellers Best Values



Gun Metal

Bags
Purses
Long Chains
Coin Holders
Cigarette Cases
Cigar Cases
Novelties, Etc.

Sterling

Bags
Purses
Long Chains
Fancy Chains
Coin Holders
Brooches
La Vallieres

Garnet and **Amber Goods**

Dutch Silver

An Artistic Line of

Baskets — Cordials
Tea Sets — Boxes
Etc.

ERNST GIDEON BEK

Makers of Sterling and Gun Metal

Mesh Bags, Purses, Chains and High Class Novelties

Factory: PFORZHEIM, GERMANY

35 MAIDEN LANE, NEW YORK



When You Are In New York

Make our warerooms your headquarters. You will take pleasure, too, in examining our line—the largest and most varied in the world, in

Sterling Silver
Silver Plate
Silver Inlaid
Silver Deposit
Rich Cut Glass

The display here is greater than that at the world's expositions. Variety is assured by the number of our producing plants.

International Silver Co.

WAREROOMS:

18-22 John Street
(Subway Entrance)

9-19 Maiden Lane

NEW YORK

FACTORIES:

THE BARBOUR SILVER CO.
THE HOLMES & EDWARDS SILVER CO.
MERIDEN BRITANNIA CO.
THE MERIDEN CUT GLASS CO.
1847 ROGERS BROS.
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ROGERS, SMITH & CO.
WILCOX SILVER PLATE CO.
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THE MERIDEN SILVER PLATE CO.
THE WM. ROGERS MFG. CO.
THE ROGERS & HAMILTON CO.
SIMPSON, HALL, MILLER & CO.
THE WATROUS MFG. CO.

GENERAL OFFICES: MERIDEN, CONN.



Show up The John Hancock

Bring it to light — Display it in your window. It's a drawing card for your Sterling Silver Tableware trade and will reflect credit on the Jeweler who shows it.

Rich and bright — beautifully ornamented and finished. A pattern that fills the growing demand for tableware that is simple in character, yet has enough ornamentation to give beauty and elegance to table settings.

Should you be so unfortunate as not to have this pattern in stock — send at once to "Ye Silver Shop" at Greenfield. Don't lose profitable sales!



TRADE MARK R&L BCo STERLING

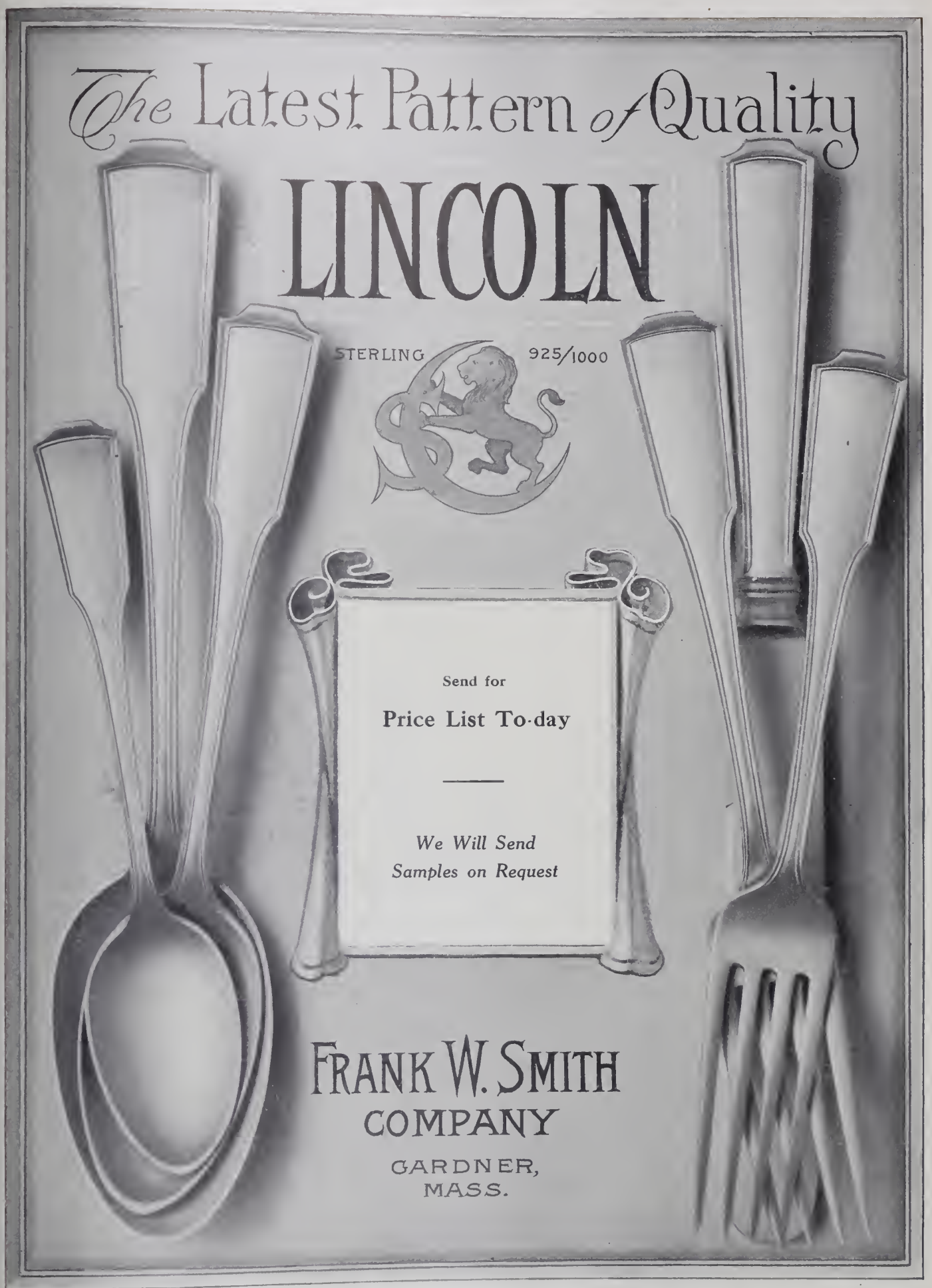
Rogers, Lunt & Bowlen Co.

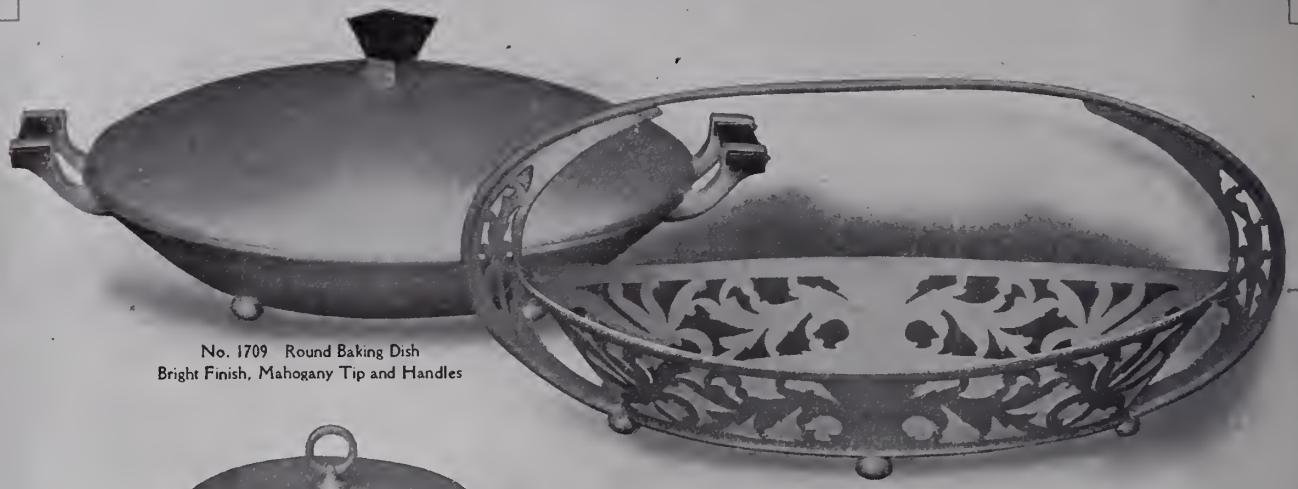
Silversmiths

MAIN OFFICE AND FACTORY

Federal and Norwood Sts., GREENFIELD, MASS.

NEW YORK: 15-17-19 Maiden Lane SAN FRANCISCO: 717 Market St.


The Latest Pattern of Quality
LINCOLN
STERLING
925/1000
Send for
Price List To-day
We Will Send
Samples on Request
FRANK W. SMITH
COMPANY
GARDNER,
MASS.



No. 1709 Round Baking Dish
Bright Finish, Mahogany Tip and Handles

No. 3100 Breakfast Roll Basket
Bright Finish, Pierced



No. 1251 Cracker and Cheese Dish
Bright Finish, Pierced, Glass Lining in Cheese Dish



No. 3301 Lemon Dish
Bright Finish, Pierced, Glass Lined



No. 3300 Lemon Dish
Bright Finish, Pierced, Glass Lined



No. 1206 Coffee Set
Bright Finish, Mahogany Handles and Tip, Plate Glass Server

Silver Plated Ware De-Luxe

IN THE SAME OLD, RELIABLE QUALITY OF YEARS AGO
NONE BETTER, NONE HANDSOMER AND NONE MORE DURABLE

Made Exclusively by

Simpson, Hall, Miller & Company

INTERNATIONAL SILVER CO., Successor

At Their Factories

WALLINGFORD, CONNECTICUT, U. S. A.

NEW YORK
9-19 Maiden Lane

CHICAGO
5 No. Wabash Ave.

Illustrations one-third size

TRADE
MANUFACTURED BY SIMPSON, HALL MILLER & CO. U.S.A.
MARK

SAN FRANCISCO
150 Post Street

TORONTO
33-41 Hayter St.

Reduce Your Stock Cost
This Season



Half Size
3286 E—Three-Piece Set, $31.75
Subject to Jewelers' Circular Key

ECONOMICAL buying was *never* a surer road to *success* than it is *to-day.* Keen competition and higher living costs *demand* that you get goods at figures close enough to sell *profitably* within reach of the *average* purse.

On this ground we ask your trade. The *reduced* marketing cost of our *direct-by-mail* selling plan permits offering goods that will pass every standard for merit at prices that let *you* sell at popular prices and make *splendid* profits.

Save on Toiletware

In toiletware especially our advantageous prices are evident. Here you will find fifteen sets, smart in design and perfect in workmanship, at listings that save you from 15 to 20%.

This hand-engraved Mirror is characteristic of the whole line. Examine the illustration carefully, note the exquisite design, and consider the price.

If *you* want to take advantage of our profitable prices and substantially increase your income *this season*

Order *Your* Goods *Early*

Because hundreds of orders pouring in, are rapidly filling our factory to high-water mark. And remember, *first come first served* is an invariable rule with this house. *We play no favorites.*

So get out *your* catalogue, make *your* selections, and get *your* name on our books — now — of course, understanding that we will make actual shipment at any time you say.

Get Catalogue "C" To-day

Our 72-page book of Christmas sellers, at prices that *can't fail* to interest you — it's yours for the asking. Just say "Send us your book" — on a postal. Your copy will go to you by *return mail.*

CHOOSE More Goods for the Same / The Same Goods for Less **MONEY**

Woodside Sterling Company

170 Broadway New York

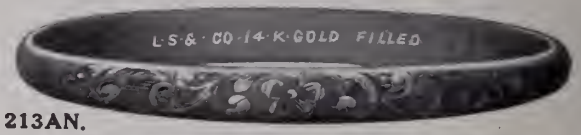
Fourteen Karat Gold Filled Jointed BRACELETS

That Wear and Give Satisfaction in Every Way

We illustrate a few patterns from our extensive line, which no jeweler, interested in the best at moderate price, should overlook. We speak directly to you, Mr. Retailer, when we say your showcase should contain a selection of these new goods.

THE LEADING WHOLESALERS THROUGHOUT THE COUNTRY HAVE THEM ON EXHIBITION

Our new line contains many new styles and patterns in plain, half chased, chased entirely around, and engine turned effects, many of which have never been attempted by manufacturers of gold filled goods before, and the elegance of our present plain, polished, English, Roman and rose finishes, appeals to the fastidious and discriminating.



213AN.



369



367



362



173AN.



167AN.



168AN.



225



353



268AN.



388



354

To Demonstrate

the quality of the stock used in the construction of our goods, we subjected one of our plain bracelets to an acid bath, and show below the actual quantity of gold remaining after ALL of the base metal had been eaten away.



CONVINCING PROOF AS TO QUALITY AND QUANTITY

LOUIS STERN & COMPANY

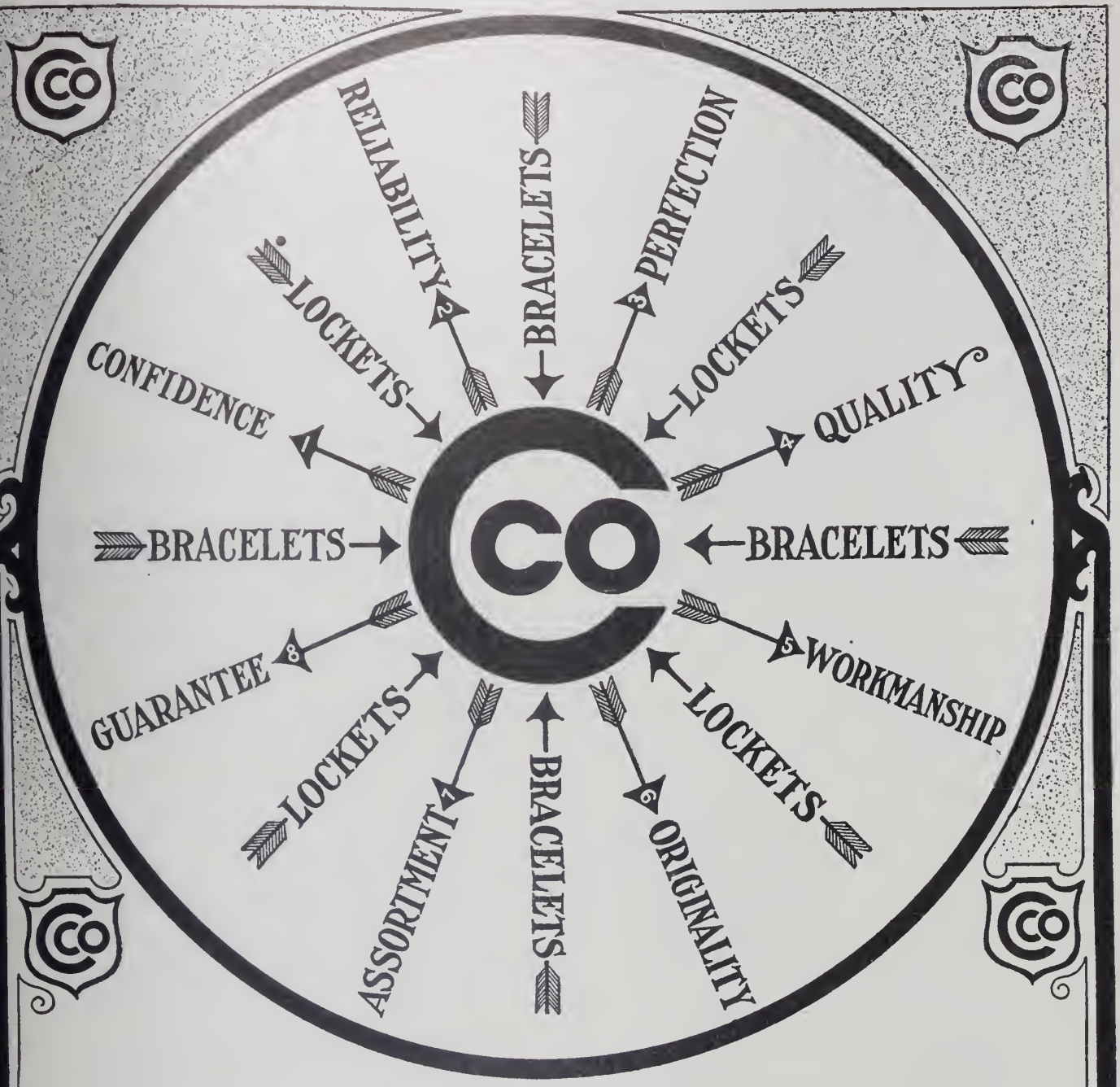
Manufacturers of
Bracelets, Chains, Charms and Fobs in 14K. and 10K. Gold and High Grade Gold Filled

158 Pine Street
Providence
R. I.

NEW YORK OFFICE
15 Maiden Lane
Silversmiths' Bldg.

Manufacturers of
Bracelets, Mesh Bags, Placques and Chains in Sterling Silver

Send for our 100-page Sterling Mesh Bag Catalogue



Were you ever pointed at from every point of the compass? To enjoy that distinction one must be placed in that position. It is only a few years since we entered the **LOCKET** and **BRACELET** field. Our progress since has been most rapid, placing us in a center position, which we now hold. Note the above: it shows to what our progress is due. Note number one—**CONFIDENCE**—and so on to number eight. Each indicates a very good logical reason why we have become so well known throughout the country in such a short time. We are in a center position and can help you to enjoy success and distinction if you will but ask YOUR JOBBER for an inspection of our line and select an assortment for your FALL and HOLIDAY SEASON. Remember our byword—**LOCKETS—The Line That Made Us Famous.** **JOBBERS ONLY.**

CASTIGLIONI COMPANY

Factory, 116 Chestnut Street, PROVIDENCE, R. I.

MANUFACTURING JEWELERS

NEW YORK OFFICE: 71 Nassau St., Room 1204
Representative, CHARLES ALTSCHUL

CHICAGO OFFICE: 505 Powers Bldg.
M. NEUBURGER

Pacific Coast Office: SAN FRANCISCO, CAL., 710 Jewelers' Bldg.
J. H. MERRILL

BLISS BROTHERS COMPANY

THE LINE OF QUALITY

Sold only through Jobbers





2553

LOCKET

B CO

Trade Mark



L 4335



L 4224

Ask Your Jobber for

The LINE of QUALITY

We have just issued an illustrated three-color Booklet descriptive of our line. Drop us a line if you have not received it.

CHARMS
SCARF PINS
BUTTONS

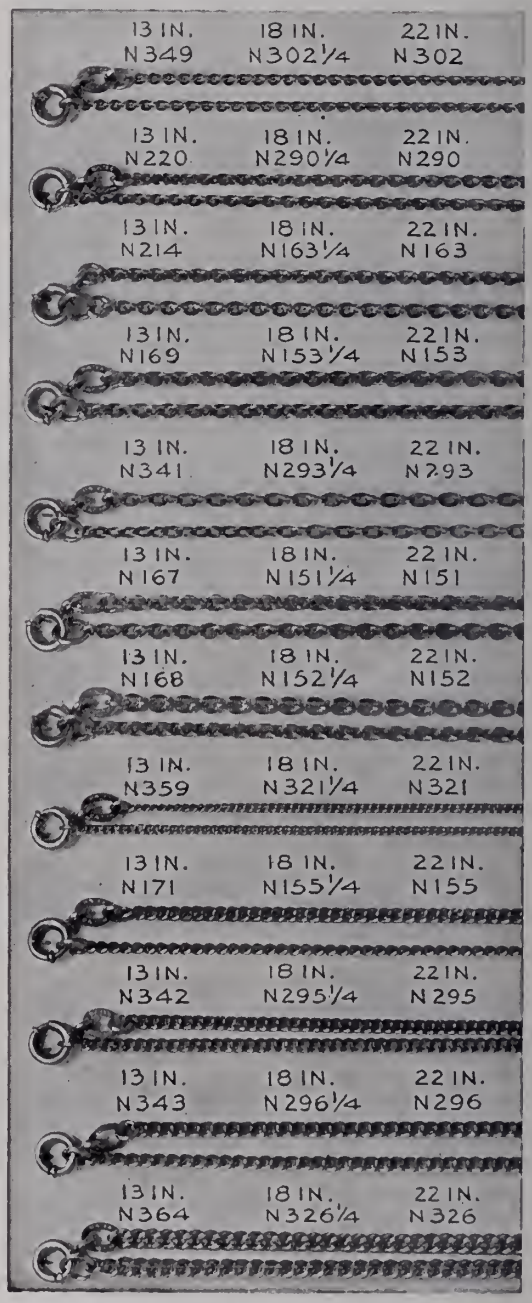
Bliss Bros. Company
Attleboro, Mass.

LOCKETS
BRACELETS
FOBS

Bates & Bacon's New Method Chains

are the best, single-soldered link on the market. Made of the best seamless gold-filled wire. Warranted not to kink.

Every chain is stamped with Bates & Bacon's name on ring and all chains are guaranteed



Bates & Bacon

Chains
Lockets
Bracelets

Attleboro Mass.

NEW YORK: 9 Maiden Lane CHICAGO: 31 North State St.

EMBLEMS

MOOSE



We are the EXCLUSIVE MAKERS of the OFFICIAL Loyal Order of Moose Emblems.

The design is PROTECTED by PATENTS and infringers will be prosecuted.

These official Moose Emblems we carry in a variety of styles in BUTTONS, CHARMS, RINGS, BADGES, ETC.

OWL



Order of Owl Emblems are made by us EXCLUSIVELY, we controlling the patent and will prosecute infringers. We make these Owl Emblems in a great number of styles, and if your jobber doesn't carry them write us for selection.



WRITE US FOR CATALOG

THE GUSTAVE FOX CO., Cincinnati, Ohio

HARRISON
Umbrellas
and Walking Sticks

Our long experience in making for the Jewelry Trade has given us to *know* just what that trade demands in a fine Mounted Umbrella or Walking Stick.

This Season's Productions exceed all our former efforts in beauty of design, workmanship and finish.

Trade-Mark

W. W. HARRISON CO.
Makers of
Umbrellas and Walking Sticks
OF THE BETTER SORT
5th Ave., Cor. 34th St. NEW YORK

Established
1876



STERLING SILVER RINGS



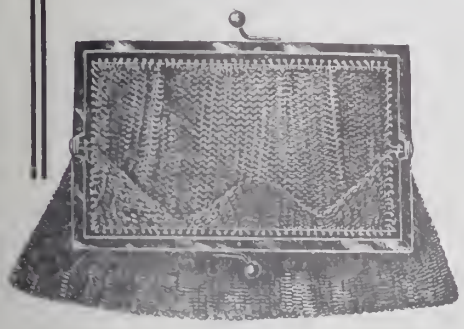
To retail from 25c. up. Samples upon application

RHODE ISLAND RING CO., 21 Eddy Street, Providence, Rhode Island

The Sphinx Has Spoken Again!

Affirming its decree we advertised September 27th last

"The Quality's There"



THAT

"Real Gun Metal Bags and Purses

ARE NO LONGER *ONLY* APPLICABLE TO THOSE IN MOURNING"



Has Been Generally Adopted

Send for Our Catalog "B"

Send for Our Catalog "B"

Doesn't This Mean Something To You?

OPPENHEIMER-BRUSSEL IMPORTING CO.

FLATIRON BUILDING, NEW YORK



Finish *Quality*

PROVIDENCE STOCK CO.

100 Stewart Street
PROVIDENCE, R. I.

A Few Suggestions for Your Fall and Holiday Trade

You can bank on our goods selling. Our line is so extensive that you are not confined to a few articles. Our AMORITA BRACELETS make a good leader. The patented safety catch is an exceptional talking and selling point.

Then, too, our VEST, NECK and LORGNETTE CHAINS, FOBS, PENDANTS and other BRACELETS in GOLD-FILLED offer unlimited opportunities. All our GOLD-FILLED goods are made from a SPECIAL PROCESS—HARD FINISH—WEAR RESISTANCE, HIGH-GRADE STOCK.

We also make SOLID GOLD VEST, NECK and LORGNETTE CHAINS, SCARF PINS, PENDANTS and LAVALLIERES.

Ask Your Jobber for an Inspection of Our Line



TRADE ⟶♡⟵ MARK

SAMPLE OFFICES
11 Maiden Lane, NEW YORK
10 S. Wabash Ave., CHICAGO

Look for PR-ST-CO Stamped on Swivel of Coat Chains, etc.



AMORITA

Look for ⟶♡⟵ Trade-Mark on Bracelets

Look for PR-ST-CO Stamped on Spring Rings and Swivel of all Chains

A GLANCE at these illustrations will bear out our claim to the leadership in the making of inexpensive but beautiful novelties.

OUR STYLES ARE "UP TO THE MINUTE"



CATALOGUE just mailed is full of snappy, quick selling jewelry. Do not put off sending in your order, for we are already working to our fullest capacity and doing the biggest business this old firm has ever done. Our strong line is responsible for this.

Fishel Nessler Company

Manufacturing Jewelers

79-81-83-85 CROSBY STREET, NEW YORK CITY

Established Over a Quarter of a Century.

"SWAN SAFETY"

THE PEN OF QUALITY

M. T. & Co. Gold Pens, Ladder Underfeed, Gold Top Feed, Patent Screw Cap

ABSOLUTELY NON LEAKABLE

Durability
Reliability
Simplicity
Security

NO RODS OR VALVES TO GET OUT OF ORDER



Millions of people are to-day reading in the national periodicals, magazines and newspapers of the Special Features of the

"SWAN SAFETY"

Connect up with the publicity we are giving the "SWAN SAFETY." It means sales and profits to you.



PROVE THE SUPERIORITY OF THE SWAN SAFETY FOR YOURSELF

LET US SEND YOU A SAMPLE FOR YOUR EXAMINATION AND TEST

PRICES $2.50 UP

QUALITY AND HANDSOME PROFITS

MABIE, TODD & CO.

17 Maiden Lane, New York

209 South State St., Chicago **124 York St., Toronto**



No. 5339—Height, 25 inches. Shade, 18 inches.
Price, $16.50 each

The Ideal Gifts
will be HANDEL LAMPS

BECAUSE they are practical, beautiful, and sell easily. They are made for Oil, Gas or Electricity from $4.50 each upward. We can make up assortments to suit your trade. ***Christmas Assortment of Six Beauties, $70.00,*** *will give you 100% profit. Order them now. Every live dealer is carrying this line. Special assortment of Desk or Boudoir Lamps, four in number, at $22.50. Every one a seller. A handsome display card with each order.*

OUR BOOKLET, "Suggestions for Good Lighting," sent upon request

New York Showrooms
64 Murray Street

THE HANDEL COMPANY

Factory and Office
398 E. Main St., Meriden, Conn.

When a ½ carat looks like a ¾ what happens? It brings home the money

"The Model Ring"
MAKES THIS POSSIBLE

Consider the many sales lost due to the apparently small values you offer in solitaires.

A display card in attractive colors sent on request. It brings in the orders.







Protects edge from chipping

Aids diamond's brilliancy

ENLARGES THE DIAMOND
The Result Furnishes an Agreeable Surprise

Jos. H. Meyer Bros., *"The Sketch-Book House"*

59 Nassau St., cor. Maiden Lane
NEW YORK



Send for Illustrated Lists

C. F. Rumpp & Sons

Always

Established 1850 — TRADE R MARK — Incorporated 1904

Reliable

Manufacturers of

Fine Leather Goods

We make a large collection of attractive articles for

HOLIDAY TRADE

Photo Frames — Jewel Cases
Game Sets — Cigar Cases
Ladies' Hand Bags, Etc., Etc.

PHILADELPHIA

New York Salesroom, 683 and 685 Broadway



Supply and Demand

Constitute Business!

Supply the Popular Demand for

MUSKETEERS

And Do Business!

"MUSKETEER"

Hand Bags are
Beautiful, Artistic, Irresistible.

Write Today for

Our Mutual Salesman

EVOLUTION

Same Being an Illustrated and Descriptive

ESSAY

ON

"MUSKETEERS"

With Separate Price List
Trade Mark in Every Bag

MACK & POTTER

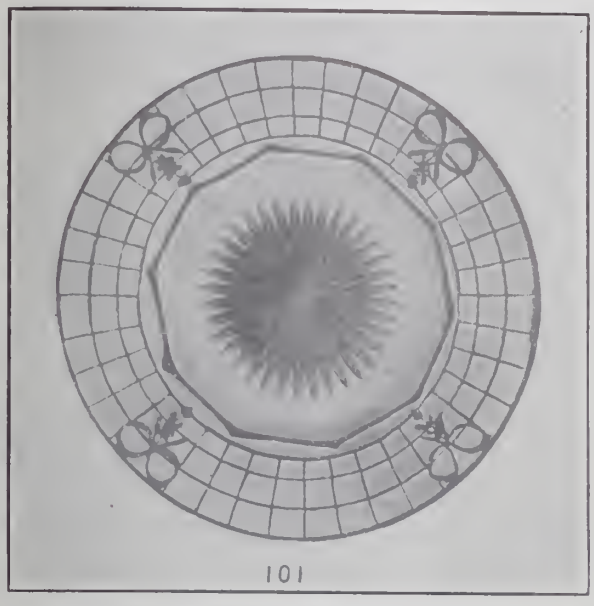
Originators and Makers

106-8 West 32d Street, N. Y.



"ELECTROLYTIC" 999-1000 FINE SILVER DEPOSIT

MODERATELY PRICED



101. Sandwich Tray, 9½ inches.

May be retailed for $3.00.

Our Fall and Holiday line, consisting of numerous new and exclusive shapes and designs in Water Sets, Marmalades, Sugars and Creams, Sandwich Plates, Lemon Plates, Shakers, Vases, Etc., is without doubt the best value for the money *yet offered to the Jewelry trade.*

Our Fall Catalogue is just off the press. Drop us a postal and get one by return mail.

Be sure and see that your deposit bears this EAM which guarantees satisfaction and warrants the deposit for the entire life of the piece.

The Electrolytic Art Metal Company

Makers of Silver Deposit and Mfg. Silversmiths

New York Show Room, 3 Maiden Lane TRENTON, N. J.

"THE CASE THAT COURTS COMPARISON"

Mr. Retailer:

A Gold Filled Watch Case is and always will be "an unknown quantity"

BUT

you never "buy a pig in a poke" when you buy a *Solid Gold* Case—that's just BULLION and ART, that's all;

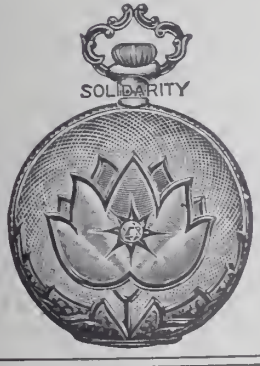
AND

as no manufacturer can get a corner *in* nor cut the rates *on* the BULLION. Why! ART is the principal feature.

WELL!

ART and INDIVIDUALITY enable "SOLIDARITY" to produce "THE CASE THAT COURTS COMPARISON" and to be the principal factor in the gold case business to-day.

ANY WATCH JOBBER will gladly supply our cases.

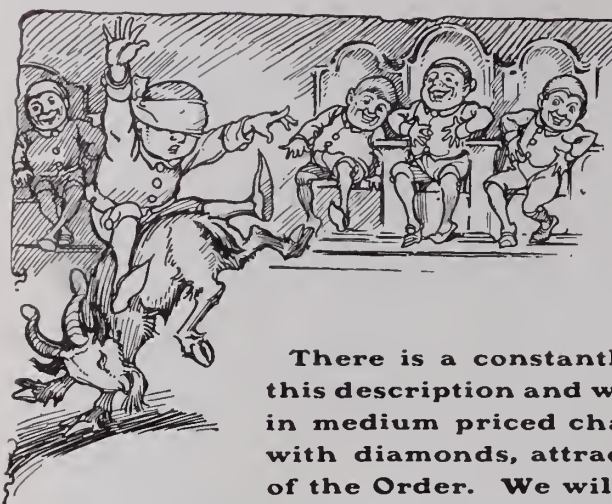


SOLIDARITY WATCH CASE CO.

(Established Over a Quarter of a Century)

54 Maiden Lane - NEW YORK

JOHN W. SHERWOOD, Vice-President LOUIS J. MONTAGNON, Sec'y-Treasurer

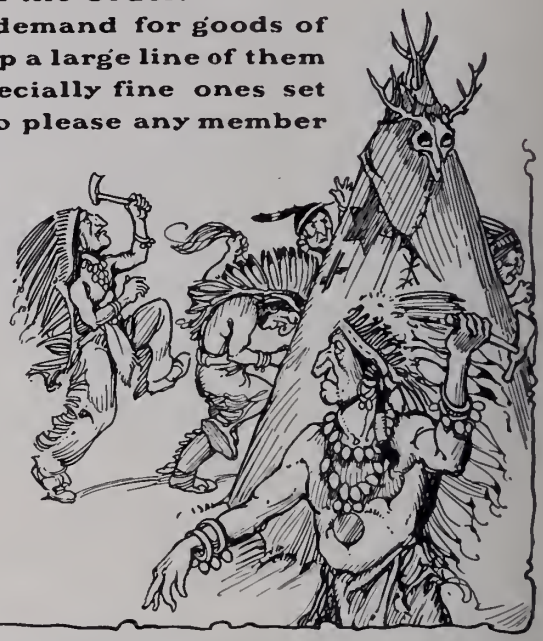


The campfires are lighted and the Brothers are gathering in force. Active work has begun and the Elk lodges are quite busy. Elk teeth have been used as ornaments from early Indian days and are now worn, in appropriate mountings, by many prominent members of the Order.

There is a constantly increasing demand for goods of this description and we have made up a large line of them in medium priced charms, some specially fine ones set with diamonds, attractive enough to please any member of the Order. We will send selection package on request, also buttons and card cases. We manufacture under Permit No. 1 from the Grand Lodge.

We also carry a large assortment of Moose, Eagle, Masonic and all Fraternal goods.

Our "Sellers" will help build up your trade. Write us for a selection.



HENRY FREUND & BRO., "SELLERS of SELLERS"

71 Nassau Street, NEW YORK

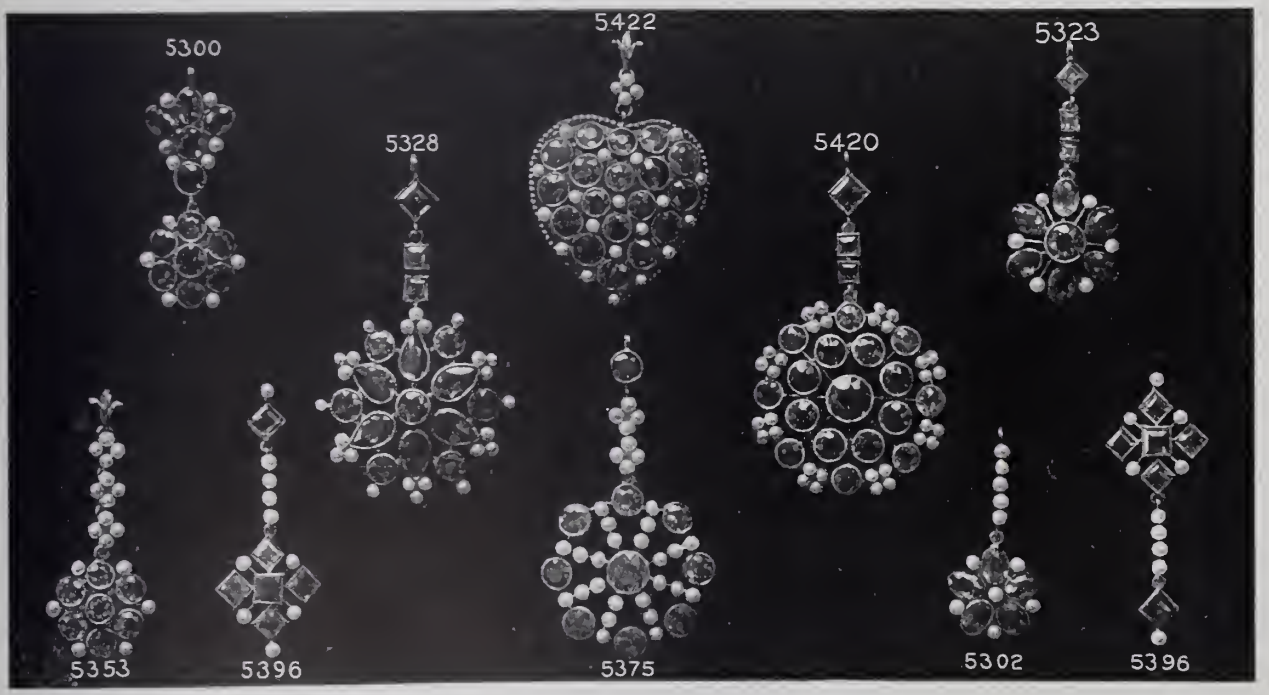
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14K, 10K Gold, Platinum, Diamond Goods, Silver Novelties and Silverware.
Because
These firms Employ the Most Expert Artisans In the Jewelry World
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made in Krementz Quality Rolled Gold and in 10K and 14K gold for ordinary wear—(as well as in the more expensive jeweled grades for dress occasions).

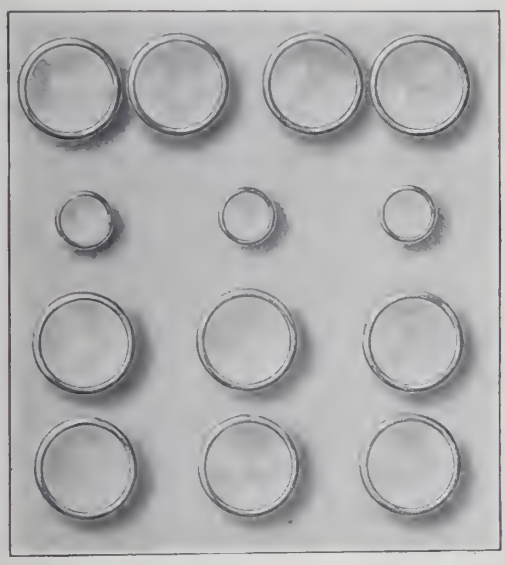
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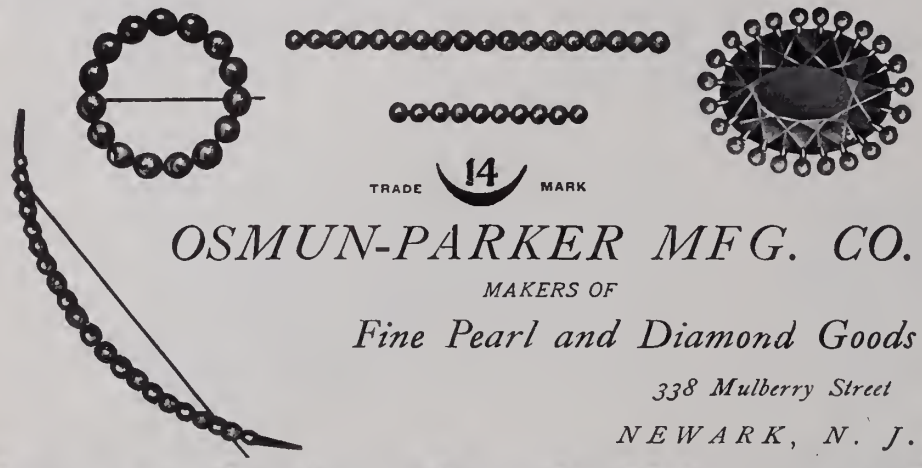
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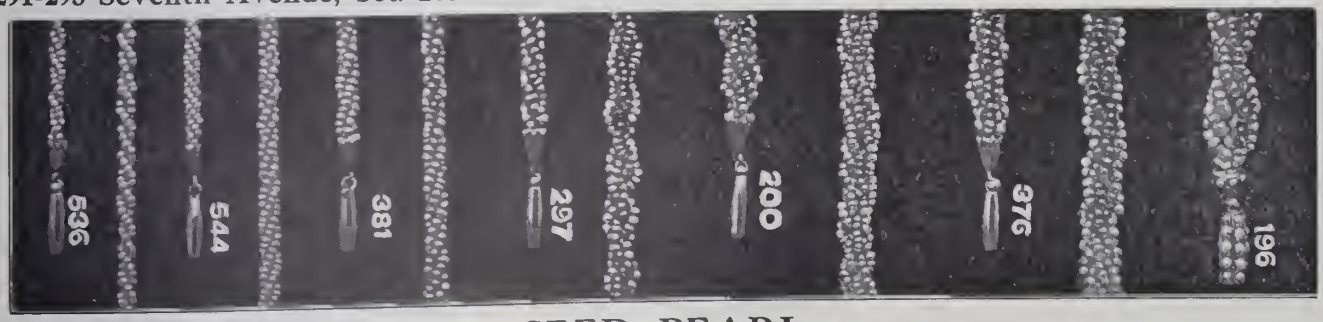


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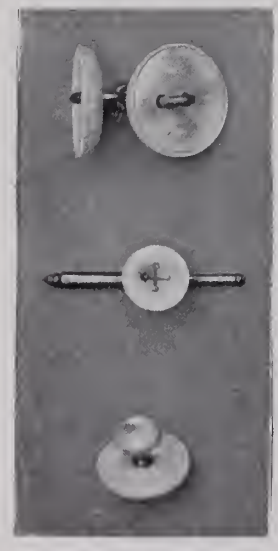
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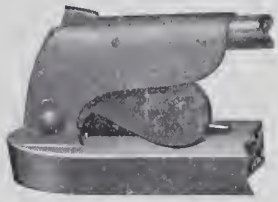
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A Covered Catch with Safety Appliance
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Neck Chains and Lorgnette Chains for Women
Full Dress Vest Chains and Lapel Chains for Men

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New York Office:
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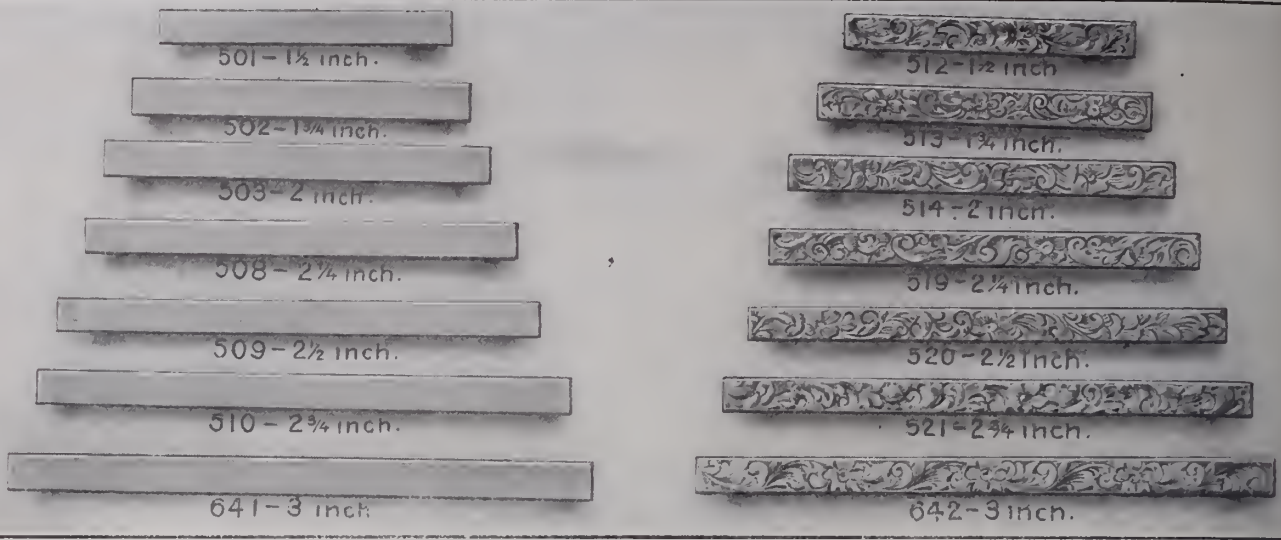
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Photo Frames Jewel Boxes Card and Cigarette Cases
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IN STERLING SILVER, BRASS and LEATHER

SILVER MOUNTED

Our line is designed and made especially for the fine Jewelry Trade. We have purposely avoided the manufacture of cheap silver pieces, but instead, offer you a wholesome assortment of catchy novelties, at prices within reach of all, that we believe to be unapproached.



Only Manufacturers of the

Individual Chain Key-Ring



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Made in 14-Karat 10-Karat & Silver

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502	1.75
503	2.00
508	2.50
509	3.00
510	3.62
641	4.00
512	1.75
513	2.12
514	2.50
519	3.00
520	3.50
521	4.00
642	4.50

We confidently claim that nothing has ever been made in bar-pins to excel these staples at these extraordinary prices. Every pin is 14-Kt., furnished with a Herpers Safety-Catch and all of them are HEAVILY BACKED.

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MANUFACTURERS OF A GENERAL LINE OF

14-KARAT JEWELRY

OFFICE: Clinton and Beaver Streets, NEWARK, N. J.

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TRADE MARK 14 K **The House of Progress** TRADE MARK 14 K

Something Similar Happens Nearly Every Mail With Us

These letters *show* unquestionably that *up-to-date* Jewelers, in even the smaller towns, are taking advantage of Frank Krementz Co.'s

Quality — Workmanship — Price

Before he saw the line

"THE STORE OF QUALITY"
MASON JEWELRY COMPANY

Frank Krementz Co. Centreville, Md., September 23, 1911.

Gentlemen: — Your "ad" in the September 13 issue of The Jewelers' Circular looks so good to me that I am writing to ask you to send me all the information you can on your line, prices, etc. I shall hope that it may lead to business for us both. Awaiting your reply, I remain,

Truly yours, F. A. MASON.

After he received the goods

"THE STORE OF QUALITY"
MASON JEWELRY COMPANY

Frank Krementz Co. Centreville, Md., October 7, 1911.

Gentlemen: — I duly received the "memo" package from you and must say that it contained as "classy" a lot of goods as I have seen in some time from one manufacturer. I am only sorry that I cannot use all you sent me.

Truly yours, F. A. MASON.

It is instances like the above that have given the Frank Krementz Co. a line of customers from the Atlantic to the Pacific.

Of course, there are a *few* we don't sell — *as yet* — but *we will.* Why? Simply because it will be to *their advantage* as well as *ours.*

Are *You* Interested? Read Our Ad in the Circular of September 13th, or write us about

Our Lowest-Priced, Quickest Selling, Profit-to-You Line on the Market

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IN the correctness and harmony of their shapes, proportions and lines, in beauty of finish, and in the perfection of workmanship, the new styles of the La Pierre line make an irresistible appeal to every Candlestick connoisseur.

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Showrooms: 1 W. 34th St., New York

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Charms, Pins, Buttons, Etc.

Many of which we carry in stock for immediate delivery



Our Specialty:

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Write us for prices, etc.

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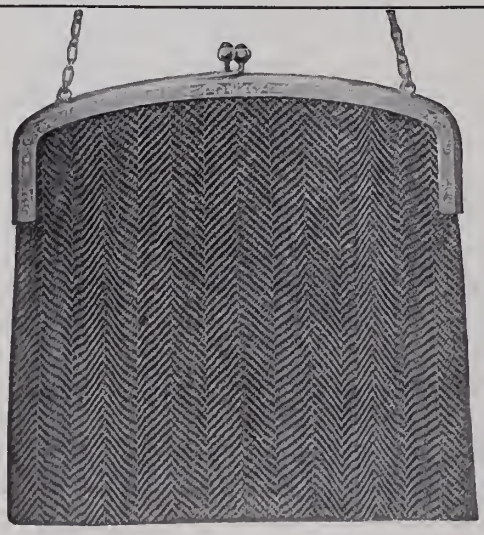
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Platinum Work a Specialty

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14K. Gold Platinum and Jeweled Mesh Bags

Vanity Cases

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Also Sterling Silver Mesh Bags

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GOLD CHAINS
OF EVERY DESCRIPTION

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Baroque and Coral Lorgnette Chains
50 INCHES LONG
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Novelty Jewelry Always In Vogue

Baroque Pearl, Coral, Amethyst and Turquoise
Earrings, Brooches and La Vallieres
14 Karat Gold

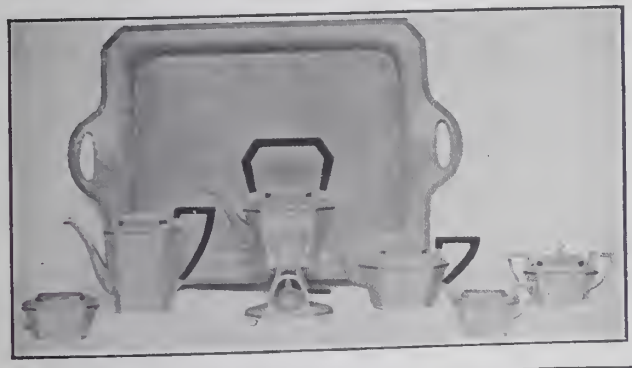
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Hoop and Pendant Earrings in Baroque Pearl, Coral and Plain Gold

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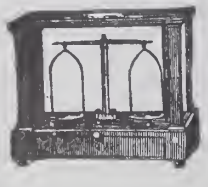
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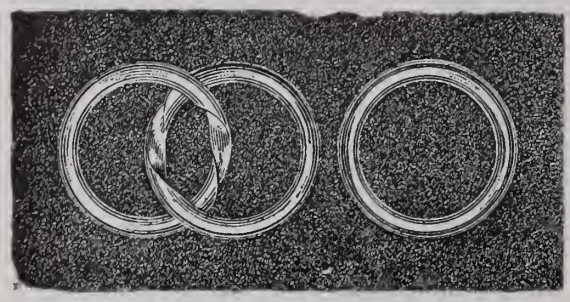




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The Alliance Ring

The graceful style of the Alliance Ring is rapidly supplanting the use of the old style wedding ring The joints are invisible, and whenever engraving is desired it is done in the inside surface. Can be easily separated by inserting a pin in inside pinhole.

14 Karat, 3 dwts., each, $1.25 per dwt.; in dozen lots, $1.15 per dwt., net; 18 Karat, 3 dwts., $1.40 per dwt.; in dozen lots, $1.30 per dwt., net.

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We Specialize the One Piece

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Charms, Lockets, Brooches, Hatpins, Fobs, Emblem Charms and Buttons, also all kinds of Boxes, Inkstands, etc., Nickel and Gold filled Fobs and Chains.

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Tell us what sizes and qualities you require and we will send you an assortment for selection, or see the entire line in

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THE 1912 CATALOGUE

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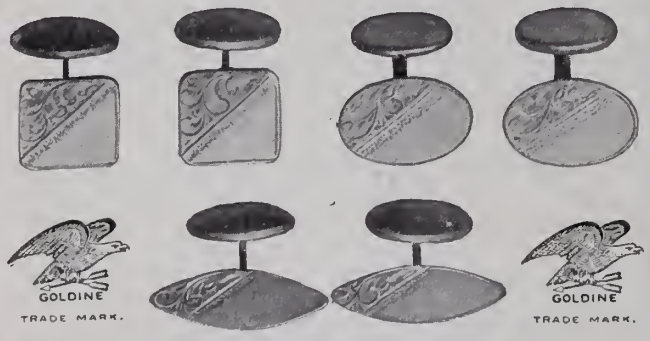
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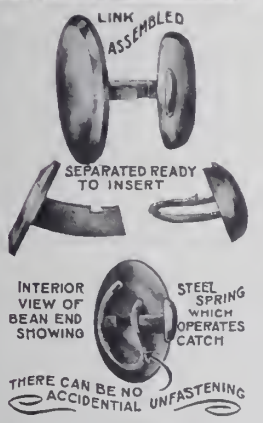
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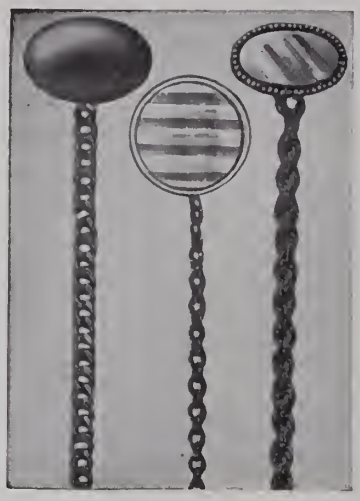
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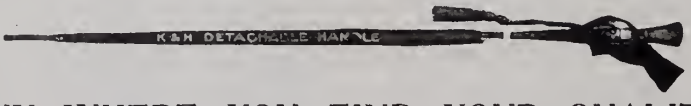
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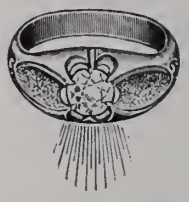
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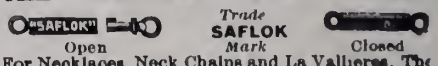
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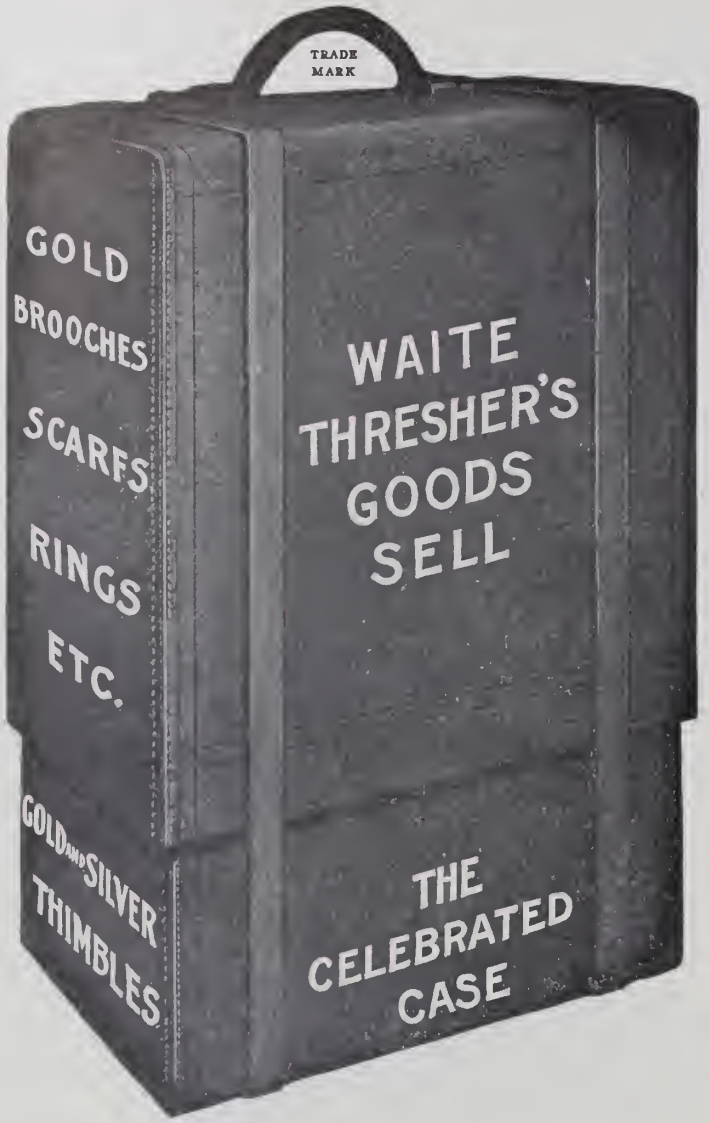


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WITH WHICH ARE CONSOLIDATED
THE HOROLOGICAL REVIEW
THE JEWELERS' WEEKLY THE JEWELERS REVIEW

VOL. LXIII. WEDNESDAY, OCTOBER 25, 1911. No. 13.

Fashions in Jewelry of To-Day.

By Lillian Purdy Goldsborough.

Fashion's Decree for the Bar Pin.

CHARMING, indeed, are the new bar pins, worn in their new position upon the latest jabots, which are in the form of a dainty frill of lingerie or lace. Extremely long—three to four inches—the straight bar seems to be giving place to a less simple design (for this purpose), which is illustrated by a pin of exceptional beauty in the outline of a long, slender, diamond-shaped figure, having slightly curved sides. The principal style of decoration in this pin is a fine diamond-work design, set off by a slender line of caliber sapphires running through the center and tapering gracefully toward each end. Surrounding it all is a row of pearls that are pegged into place. A feature of this new pin is that it is worn slanting. When used to hold out the ruffle it is placed far over on the extreme left side, near the frill's edge. If otherwise worn, it slants across the breast in the middle, several inches below the throat. It gives an exquisite touch to the daintiness of the modish neckwear, which is almost invariably of real lace, the fashion for lace this season being almost without limit. Everything is to be lace-trimmed. Will the jewelry not strike a note of harmony by following a delicate, lacy, fairy-like character in design and workmanship?

One of the more pronounced types of the bar pin to be worn with the jabot has the large stone in the center—amethyst, peridot, aqua marine, etc.—oddly cut and surrounded by a tracery of diamonds, illustrating the color contrast of the season.

The Mesh Bag.

The bars of the most expensive mesh bags are narrower, handsomely pierced and artistically treated with stones, and the mesh is exceedingly fine, resembling in its lustrous surface the finest of satin fabrics. One of particular note is entirely of green gold, its bar ornamented by a line of caliber sapphires about an inch long, relieved by a sparse studding of diamonds. Of equal distinction is one entirely of platinum, the bar being a solid line of sapphires of equal size in caliber setting. Still a third distinct style shows the Grecian key border across the bottom and on either side, wrought in red gold upon a green ground, with platinum introduced in the bar in inlaid work as part of the engine-turned design.

Vanity Cases and a Hand-bag Accessory.

Never before have the vanity cases been so extravagantly beautiful and artistic as they are this season. In them transparent enamel, varying shades of gold, the soft tone of platinum and the sparkle and glow of all sorts of stones vie with one another in producing the most marvelous effects imaginable. A case that is specially noteworthy, suggesting French origin, so unique are the color combinations and so wondrously is the dainty article fashioned, is of small dimensions and is made of green gold. The central motif, a graceful figure within an oval enclosure, is covered with transparent enamel and it is surrounded by elaborate engraving. Around this, and following the outline of the vanity case, is a band of enamel of a peculiar greenish-blue tone that harmonizes exquisitely with the gold. The inside is profusely engraved.

Of quite a contrasting style is one of polished gold, having three ornamental stripes in white enamel extending lengthwise. In the center is the finest of Wedgwood designs in cameo effect, the color being white upon a soft lavender ground.

A memorandum book in a gold cover is one of the prevailing accessories for the shopping bag. The surface is in stripes of polished gold and engine-turning, a central space being arranged for the monogram.

The Smartest Type of Lorgnon.

Lorgnons are now worn on short sautoir chains by women of fashion. They are the very small variety, not so diminutive as the pocketbook type, but having a dainty handle not more than an inch long. Usually they are of platinum with dainty diamond decorations, although one occasionally sees them bearing touches of enamel.

One is provided with a spring in the center of the bar, indicated by a line of small emeralds. It folds up most compactly.

The lorgnon folding into a case that forms a medallion is a clever little device and is still in demand.

The Present Status of the Medallions.

It is commonly asserted that plaques or medallions are on the wane. In their original conception—as a circular ornamental disc swung from a sautoir chain—they have been too long in style and too lavishly copied in imitation stones to be called smart and to be demanded by women who can afford to indulge in the latest whims. But there is still an active call for those of irregular form, and in their newest guise their outlines are so obscured and so far from their initial form as almost not to be known by their former name. Of oddly conceived outline, they sometimes suspend dainty fringes and draperies and tassels, and they are extremely flexible throughout, fitting gracefully to the figure.

Distinguishing Features of Various Ornaments.

Odd shapes of stones are most desired in rings this season. The square stone—sometimes with the corners cut off—is a favorite shape. A ring of unexcelled beauty contains two such stones, a diamond and an emerald of wonderful color, each weighing between four and five carats. All settings tend toward breadth and the adoption of color contrasts. Even the solitaire is no longer solitary, being adorned on the sides by dainty designs in tiniest diamonds. Women are wearing the signet ring on the little finger.

* * *

Odd are the bracelets in a flat braided design of three colors in dull-finished metal—red and green gold and platinum. The soft bangle in three colors, like the old snake bracelet in weave, is seen in a leading shop. It is made in two sizes, one not more than an eighth of an inch in diameter.

Handsome Badge Presented to the Chief of Police of Cincinnati, O.

ONE of the handsomest badges ever presented to a city official in Cincinnati, O., was made by The Miller Jewelry Co., of that city, recently, for friends



BADGE PRESENTED TO CHIEF OF POLICE OF CINCINNATI, O.

of Col. William Jackson, chief of police of Cincinnati.

The work, of which an illustration appears herewith, cost $1,000. Over seven carats of diamonds were used in it, besides sapphires, rubies and numerous olivines. The badge was given Col. Jackson on the first anniversary of his promotion, Oct. 13.



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Annual Report on the Production of Precious Stones.

Text of the United States Geological Survey's Advance Pamphlet on Gems and Gem Minerals for 1910, Compiled by Douglas B. Sterrett.

(*Continued from issue of Oct. 18.*)

Californite (Vesuvianite.)

CALIFORNIA.

Siskiyou County.—The occurrence of massive compact vesuvianite in Siskiyou County, Cal., has been described by George F Kunz,[1] and the name "californite" was given to it after its native State. The deposit was located by Dr A. E. Heighway for L. Tannenhaum, of New York. Amos Clausen, superintendent for the present owners, states that the occurrence of the mineral was known to him before it was located by Dr. Heighway, but that its possible gem value was only partly recognized. The mineral was first called jade, being mistaken for nephrite, until an analysis by F. W. Clarke and George Steiger, of the United States Geological Survey, showed it to be essentially vesuvianite. Massive compact vesuvianite has been found at two localities in the Alps and was there mistaken for jadeite until identified by a chemical analysis by Berweth. The original locality in California is at present owned by D. C. Collier and S. F. Smith, of San Diego.

The deposit is at an elevation of about 1,700 feet above sea level, on the South Fork of Indian Creek, about 10 miles west of north of Happy Camp. The South Fork of Indian Creek has a northeasterly course and joins the main creek about 2½ miles below the mine The creek flows east for a short distance at the mine, and is in a narrow valley with steep sides. A good road was made to the mine, but has been broken down by hillside slides in two places The country is well timbered and watered. The californite outcrops on the north side of the creek on a steep hillside about 75 feet above the water.

The country rock is principally serpentine, varying in color from gray, green, yellowish-green, greenish-black, to black. The serpentine is full of slickenside seams and joints and has been broken and sheared in to lens shaped blocks and masses. These lenticular-shaped bodies range from a fraction of an inch to several feet in thickness and length. Streaks and lens-shaped masses of a granular gray rock are included in the serpentine in the region near the californite deposit. By alteration, not surficial, these rocks assume a greenish cast and appear to grade into californite. The outcrops of this rock measure 20 feet across in places and range down to streaks a few inches in thickness. The californite occurs in lens or pod shaped masses in the serpentine. The lenses follow the bedding of the serpentine and occur at irregular intervals. They range in size from a few inches to 10 feet in thickness and their length is probably two to four times their thickness The lenses are not regular in shape, but in some cases pinch out and swell or are curved. The several outcrops of the californite in a line along the hillside give the appearance of a vein or ledge of this material. The strike of the californite and inclosing serpentine is about northeast and the dip 10° to 40° NW. About half a mile below the mine a mass of dense bluish-black rock is inclosed in the serpentine. Under the microscope this is found to consist largely of quartz penetrated by innumerable needles of blue glaucophane.

The californite has been traced nearly 100 yards from the main outcrop along the hillside in a north-of-east direction. The principal work consists of an irregular open cut, or set of cuts, nearly 200 feet long on the lower side of the outcrop with two short tunnels in and under the masses of californite. Several pits have been made farther east. A number of large masses of californite lie in Indian Creek below the deposit, from which large blocks have become detached and rolled down. They have since been rounded into bowlders by attrition in the creek. These bowlders range in size up to six feet long and three feet thick, and have yielded some very good grade of gem material. There is a considerable matrix associated with the californite in the bowlders as well as in the original deposits. The grade of the californite is also quite variable, even in the same masses, some being translucent light to dark green, and others opaque greenish-gray to gray. The californite is associated with both granular gray rock and with serpentine. It is attached to both rocks and in places appears to grade into either. In some places the californite occurs in masses over a foot thick with good color and translucent. Masses of poorer grade are in some places several feet across. Seams and joints or cracks are common in all varieties of californite, so that masses of good grade several inches thick without flaws are rare. Many of the cracks have been recemented or were not sufficiently pronounced to weaken the mineral materially so that the californite can be cut regardless of them, if large pieces are desired for ornamental use. Other seams are due to joints strongly developed, with or without a deposit of other mineral on them, forming planes of easy fracture in the californite. The californite is grayish green to yellowish green to dark green, and some has almost a bright-green color. Much of it is translucent and some of the better grades are highly so. In places the translucency is slightly clouded. The bright green generally occurs in splotches and tufts through paler-colored mineral In places the patches of green are so plentiful that whole masses of the californite are strongly colored. Californite is very tough and has a hardness of about 6.5. The specific gravity of the Siskiyou County californite is 3.286, nearly as great as jadeite and greater than jade or nephrite. The specific gravity of material from Fresno County is 3.359 It takes a high polish and is adapted to many purposes for which jade is used. The flocculent appearance and texture of the californite increases the resemblance to jade.

Henry Wood, of San Francisco, and Justice Brown, of Happy Camp, own a claim for californite adjoining that of Messrs. Collier and Smith on the northeast. Outcrops of large ledges of altered granular gray rock have been blasted into in search of gem material. They own two principal ledges of the rock outcrop, one at about 50 feet higher than the creek and the other about 100 feet. The country rock is the same variety of serpentine as at the mine just described. The outcrops of the gray parent rock of the californite are from 10 to 20 feet thick and are lenticular in shape. Large portions of this rock have a greenish color and are composed of finely fibrous mineral in a felted mass. Much of the californite at this prospect is low grade, but some fairly good colored translucent material was seen on the dumps.

Specimens of white californite, given by A. Clausen, of Happy Camp, were described in this report for 1909. The material was obtained from bowlders found in Indian Creek. Specimens of the same variety of californite were recently received from Felix Busse, Happy Camp, and may have come from the same locality. They were evidently broken from bowlders, as some of the specimens show surfaces worn by attrition. The material is quite translucent and has a waxy luster. The color is pure grayish white to gray with a faint tinge of green and an occasional patch of grass green. The fracture, hardness, grain and toughness are the same as in the green californite, and the mineral ought to be a good substitute for white jade, which it closely resembles and which is in demand by the Chinese. If material in which the bright green patches were more plentiful could be found, it would rival the best qualities of jade. It is not possible definitely to distinguish the massive white variety of vesuvianite from massive white garnet without a detailed chemical analysis, since the two minerals are so similar in both physical and chemical properties. Analyses of the vesuvianite variety of californite and white garnet by Messrs. Clark and Steiger[1] bring out the similarity, but indicate a possible method of discrimination without a detailed analysis by the presence of from 3.42 per cent. to 4.18 per cent. of water in the vesuvianite, and of 0.80 per cent. of water in the garnet. A determination of the water content by ignition, by Dr. R. C. Wells, of the United States Geological Survey, gave 1.38 per cent. in the white californite given by Mr. Clausen and 1.05 per cent in that given by Mr. Busse. The results are not conclusive, but are indicative of garnet rather than vesuvianite. The specific gravity of the vesuvianite variety of californite is given as from 3.286 to 3.359, and that of white garnet as 3.586. A determination of the specific gravity of the Siskiyou County white mineral, by Dr. J. E. Pogue, of the National Museum, gave 3.57—further evidence in favor of garnet. The minerals, garnet and vesuvianite, may be so intimately mixed in some varieties of californite that an absolute determination is not possible. The idea of the development of two minerals with such similar properties and composition together seems within reason. The term californite may be used both for massive compact vesuvianite and for garnet when these cannot be readily distinguished.

Butte County.—A deposit of californite was worked by the North California Mining Co., of Oroville, near Pulga post office, or Big Bar station on the Western Pacific Railway, near the Butte-Plumas County line. E. A. Jackson, vice-president of the company, states that the deposit is in the southwestern part of T. 25 N., R. 8 E. Considerable crude californite was mined during 1910, but a small per cent. only was suitable for cutting. The demand for californite for jewelry was limited and the quantity sold was not large. Specimens of the californite, kindly furished by Mr. Jackson, were translucent apple green, showing in places a few darker green patches. The color is not so dark as that of the Siskiyou County californite, and resembles closely some of the Fresno County variety. The color is rather evenly distributed and pleasing A better trade for the material has been reported during the first part of 1911

Diamond.

ARKANSAS.

The following notes are abstracted from an article by John T. Fuller,[1] general manager of the Arkansas Diamond Co.:

"Contrary to expectation there was but little development on the company's property during 1910, due to continued lack of capital. The production of diamonds in the Arkansas fields amounted to about 200 stones, all of which came from the one peridotite outcrop, the greater part of which is controlled by the Arkansas Diamond Co. The total production to date is estimated at about 1,200 stones, weighing approximately 574 carats. Of this production 1,179 stones came from the original peridotite area. During 1910, 145 loads of earth of 16 cubic feet were washed in a small test plant at the mine, and yielded 142 diamonds weighing 53.56 carats, or an average of 0.369 carat per load. In addition, 44 stones weighing 20.5 carats were picked up on the surface The outlook for extensive development in 1911 is not promising."

Mr. Reece Lamb, first vice-president of the American Diamond Mining Co., gives the following information about diamonds found on the company's lands:[2]

"Twenty-two diamonds have been found, seven in 1908, and 14 in 1909, with one stone found by an outside party in the latter part 1908 or early in 1909. No diamonds were found on the property during 1910. The area of the peridotite has been proven, but no washing machinery installed."

In regard to the holdings of the Kimberlite Diamond Mining Co., Austin Q. Miller[3] says:

"'Kimberlite' rock has been found on the property about one-fourth of a mile west of the American Diamond Mining Co.'s mine. Mr. Miller claims that sworn statements were made by Oliver Cummings Farrington and Philip F Schneider to this effect at Murfreesboro in 1908. A few small diamonds have been found, but all were white stones. No washing has been undetaken and the property is being tested to determine the size of the peridotite."

CALIFORNIA.

A number of diamonds have been found in California, especially in Butte County, and some of the discoveries have been described.[4] Several diamonds were reported as being found during 1910 in the Cherokee Flats region, and two of these were mentioned in this report for 1909. One of these two diamonds weighs about half a carat and

[1]Gems, jewelers' materials and ornamental stones of California: Bull. State Min. Bur. California No. 37, 1905, pp. 93-95.

[1]Clarke, F. W., and Steiger, George, on "Californite:" Bull. U. S. Geol. Survey, No. 262, 1905, pp. 72-75.

[1]Eng and Min. Jour., Jan. 7, 1911.

[2]Personal letter, dated Murfreesboro, Aak., Jan. 30, 1911.

[3]Personal correspondence, dated April 4, 1911.

[4]Turner, H. W., Diamonds in California; Am. Geologist, Vol. 28, 1899, p. 182.

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the other between 1¼ carats and two carats. The latter is a brilliant, clear, flawless stone with a tinge of yellow It is a much rounded crystal with curved faces, either a trisoctohedron or hexoctohedron. This diamond was kindly shown to the writer by Mrs. James, of Cherokee. Both diamonds were found among the old hyydraulic workings during placer mining on the land of T. L. Vinton, by a miner named George Stone. The residents of Cherokee Flats state that over 200 diamonds have been found which have generally been picked up by parties interested only in gold.

All the diamonds so far found in California have come from gravel deposits. Search for diamonds in the original rock matrix has been carried on by the United States Diamond Mining Co. of Oroville, under the direction of M. J. Cooney. This company owns property near Oroville, at Cherokee Flats, and at other places in the region The principal work has been on the property about one mile north of Oroville This consists of about 40 acres in part covered by alluvium, 10 to 15 acres having been stripped off by earlier hydraulic mining. Developments by the present company consist of a 300-foot shaft, a 60-foot shaft, and numerous small pits. To facilitate hydraulic mining in the early days a drainage tunnel was cut from the placers under bedrock to the bank of Feather River. This tunnel was used to remove the debris from mining and is still open. Several small diamonds are reported to have been found on this property, but none were kept in the possession of the company.

The alluvium has a thickness of about 50 feet in places and has been left standing in walls around the old placers. The bedrock now exposed is decomposed and is yellowish gray in color. In the excavations it is observed passing into bluish to greenish rock. Tufa-like segregations and balls of limestone occur in the decomposed rock and give place to calcite seams in the less altered rock below. At the mouth of the drainage tunnel a decomposed sedimentary rock is exposed, carrying brachiopod fossils so badly weathered as to be indeterminte.

Prominent among the rocks of the Oroville region, as mapped by Messrs. Truner, Lindgren and Becker,[1] are a series of amphibolite schists derived from various basic rocks as gabbro, diorite, diabase, etc. Some augite porphyrite is included in the schists. These rocks are older than late Cretaceous. From the bridge north of Oroville a section along Feather River and the Western Pacific Railway track reveals rock formations answering the above description. The formation on the property of the United States Diamond Mining Co. is very similar in appearance to that observed along the river, and some of the less decomposed material from the shafts appears to be identical. Specimens from both places are considerably serpentinized and contain epidote, zeolite, etc. In thin section under the microscope some of the specimens show basic feldspars in various stages of alteration and enough of the minerals' and texture could be identified to class the original rock as gabbro in some cases and diahase in others. The general appearance of these rocks resembles serpentine, and the weathering also, is similar to that of serpentine.

The property owned by Mr. Cooney and his associates at Cherokee Flats includes a number of acres of old placers where a quantity of diamonds are reported to have been found. Prospect pits and a 60-foot shaft have been made. The shaft encountered banded black slate. Buff to gray sandstone and slate outcrop in other parts of the old placers These sedimentary rocks appear to be interbedded with diabase and amphibolite. The latter rock, in certain places, is very similar in appearance to the rock of the Oroville region. It outcrops in large flattened spheroidal bowlders of weathering.

Since the presence of diamonds is well established in Butte County, the original matrix remains to be located. The recent discovery of diamonds in peridotite in British Columbia may furnish a clue as to the nature of the rock to be examined for diamonds in California. It has never been proved that the peridotite is the only type of rock in which a diamond can occur, and some of the other basic rocks of California may prove to be diamondiferous. However, the serpentinized amphibolites may contain masses formed from original peridotites or allied rocks that have served as a matrix of the diamonds found in the placers. The possibility of reworking the old placers for diamonds ought to be considered also, for they have never been tested with this in view. Mining operations heretofore were adapted only to the saving of gold, and only an occasional diamond was caught in the riffles of the sluice boxes.

[1]Marysville folio (No. 13), Smartsville folio (No. 18), and Bidwell Bar folio (No. 43). Geol. Atlas U. S., U. S. Geol. Survey.

Canada.

The discovery of diamonds in British Columbia has been announced by R. W. Brock,[1] director of the Canada Geological Survey. Charles Camsell, of the Canada Geological Survey, was engaged in a geological examination of the Tulameen River region and submitted samples of chromium ore from Olivine Mountain to R. A. A. Johnston, a mineralogist of the Canada Survey, for determination of the chromium minerals. During the investigation Mr. Johnston obtained fragments of an insoluble mineral which proved to be diamond. The specimens separted have all been small or microscopic in size, but under the microscope many appear to be clear and of good quality, but some are yellow and brown. The diamonds have been found in chromite which occurs in small irregular veinlike segregations and disseminated grains through the olivine rock. Gold and platinum also occur in the chromite. The peridotite with which the diamonds are associated is altered to serpentine in places, thus giving a matrix somewhat similar to that in which diamonds have been found in Africa and Arkansas.

Dr Brock obtained small crystals though to be diamond from British Columbia several years ago, but the material was lost before complete tests could be made, and the results were therefore not published. The prospectors were given a hint at that time, however, to be on the lookout for diamonds in British Columbia. The discovery is regarded as of scientific interest only, but the possibility of finding larger stones in the gravels should not be overlooked.

South Africa.

Cape Colony.—The output of diamonds by the De Beers Consolidated Mines[2] shows a large increase in 1910 over the two preceding years. Although no statement is given of the number of carats of diamonds produced in 1910, estimates based on such figures as are given show an output of approximately 2,661,223 carats, as compared with about 1,863,838 carats in 1909. These estimates are based on the number of loads of blue, cylinder lumps and tailings washed from each mine and the yeild per load. During 1910, 6 684,156 loads of blue were washed, as compared with 4,774,172 loads in 1909. The total production of blue ground in 1910 was 5,111,524 loads, as compared with 3,557,975 loads in 1909. The stock of blue ground and cylinder lumps was reduced from 9,526,531 loads in 1909 to 7,776,059 loads in 1910. The value of the diamonds sold and of stocks on hand at cost of production was £5 414,896, as compared with £3,074,912 in 1909. The value of the diamonds produced in 1910 is less than that of 1907 by £1,037,701. The De Beers and Dutoitspan mines closed down during 1908. Work on the Dutoitspan was resumed in January, 1910, but work on the De Beers mine has not yet been resumed. Blue ground from the floors of all the mines, including the De Beers mine, was washed. The yield in carats per load of blue washed decreased from 0.42 to 0 38 at the De Beers and Kimberly mines, from 0.34 to 0.32 at the Wesselton mine, and from 0 38 to 0.37 at the Bultfontein mine. The yield per load of blue washed at the Dutoitspan mine was 0.23 carat, the same as in 1908.

Attention is called to the fact that in value the De Beers company produces 48 per cent. of diamonds mined in South Africa, including German Southwest Africa. The Jagersfontein mine produces seven per cent., the Premier less than 20 per cent., and other companies, including the river diggings, produce the remaining 25 per cent ot the value of the output.

The total production of diamonds in Cape Colony[3] in the calendar year 1909, reported by the detective department, amounted to 2,527 297 carats, valued at £4,690 478, as compared with 1,588,511 carats, valued at £3,085,352 in 1908. This production came from the districts of Kimberly, Berkly West, Hay and Herbert, and from alluvial diggings on Vaal River.

Transvaal.—According to Consul Edwin N. Gunsaulus,[4] of Johannesburg, the annual report of the Premier Diamond Mining Co. for the year ending Oct. 31, 1910, showed a production of $2,145,833 carats of diamonds, valued at $7,283,398, or a value of $3.39 per carat. An average yield of 0.23 carat per load, valued at 78½ cents, was obtained from the 9,331,882 loads of earth washed. The profits for the year amounted to $2,633,709, of which 60 per cent. is claimed by the Government The production shows an increase over 1909 of 273,696 carats in quantity and of $1,578,020 in value.

German Southwest Africa.—The production of diambonds in German Southwest Africa in 1910 is estimated by Consul General Henry W. Diedrich,[1] of Antwerp, at about 800,000 carats, with a value of about $6.000,000. Official figures of the German Diamond Regie,[2] however, show a production of only 92,619 carats for the third quarter of 1910. The majority of the German diamonds go to Antwerp, but a few are now being cut in Amsterdam. Some are cut in Germany. Competition of the German diamonds and those from the Premier mine with the product of the De Beers mines has resulted in a reduction in the price of low-grade stones and of bort for industrial purposes. Bort diamonds, formerly sold for $1.67 to $1.90 per cart, have been reduced to about $0.60 per carat.

According to Herr Baderman, in the Deutsche Goldschmiede Zeitung,[3] an analysis of the color of 1,558 German diamonds gave the following results: Clear, or with a slight yellowish tinge, 819; delicate yellow, 136; lemon yellow, 87; light pink, 116; dark red, 9; bluish, 30; greenish, 5; blackish, 9; showing various colors. 68; impure or turbid shades, 62; split diamonds, white or pink, 217. The German Southwest Africa diamonds do not present any marked difference from those of South African diamonds generally, with the exception of size

[1]The Citizen, Ottawa, Canada, March 16, 1911

[2]Twenty-second Ann. Rept. De Beers Consolidated Mines for year ending June 30, 1910.

[3]Report Surveyor General Cape of Good Hope, 1909; Dept. of Agriculture.

[4]U. S. Daily Cons. Repts., April 11, 1911.

South America.

British Guiana.—The exports of diamonds from British Guiana[4] during the calendar year 1910 amounted to 3 808 carts, valued at $30,946, as compared with 5,640 carats, valued at $36,069 in 1908. The value given the production of 1909 in a previous report was $39,060.

India.

The production of diamonds in India[5] in 1909 amounted to 147.35 carats, valued at £1,089, as compared with 140.75 carats, valued at £940, in 1908. Of the production in 1910, 111.37 carats, valued at £47, came from the Madras Presidency, and the remaining 35,98 carats, valued at £1,042, from the Central Indian States.

Australia.

New South Wales.—The production of diamonds in New South Wales[6] during 1909 amounted to 5,474 carats, valued at £3,959, as compared with 2,205 carats, valued at £1,358, in 1908. The total production since 1867 is estimated at 167,354 carats, valued at £111,462.

Diamond Industry.

Antwerp.—The following notes on the diamond industry in Antwerp are abstracted from a report by Consul General Henry W. Diederich,[1] The trade in diamonds in Antwerp in 1910 might be considered a good average one. The exports to the United States, the principal market, were large during the first part of the year, but fell off during the last part. The demand in the United States, formerly always for larger perfect stones, changed in part for many of smaller size and of second quality, as the price was raised by the London syndicate. The London syndicate raised the price of large stones, in which it had a monopoly, to offset the loss it suffered by the reduced price offered for smaller stones, due to the large production of such stones in German Southwest Africa. The small diamonds offered by the London syndicate were at a price 30 to 40 per cent. higher than those offered by the German regie. The London syndicate advanced its price, on all stones over one-fourth of a carat in weight, from five to 10 per cent.

There were labor difficulties in Antwerp due to the very strict rules of syndicated workmen in allowing apprentices to learn the trade Some of

[1]U. S. Daily Cons. and Trade Repts., Feb. 25, 1911.

[2]Consul General Frank D. Hill, Jewelers' Circ.-Weekly, Jan. 4, 1911.

[3]Manufacturing Jeweler, Feb. 9, 1911.

[4]Min. Jour., London, Feb. 4, 1911.

[5]Rec. Geol. Survey India, Vol. 40, Pt. 2, 1910.

[6]Ann Rept. Dept. Mines, New South Wales, 1909, p. 53.

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the workmen who recognized the need of increasing the number of cutters and were not allowed to teach their own sons the trade, withdrew and opened new lapidary shops in the vicinity of Antwerp and in other places in Belgium. The new enterprises found ready employment in cutting the German diamonds. The number of cutters in Antwerp rose from about 5,000 to about 12,000, who received an average wage of about $20 per week. Antwerp has led in the exportation of diamonds to the United States during the last two years. The exports from Amsterdam were nearly as large, and for many years prior to 1909 they were greater than those of Antwerp.

Amsterdam.—The diamond industry of Amsterdam has been reviewed by Consul Frank W. Mahin.[1] About 70 establishments in Amsterdam cut and polish diamonds. More than 10 000 people are employed in the trade, of whom about 1,700 are cleavers and cutters, 4,700 polishers etc., and the remainder are engaged in other work about the offices. The workmen are divided into five classes, cleavers, polishers, turners, cutters and sawyers. The wages range from as much as $120 per week for the best cleavers to $6 per week for sawyers. The diamond workers of Amsterdam have a close organization and admit only a few new workmen under strict examinations and instruction. A beginner must be under 18 years of age, have good eyesight, and generally has to pay well for his instruction. There are some cutters outside of the organization, and the numbers are growing.

Cullinan Diamond.—The setting of the larger stones cut from the Cullinan diamond[2] in the scepter and crown of King George has been reported. The largest stone has been placed in the scepter and the next smaller one in the crown. Both stones can be removed from their mountings and worn as pendants by the Queen. The first use of these stones was at the time of the coronation of King George in Westminster Abbey in June, 1911.

Hope Diamond.—The famous Hope blue diamond has changed hands several times during the last decade. It was purchased from the Hope estate by Joseph Frankels & Sons[3] and brought to the United States in 1901. Mr. Habih, of Paris, a Persian collector, purchased the gem in 1908. In June, 1909, it was advertised for sale along with other gems belonging to Mr. Habib and was reported to have been purchased by a Paris syndicate at that time. On Nov. 23, 1910, the big blue diamond was again brought to the United States to the New York branch of the French firm of Cartier. A sale of the gem for $180,000 to Edward B McLean, of Washington, D. C., was arranged.[4] Later suit was brought by the firm of Cartier for the fulfilment of the contract of sale, which Mr. McLean did not deem valid, since, as he maintains, he was falsely informed that the Hope diamond had never been sold for less than $250 000 previously. The suit is now in the courts.

Brazilian Diamond.—According to Roderic Crandall,[5] a geologist of the Brazilian Geological Survey, a large diamond weighing 35.874 grams, or 179.37 metric carats, was sold in Rio de Janeiro in 1910. The price was equivalent to about $175 000. The diamond came from Bagagem, Minas Geraes.

Metric Carat.—The number of governments that are adopting the metric carat of 200 milligrams is increasing. The law establishing the metric carat in France[6] was scheduled to take effect on Jan. 1, 1911. An Italian law of July 7, 1910, provides that the metric carat[7] shall be used in the sale of pearls and diamonds. The use of the term carat for any other weight than 200 milligrams is prohibited. A law was scheduled to take effect in Roumania on Jan. 1, 1911 (old style), establishing the use of the metric carat as the weight by which diamonds, fine pearls and precious stones should be sold. Steps are being taken for the adoption of the metric carat in the Netherlands.[8] A similar law has already been proposed in Belgium. An agreement was made by jewelers and lapidists in France, Switzerland, Norway, Roumania, Bulgaria and Spain[1] to work for the adoption of the metric carat by their respective countries as a means of simplifying trade in precious stones.

[1]U. S. Daily Cons. and Trade Repts, April 1, 1911.
[2]Manufacturing Jeweler, Dec. 15, 1910.
[3]Jewelers' Circ.-Weekly, Dec. 21, 1910.
[4]Jewelers' Circ.-Weekly, March 15, 1911.
[5]From a lecture on Brazil before Pick & Hammer Society of the U. S. Geol. Survey, Washington, D. C.
[6]Jewelers' Circ.-Weekly, Nov. 23, 1910.
[7]Manufacturing Jeweler, Sept. 22, 1910.
[8]Jewelers' Circ.-Weekly, Aug. 24, 1910.

Diopside.

California.

Specimens of lilac-colored pyroxene, found in the vicinity of San Francisco, were kindly furnished by J. J. Kinrade. This material has been cut for gems and ornaments under the name of pink wollastonite. The mineral occurs as fibrous and columnar radial aggregations and in seams in a dull grayish-green rock. Both purple and green minerals occur in patches of light and dark color and with them are areas of nearly pure white. The contrast of colors with the good polish to which the whole rock is susceptible is pleasing. An examination of the optical properties of the mineral by E. S. Larsen, of the United States Geological Survey, shows it to be not wollastonite, but a variety of pyroxene, probably diopside. A partial chemical analysis by George Steiger, of the Survey, also indicates the mineral to be diopside. The associated greenish minerals were only partly determined under the microscope, and consist of felted fibrous masses and stout crystals of a pyroxene, diopside or augite, actinolite, etc.

Arizona.

Actinolite with a clear light-green to deep emerald green color is found associated with the peridot north of Fort Defiance, Ariz. This material has been commonly mistaken for diopside and has been called chrome diopside in several reports, and was so designated in this report for 1908. The attention of the writer was called to this error by J. E. Sheridan, United States mine inspector, and tests were made proving the correctness of Mr. Sheridan's claim. Tests were also made on similarly colored mineral found with the Navajo garnet in northern Arizona and with the peridot near Rice, Ariz. These minerals were found to be diopside, however, and to contain an appreciable quantity of chromium. Mr. Sheridan has had some of the emerald green actinolite crystals cut. They yield beautiful gems, but are rather too soft for jewelry exposed to rough usage.

Emerald.

North Carolina.

The discovery of a new emerald prospect in North Carolina during 1909 on the land of W. B. Turner, 4¼ miles S. 30° W. of Shelby, in Cleveland County, was described in this report for that year. A few additional notes were obtained in December, 1910, and are given here with a summary of the former description. The first emeralds were found loose in the soil of a cotton field, some 10 or a dozen crystals being found before any prospecting was started. Some of these emeralds were of very good color, and of fairly good quality. A few of the cabochon and drop-shaped gems cut from them have proved very pretty mounted in a necklace. A few faceted stones cut from these crystals have also been admired.

The locality is a hillside of moderate slope about 30 feet higher than the First Broad River nearby. The elevation is about 680 feet above sea level. The rocks of the region are principally gneisses and schists of great age intruded by masses of granite and diorite. In the vicinity of the emerald prospect the types of rocks are varied. There are mica, cyanite, garnet and hornblende genisses, and schists cut by granite or quartz monzonite, gabbro, diorite, amphibolite and pegmatite. The emerald occurs in pegmatite cutting amphibolite. The amphibolite is associated with a mass of basic rock which presents two phases, olivine gabbro and diorite. These rocks are in turn inclosed in biotite granite, and the latter rock includes masses and balls of the more basic rocks near the contact of the two. The several rocks are more or less decomposed near the emerald prospect and some phases of the decayed gabbro and amphibolite are difficult to distinguish from one another. The basic rocks make a dark, reddish-brown clay soil on thorough decomposition, and the granite gives a lighter-colored generally sandy soil. Minerals associated with the emeralds are albite, quartz—clear, colorless and smoky—with black tourmaline and actinolite inclusions, black tourmaline and common green beryl crystals.

At the time of the last examination there were five openings and two small ones that had been filled up. The largest working consisted of a trench over 100 feet long and from two to 12 feet in depth. The next largest opening, about seven feet east of the trench, was a pit 15 feet long, nine feet deep and seven feet wide. All of the workings were within a space of 50 feet and were in an east and west direction from one another. Decomposed and partly chloritized amphibolite and gabbro were encountered in each cut. In the largest trench four or five pegmatites were cut, most of them being small. Emeralds were found in one pegmatite only, the other pegmatites containing only quartz and tourmaline crystals. Veinlets of quartz crystals, with little if any other mineral, cut the amphibolite. Some of the quartz crystals from these veinlets are very clear and measure two inches through. Part are colorless and part smoky brown. The pegmatite carrying the emeralds is lens-shaped with irregularities in direction. In the larger pit it was 30 inches wide at the surface on the east side of the pit and 18 inches wide on the west side. At a depth of 10 feet the pegmatite was about 18 inches wide. An offset or overlapping lens of pegmatite was exposed in the east face of the pit near the surface. The pegmatite has an irregular strike approximating east and west and a dip of 80° N.

The gem-bearing pegmatite is medium to coarse grained, and is composed of quartz and feldspar, part of which, at least, is albite, with some black tourmaline sprinkled through it and an occasional emerald or green beryl crystal. The crystallization of the minerals of the pegmatite is not good, but a few partly developed crystals are found in small irregular miarolitic cavities. Crystals found in these cavities are colorless and smoky quartz, albite feldspar, black tourmaline and a little beryl. The cavities in the pegmatite are partly filled with reddish brown, greasy feeling clay, and the same material along with limonite stains has permeated joints and seams through the pegmatite. The feldspar of the pegmatite has partly decomposed in places, so that the rock breaks down rather easily. Some of the emerald crystals are firmly attached to other minerals and others are loose and may be obtained by washing the semi-decomposed pegmatite. Many small fragments and crystals of emeralds have been found this way, but up to 1911 only a very few pieces of gem emerald had been found in place in the rock, nearly all the gem material having come from the surface.

George L. English, who has assisted Mr. Turner in prospecting for the emeralds, has kindly given the following information[2] on the latest developments at the mine. The main pit has been sunk to a depth of 15 feet on the pegmatite, and another pit a few feet to the east has also exposed the "vein." In this pit the pegmatite was about five feet wide and had a dip of 15° to 20° E. A trench about 10 feet deep and nearly 50 feet east of the main pit has also cut the "vein." Several other prospects on the place have shown the presence of pegmatite but failed to develop emeralds. At one of these prospects, an eighth of a mile southwest of the main locality, an abundance of fine black tourmaline crystals, a little dark green apatite, two unidentified minerals—one a metallic mineral and the other a dark resinous one—and a blue mineral resembling crocidolite were found.

In the main pit a large pocket of emerald crystals was found at a depth of about 10 feet. Most of these were pale in color, but some were nearly equal to the pieces found on the surface. Only a few small pieces have been cut, and a faceted stone among these was sold at the rate of $48 per carat. The largest crystal found measured 2¼ inches long by five-eighths of inch in diameter, and weighed 26.2 grams. This crystal was broken into four pieces. The color, except near the termination, is pale and the crystal is deeply striated so that its color does not appear so strong as on broken surfaces. Many of the crystals from this part of the "vein" are opaque inside, but have their transparent shells of rich green color that would cut into good faceted stones of small size.

South America.

Notes on the rediscovery of certain lost emerald mines in Columbia have been given by E. B. Latham.[3] Emeralds were highly prized by the Indians of South America and were mined by them for centuries prior to the coming of the Spaniards in three districts of the present Republic of Colombia. These districts, Muzo, Cosquez and Somondoco, were widely separated. When the Spanish took possession of the country about 1555, the emerald mines also were taken up. Excessive cruelties were practiced by the Spanish

[1]Manufacturing Jeweler, Feb. 16, 1911.

[2]Personal letter dated Shelby, N. C., June 2, 1911.
[3]School of Mines Quart., Vol. 32, 1911, pp. 210-214.

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mine workers on the Indian employed in the mines. The trouble was not averted by the importation of African negroes, and in the war of independence in 1816 following, the country was so desolated that the mines of Cosquez and Somondoco were entirely lost. From that time until recently the Colombian emeralds have been obtained only from Muzo.

A Colombian named Francisco Restrepo, guided by a few hints given in ancient Spanish parchment maps, and with little or no knowledge of geology or emeralds undertook the search for the lost emerald mines. In 1896 he found traces of ancient workings and later the large workings of the lost mines. The mines are situated on a sectional ridge of the great eastern range of the Andes Mountains, at an elevation of about 9,000 feet above sea level. An old ditch, 12 to 15 miles long, with reservoirs above the mines, was found. The great open cuts and tunnels were scattered over an area six miles long east and west and three miles wide north and south. Some of the working faces of these mines measure 700 to 300 meters on steep slopes; of this about 100 meters is emerald-bearing and the rest nonproductive. The emerald region is covered by forest and jungle, which doubtless conceal other workings in the region. The climate is about that of perpetual late autumn.

AUSTRALIA.

New South Wales.—The emerald mine at the Glen in the Emmaville Division, New South Wales,[1] was reopened during 1908. About 1,000 carats of emeralds valued at over £1,600 were obtained. The largest stone weighed 60 carts in the rough. The largest stone obtained in a parcel of cut emeralds weighed six carats. Some of the emeralds are, of good quality, but the majority are pale colored.

[1]Ann. Rept. Dept. Mines New South Wales, 1909, p. 54.

(To be continued.)

Jewelry, Clocks, Watches, Silverware and Kindred Lines Exported from New York.

WASHINGTON, D. C., Oct. 8.—The following were the exports of jewelry, silverware, optical goods, clocks, watches and kindred lines from the Port of New York for the week just ended:

Amsterdam: 1 case plated ware, $150.
Barranquila: 5 cases clocks, $408.
Buenos Aires: 20 cases watches, $6,000; 48 cases clocks, $1,442.
Calcutta: 2 cases watches, $355; 26 cases clocks, $489.
Cape Town: 9 cases plated ware, $421; 90 cases clocks, $1,524.
Cartagena: 300 cases watches, $830; 3 cases clocks, $135.
Christiania: 14 cases clocks, $808.
Colon: 11 cases clocks, $348; 1 case jewelry, $355; 5 cases plated ware, $303.
Guayaquil: 22 cases clocks, $200.
Havana: 3 cases plated ware, $305; 2 cases optical goods, $323; 17 cases clocks, $643.
Hong Kong: 12 cases clocks, $145.
Iquique: 19 cases clocks, $328; 1 case watches, $460.
Kingston: 2 cases plated ware, $107; 3 cases clocks, $280.
Liverpool: 58 cases clocks, $948; 1 case plated ware, $100; 4 cases jewelry, $756.
London: 5 cases plated ware, $190; 37 cases clocks, $994; 44 cases optical goods, $11,100; 47 cases clocks, $1,298; 18 cases clocks, $816; 26 cases plated ware, $2,841; 1 case silverware, $2,925; 21 cases optical goods, $6,699; 1 case jewelers' material, $174; 2 cases watches, $1,396.
Matanzas: 1 case clocks, $150.
Melbourne: 13 cases clocks, $903; 1 case optical goods, $321.
Montego Bay: 2 cases jewelry, $198.
Montevideo: 41 cases clocks, $765.
Rangoon: 33 cases clocks, $675.
Santos: 10 cases clocks, $160.
Shanghai: 1 case jewelry, $193.
Sheffield: 7 cases jewelers' sweepings, $5,800.
Southampton: 1 case jewelry, $200.
Sydney: 574 cases clocks, $8,825; 67 cases plated ware, $4,652; 3 cases optical goods, $152.
Vera Cruz: 5 cases plated ware, $806; 156 cases clocks, $1,480.
Wellington: 14 cases plated ware, $628; 14 cases clocks, $230.
Yokohama: 1 case optical goods, $127.

Fifth Annual Banquet of the Pittsburgh Association of Optometrists Proves Big Success.

PITTSBURGH, Pa., Oct. 19.—Fifty optometrists and jeweler-opticians attended the fifth annual banquet of the Pittsburgh Association of Optometrists, held Tuesday night at the Monongahela House. Arrangements had been made for 100 plates, but a heavy downpour of rain, which began falling in the afternoon and continued until late in the night, cut the attendance in half. Those who did attend were well repaid. There was good music, splendid fellowship, and timely talks on live subjects.

Several officers of the Pennsylvania State Society were present, including William T. McConnell, president, and a former president of the Pittsburgh society. T. H. Martin, president of the Pittsburgh body, called the assemblage to order at 8 P. M., and after he offered the invocation the banquet began. The menu included assorted relishes, oysters on the half shell, consomme, fish, chicken croquettes, punch, roast beef, salad, ice cream, cake and coffee.

President Martin was the toastmaster of the occasion and congratulated the members and the officers because of the excellent support given. He spoke particularly about the gallant fight made at the last session of the State Legislature to have an optical bill passed. As it was decided at the recent meeting of the State organization to place most of the officers in western Pennsylvania, that plans might be formulated to carry on a successful legislative campaign, he believes that the much-coveted goal is now in sight.

President Martin introduced William T. McConnelll as the first speaker. He too laid great stress on the fact that the entire State is looking toward western Pennsylvania for guidance in legislative matters. He said it was not intended to carry on a quarrel with the medical men, but the optician's support is needed.

Mr. McConnell's views were that organized team work would be most effective. He spent several days at Columbia University while at the State convention, and says he found the students against the medical men. He says that they will be so long as students can be sent to support the institution by taking a course in optometry. He believes that all that can, should be induced to take the course.

Sydney Elderson, Sharon, Pa., when introduced, said he believed in union of purpose, for in union there was strength. He stated that if each dealer would subscribe 10 cents on each pair of glasses sold, to be applied to a fund to help elect representatives to the Legislature who would pledge themselves to work for the passage of a suitable bill, the money never would be missed. He referred to the fact that the medical bill in Wyoming had driven every optician out of the State.

A. C. Graul, a jeweler-optician, Sharpsburg, Pa., and a former president of the Pennsylvania Retail Jewelers' Association, the next speaker spoke most encouragingly along the line of organization, saying that in two men there were four units of strength, and so on in proportion. D. L. Cleeland, of Butler, also a jeweler optician; P. C. Yester, jeweler-optician, McKeesport; C. L. Lewis, vice-president of the association; E. T. Schaeffer, jeweler-optician, Beaver Falls; H. W. Ewalt, William J. Van Essen, of the Theodore Frey Co., and secretary of the association, and others, also gave interesting talks. The latter said he hoped to see every man in the western part of the State, affiliated in the optical business, enlisted in the work of the organization and the campaign to secure legislation to protect the interests of the trade. It was nearly midnight when the speechmaking came to an end.

The Pittsburgh Association has more than 100 members, and is monthly increasing in membership.

Assets of Harold A. Forbes, Portland, Ore., to Be Sold and Proceeds Distributed Among His Creditors.

PORTLAND, Ore., Oct. 19.—Harold A. Forbes has transferred his assets to the Jewelers' Board of Trade of the Pacific Coast, San Francisco, Cal., and the Board has agreed to distribute the money derived therefrom among the various creditors in proportion to the amount of their respective claims. The total liabilities appear to be about $17,000, while the total recoveries about $8,000.

Forbes failed about two months ago and about the middle of August made an assignment of all his assets to A. I. Hall & Son and M. Schussler & Co., both of San Francisco. These parties are creditors of Forbes to the extent of about $18,000. There was an agreement between Forbes, the parties named above, and some local creditors to the effect that the assignees would take the entire assets of Forbes' ship them to San Francisco, do what was necessary to place the stock in good condition and then pay for it the cost price of same to Forbes, less the expense they went to in transferring the stock and replating and other care of it.

The stock inventoried about $13,500, while the liabilities were listed at about $19,500.

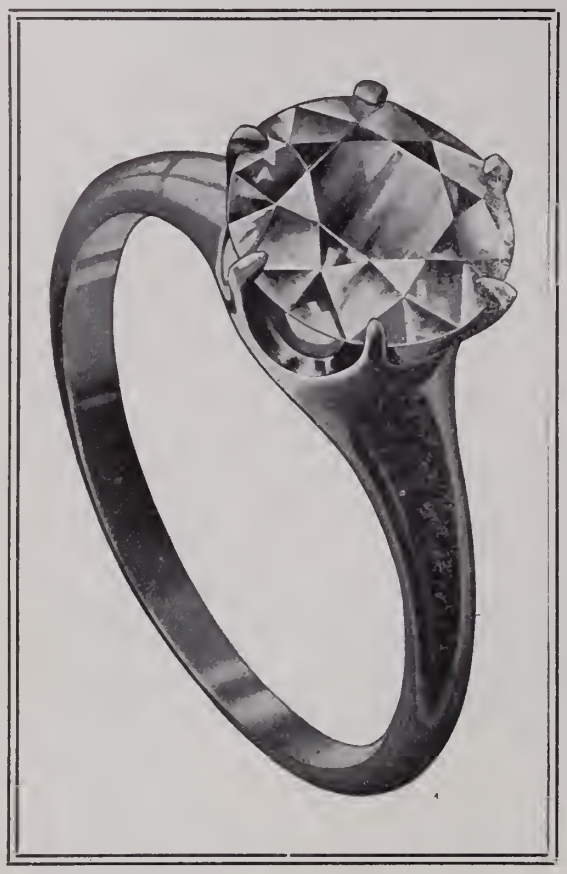
Mr. Forbes was originally a member of H. A. Forbes & Co. (Inc.), which concern was in San Francisco, Cal., from 1905 to 1906, when it was burned out at the time of the earthquake and fire. They have acted as western agents for the Dueber-Hampden Watch Works. Forbes later came to Portland and worked a year for Jaeger Bros. and in December last opened up business for himself.

Market Prices for Silver Bars.

The following are the quotations of silver bars in London and New York as reported last week:

		London.	*New York selling price, .999 Basis.*
Oct.	17	24 3-8d.	$0.55
"	18	24 1-2d.	.55¼
"	19	24 7-8d.	.56⅛
"	20	25 1-16d.	.56⅛
"	21	24 15-16d	.56¼
"	23	24 7-8d.	.56⅛

The show window in the jewelry store of Heizle & Nester in Brownville, Ind., was smashed recently and a quantity of jewelry stolen. The loot consisted principally of watches.



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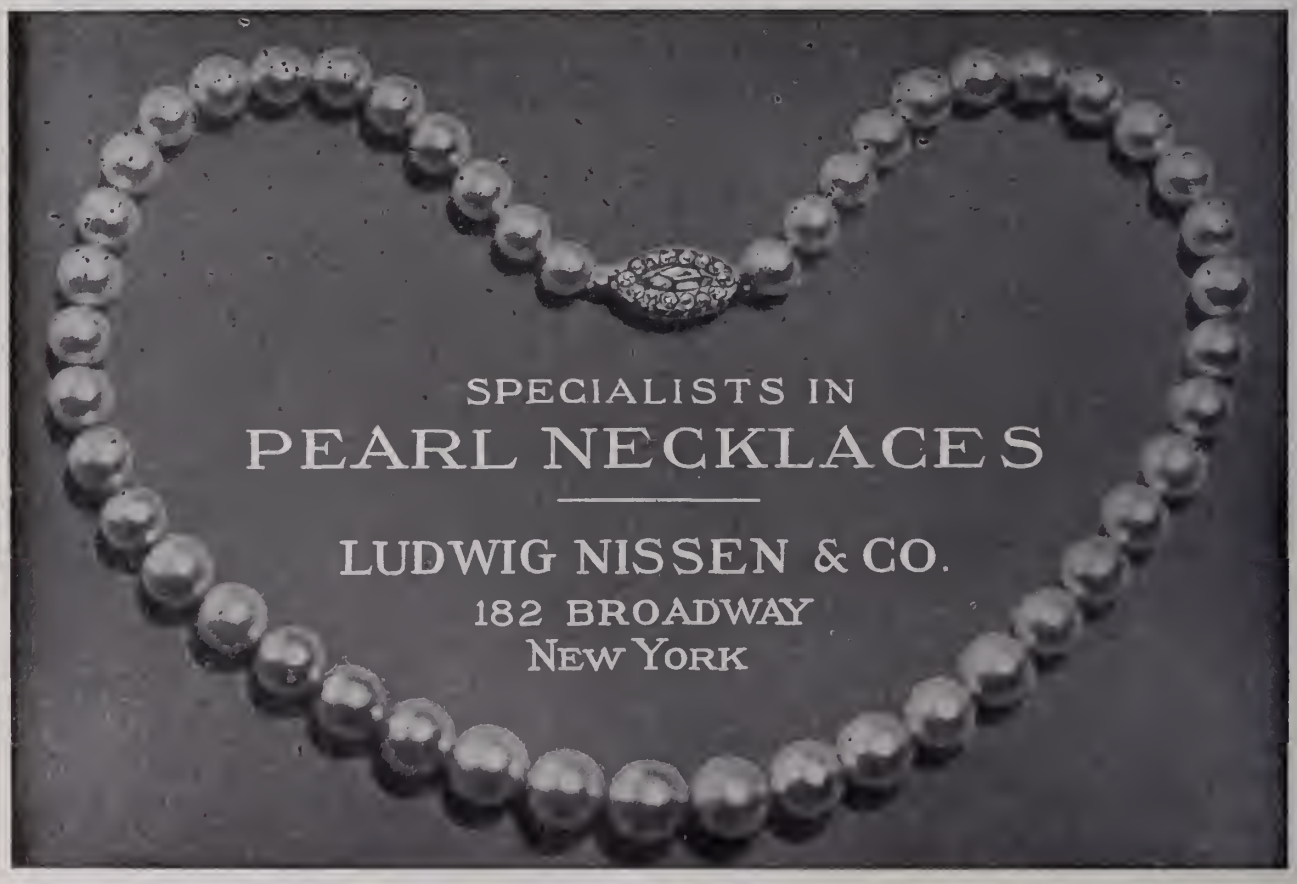
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Mesh Bags Composed Entirely of Silver Declared Dutiable at 85 Per Cent. Under the Jewelry Schedule.

After a strong fight by importers to secure lower duty on women's mesh bags composed entirely of silver, the Board of United States General Appraisers last week upheld Collector Loeb's assessment of an 85 per cent. duty on these articles. Hansel, Bruckmann & Lorbacher figure as the protestants in the test case, but the entire trade, both foreign and domestic, is deeply interested in the issue, as the difference in the duty assessed by the Government and that claimed by the importers is 40 per cent.

The merchandise in question consists of handbags, finished and unfinished, made in chief value of metal mesh, composed of sterling silver and valued at over $2 per dozen pieces. Duty was assessed by the collector at rates equivalent to 85 per cent. ad valorem under Par. 448 covering "unfinished bags, purses and other articles or parts thereof made in chief value of metal mesh composed of silver valued at $2 per dozen pieces." The importers asked for a rate of 45 per cent. as "articles or wares not specially provided for, composed wholly or in part of silver," and whether partly or wholly manufactured.

Churchill & Marlowe, counsel for the importers, argued before the Board that the merchandise is not covered by Par. 448 as assessed by the collector, because it is composed entirely of silver, and that the provisions for mesh bags and their parts in that paragraph include only such bags or parts as are in chief value of silver. It was further claimed that the intent of Congress is plainly indicated as including in that part of the paragraph in question only such bags, purses and other articles or parts thereof which are made of metal mesh composed of two or more materials of which silver represents the component of chief value.

In overruling the protest Judge Sharretts says:

It is quite apparent that counsel for the importers misapprehended the scope of the provisions of Par. 448, with regard to the merchandise in question. The words "made in chief value of metal mesh," apply to "bags, purses and other articles," while the words "composed of silver," etc., apply to the mesh and not to the completed articles. Mesh bags and purses are made by attaching the mesh to a solid frame and to bring these articles within the terms of the paragraph, the mesh must be of more value than the other parts of the articles. A mesh bag or purse composed of a gold frame or a silver frame set with precious stones, or any frame of more value than the mesh, would not fall for duty under Par 448, but were such not the case the importers' contention could not be upheld.

A case involving the same principle of law now contended for on behalf of the importers, was decided adversely to the importers by this Board *in re* Cauvigna Brush Co., in G. A. 7022 (T. D. 30634), which decision was affirmed by the United States Court of Customs Appeals (T. D. 31118). In that case the merchandise consisted of articles composed wholly of celluloid, and the importers claimed that as Par. 17 provides only for articles of which collodion, pyroxylin or celluloid, etc., is the component of chief value, the merchandise, which consisted wholly of celluloid, was not dutiable thereunder. In the decision of that case we said:

"We are not greatly impressed with this argument. Articles composed wholly of collodian are composed in chief value of that substance within the common understanding, and in accordance with the well-known principle that the greater includes the less; and if it cannot be shown with reasonable certainty that Congress intended the phrase 'articles composed in chief value of collodion' should have a restricted meaning different from the common understanding of the import of the words, we must conclude that the articles here in dispute are included in that provision."

Following the ruling in the above cited decision, we hold that the silver mesh bags and parts thereof in the case at bar are made in chief value of metal mesh composed of silver, and, upon the apthority of G. A. 7129 (T. D. 31089), we overrule the protest, the collector's decision being affirmed."

Interesting Decisions as to Duty on Hat Pins and Jewelry Alleged to be Made on Mosaics and as to Watch Bracelets.

The Board of United States General Appraisers at New York handed down a decision last week in which it denied the claim of R. H. Macy & Co., of New York, for lower duty on scarfpins, charms, cuff buttons, brooches, safety pins, necklaces and hatpins. Duty was assessed on all the articles at a rate equivalent to 85 per cent. ad valorem under Par. 448 of the act of 1909. The claim relied upon by the importers is that the articles are dutiable at 45 per cent. ad valorem under Pars. 109 or 199 of the same act. It was contended that the merchandise is set more or less in mosaics, and claim for lower duty was made on this ground. The decision says:

All of the merchandise is intended for personal adornment and if composed in chief value of brass, or if set with imitation precious stones, the collector's classification relative thereto was correct and must be upheld.

The only witness called on behalf of the protestants submitted samples illustrative of the mosaic goods, but when asked how the goods imported differed, if at all, from the illustrative exhibit, replied:

"Well, they are set more or less in mosaics, some more than others."

The sample scarf-pin submitted in evidence consisted of a brass stem and an elaborate brass head made in the form of a horseshoe in which was set an imitation turquois inlaid with colored flowers made of enamel. Considering the work applied to the brass necessary to form the scarf-pin, we are convinced that brass is the component material of chief value thereof. Of course, the relative value of brass and paste or glass in mosaic jewelry depends upon the percentage of their respective materials used in the manufacture thereof, the amount of work applied to the brass to form the particular articles being considered. The Board, after years of experience in passing upon mosaic jewelry, feels competent to determine from an examination of the exhibits the relative value of the metal and glass in such articles when the value of one of those materials is much greater than that of the other. When, however, as in the present case, only illustrative exhibits have been offered, and they not accurately representing the importation with respect to the percentage of brass and glass or paste, we must hold that the protestants have failed to establish their case.

Small mosaics made into forms suitable for use in the manufacture of jewelry almost invariably imitate some precious stone inlaid with floral or other designs, and for years they have been included among the class of goods known commercially as imitation precious stones and have been so classified for duty. In accordance with the views herein expressed, we overrule the protest, so far as it relates to the mosaic jewelry.

Hatpins with fancy heads composed of glass or porcelain, not imitating precious stones, were also a matter of protest as to the duty applicable thereto. In these the decision says:

Regarding the hat-pins invoiced as "three gross glass beads, hat-pins, stems, pear, hall and olive," we find they are composed in chief value of paste, other than imitation precious stones, and sustain the claim in the protest that they are dutiable at 45 per cent. ad valorem under Par 109 of the act of 1909.

Another interesting decision dealt with the duty applicable to watch bracelets composed of gold. The claim of Brock & Feagans, Los Angeles, Cal., which was made in the form of a protest against the assessment of duty by the collector at New York is sustained by the Board, which holds that the merchandise is dutiable at $1.85 each, and the so-called cases, which are, in fact, part of the bracelets and are commonly and commercially known as jewelry, are dutiable at 60 per cent. ad valorem under Par. 448 of the act of 1909. The collector's decision is modified accordingly.

C. H. Wyman & Co., St. Louis, entered a protest against the assessment of 85 per cent. ad valorem duty upon articles, the official samples of which show to be composed of brass, gold plated, set with imitations of precious stones (not imitation jet) and designed to be worn upon the person for purposes of adornment. The importers claimed various rates of duty lower than that assessed by the collector. On the authority of repeated decisions the Board overrules the protest and affirms the collector.

Assets and Liabilities of Harry H. Mermelstein, New York, as Shown by His Schedules in Bankruptcy.

Schedules in bankruptcy of Harry H. Mermelstein, a jeweler at 386 Grand St., New York, as filed in the United States District Court, New York, last Thursday, show liabilities of $13,848, in unsecured claims, and assets of $7,498, including stock, $5,800; machinery and tools, $700; money in the State Bank, $6.

Among the creditors whose claims are unsecured are: Korones Bros., $524; R., L. & M. Friedlander, $431; J. Macher, $100; J. Busch, $216; J. Rogers Silver Co., $218; Charles Aronowitz, $411; Leon Hirsch, $192; William Schimper, $328; John A. Nelson, $470; J. D. Bergen Co., $281; Laubheim Bros., $509; Arthur Silberfeld, $499; Irving Glass Co., $300; J. W. Rosenbaum & Co., $345; the Art Metal Works, $220; Louis Sumner, $909; I. Levinson & Son, $1,654; M. J. Dietz, $2,362; Friedlander & Bartnowsky, $444; the Leedin Novelty Co., $186; R. H. Ingersoll & Bro., $151; L. Luria & Son, $184; Baskin Bros., $160; Theodore Schisgall, $105; Fromm Bros. & Statsinger, $246; Stott Bros., $264; W. Kameras, $131; Joseph Zweigel, $420; Reynolds Bros., $179; S. Brand, $296.

A petition in bankruptcy was filed against Mr. Mermelstein last March, but he made a settlement with creditors, and the petition was dismissed. Another petition in bankruptcy was filed against him in August. Mr. Mermelstein started in business for himself about seven years ago.

Charles H. Temple, formerly in business at Sarcoxie, Mo., is now located at Portland, Ore.

The firm of Wm. P. Hilt & Co., Mott, N. Dak., has been dissolved. Wm. P. Hilt has moved to Akely, Minn.

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George Bramhall, "Automobile Clock Thief" Again Sentenced to Prison, After serving a Term on One Charge and Being Paroled on Another.

George Bramhall, a pennyweight thief, who has established a reputation as a clever crook, and who is known far and wide in the jewelry trade as the "automobile clock thief," will be unable to work his schemes on unsuspecting jewelers for some time to come. He was again sentenced last week by Judge Dike, of Brooklyn, to serve five years at Sing Sing. He had recently been released from a four years' term in a Connecticut prison and was out on parole, when he was arrested on a charge of grand larceny at Washington, D. C., and taken to Brooklyn to answer for having stolen two diamond rings from Louis Simon, 525 Fulton St., Brooklyn, five years ago.



GEORGE BRAMHALL, "AUTOMOBILE CLOCK THIEF," WHO STARTS A NEW PRISON TERM.

When Bramhall had finished his term at Westersfield, Conn., he was taken to Springfield, Mass., to answer to an old charge there. Upon a plea that he had contracted tuberculosis in prison and was a reformed man he was placed on parole, but the Brooklyn authorities, holding a charge against him also, laid claim upon him, but the authorities of the Bay State refused to surrender him. When Bramhall left Massachusetts and went to Washington, D. C., he was arrested in that city, Sept. 28, on the Brooklyn charge and brought to New York for trial.

The New York police charged that on Feb. 8, 1908, Bramhall visited Mr. Simon, the Brooklyn jeweler, to get an automobile clock, which he had left to have repaired, and that while there he snatched two rings and escaped.

The "automobile clock thief," as Bramhall is known to the jewelers, visited the store of Frederick Silverthau & Sons, New Haven, Conn., in March, 1908. He first called at the store with his automobile clock and left it to be repaired. Later he called to get the clock and at a time when the street was thronged with people he dashed out of the store and made his escape with two diamond earrings and a diamond ring, which he had been inspecting. He was finally recognized in Cincinnati and his arrest followed. Messrs. Silverthau caused him to be extradicted and he was tried and convicted at New Haven.

Jewelers in other parts of the country have likewise fallen victims of the man, who is now starting on a new five years' term in prison.

According to Bramhall's story to the police, he had an ambition to go big game hunting in the west, and, not having the money, took up a criminal career. He says he "fell in" with one of the most accomplished pennyweighters in the country and was working with him when he was arrested in Cincinnati. He refused to divulge the name of this crook, who, he says, has successfully evaded the police for five years. Bramhall says he worked with this man about three months when he was arrested. His partner scented danger in time to escape when the police closed in on Bramhall in Cincinnati.

The arrest and subsequent conviction of Bramhall was accomplished through the efforts of the Jewelers Security Alliance.

A new catalog of Theodore Schisgall, importer of clocks and art goods 116-18 Chamber St., New York, which has been recently issued, is beyond question one of the most complete, artistic and instructive that has been offered to the trade in a long time. It contains over 300 excellent half-tone illustrations, showing Mr. Schisgall's exceptionally attractive lines of imported clocks, statuary, pedestals, bronzes and electroliers, and there is a detailed description of each piece. A catalog such as this is invaluable to the up-to-date jeweler; it is indeed instructive to him, and is actually a means by which he can buy and sell. The frontispiece is a splendid half tone of Westminster Cathedral, very appropriate, indeed, because of the world-known chimes of that famous building, and coupled with the fact that Mr. Schisgall imports an unusually large number of chime clocks.

Albany, N. Y., Jewelers Propose Ordinance Requiring Auctioneers Who Sell Jewelry at Night to Be Licensed and Pay Fifty Dollars Per Week.

ALBANY, N. Y., Oct. 18.—An attempt is being made to regulate and to a certain extent prevent night auction sales of jewelry by itinerant vendors as a result of a movement by the local Retail Jewelers' Association. At the request of this association, Alderman La Grange has introduced into the Common Council an act making it a misdemeanor of retail dealers of jewelry and bric-a-brac to operate in this city without a license. The license fee provided for is $50 per week.

The proposed ordinance is in the form of an amendment to the law relating to licensed auctioneers. The new section provides that no persons except such as are actually engaged in the city as public auctioneers shall conduct auction sales of any goods without payment of $50 per week for a license. Violation of the ordinace is made a misdemeanor and subject to the payment of the usual penalty.

The Albany Retail Jewelers' Association has been agitating this for some time. The members have complained that their business has been hurt by many recent auction sales of jewelry at night after legitimate jewelry stores were closed. They claim that under conditions surrounding these evening sales, the public is in a much easier position to be swindled than at sales in the daytime, and for this reason falsely-marked and worthless goods are often disposed of. They claim that if such sales can only be conducted by legitimate auctioneers or dealers who are willing to take out a license and pay $50 per week therefor, the public will be greatly protected.

The license is to give the authorities some hold upon the auctioneer and the fee is for the purpose of discouraging the practice.

Importations at the Port of New York.

Week ended Oct. 15, 1910, and Oct. 14, 1911.

	1910.	1911
China, glass and earthen ware:		
China	$114,846	$100,664
Earthen ware	21,253	25,381
Glass ware	46,180	41,270
Optical glass	1,104	1,138
Instruments:		
Musical	22,138	26,140
Optical	11,637	11,752
Philosophical	1,214	5,854
Jewelry, etc.:		
Jewelry	27,075	21,920
Jewelry boxes	395	.....
Precious stones	955,680	931,043
Watches	36,521	51,852
Metals, etc.:		
Brones	1,919	10,495
Cutlery	41,056	45,821
Dutch metal	1,763	.....
Platina	56,833	220,011
Plated ware	136	27
Silverware	2,259	6,308
Miscellaneous:		
Alabaster ornaments	485	.....
Amber	17,899	8,743
Beads	4,068	15,589
Clocks	8,758	15,344
Fans	3,294	3,662
Fancy goods	14,482	24,050
Ivory	13,823	.....
Ivory, manufactures of	148	3,825
Marble, manufactures of	39,739	22,597
Statuary	3,715	15,595

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Bad Weather Fails to Spoil Enjoyment at Outing of Retail Jewelers of District of Columbia.

WASHINGTON, D. C., Oct. 23.—Gray skies and a heavy mist that turned into a drizbling rain failed to mar the success of the annual outing of the Retail Jewelers' Association of the District of Columbia at Great Falls, Va., yesterday. In spite of the weather, a large number of jewelers and their families turned out, while several members of the Maryland State Association were also in attendance. The feature of the day was an oyster roast, and it was feared that because of the weather this might have to be postponed; but the management of the resort, anticipating rain, put up a big tent.

Great Falls is about 16 miles from Washington. The jewelers left the city on a special car at 2 o'clock, arriving at the Falls an hour later. The trip is through the valley of Virginia and along the shores of the Potomac, and is an exceptionally pretty ride. The rain had not started to fall when the party left the city, but commenced just after reaching the Falls. This made it necessary to abandon the regular program. The members repaired to the pavilion, where they were formerly welcomed by President A. O. Hutterly, who reviewed the work of the association for the last year and also told of future plans.

Mr. Hutterly took occasion to remark that there was no better opportunity to call the attention of the members to the fact that the holiday season would soon be here, and that they would have to take special precautions against "pennyweight" thieves, who are always active at this time of year.

"Trade conditions have improved and been bettered in Washington during the last year because of the efforts of your organizations," said Mr. Hutterly. "We have successfully carried out a campaign against cut-price selling in which the jewelers lose money by the sales, and we have accomplished many other things. It is not my purpose to-day to make this a business session in any sense of the word, because we came here for an outing; but I want to take occasion to thank the members for the hearty co-operation and support they have given myself and the other officers in the different projects that have been started and successfully carried out."

Secretary Julius Duehring acted as official oyster-opener for the party. Dressed in blue overalls, Mr. Duehring was on the job early in the day and had everything in readiness when the feast began. He was ably assisted by Thomas Sanford, of Baltimore, who is regarded as the "culinary expert" of the Maryland association. Several barrels of oysters had been provided, not to mention the other barrels, and a brick stove was built especially for the occasion in order that the oysters could be roasted in large quantities.

After the roast the members returned to the pavilion, where informal addresses were made by those present. In the evening a searchlight was turned on the Falls, and at 8 o'clock the party started home.

Mr. Sanford said that the threatening weather in the morning kept a number of the Baltimore jewelers from attending, and for the same reason Milton Kohler was the only one from Hagerstown who braved the elements and came.

A number of the jewelers had never attended an oyster roast before, and the affair was something of a novelty to them. An amusing feature was the efforts made by some of the women to open the oysters, a trick that is only learned by practice.

Plans for the formation of a 24-karat club, which have been hanging fire for some time, were also discussed. A committee to arrange details and perfect the organization of this club was appointed by Mr. Hutterly some time ago, and the chairman reported that it was hoped to complete the arrangements at a banquet early in the Winter.

The outing was in charge of a committee composed of W. J. Kettler, chairman; A. D. Price, Salvatore Desio, Milton Baer, Joseph Baum, Ben Greenberg and Charles Schwartz.

Chicago Police Seek J. Wendell Loewenberg Former Jewelry Salesman.

CHICAGO, Oct. 18.—The police of this city are still looking for J. Wendell Loewenberg, formerly a jewelry salesman, who is now a fugitive from justice. Loewenberg, as noted in THE JEWELERS' CIRCULAR-WEEKLY, last week had worked for several wholesale and retail jewelry houses and was last employed by Harry Sachs, 104 N. State St., who accuses him of embezzling jewelry worth $550. Loewenberg was arrested on the charge and was released under $700 bond, but he skipped out and forfeited the bond.

Members of the trade who may know of his whereabouts are requested to communicate direct with the Chicago police department.

Loewenberg is described as about 40 years old, weighing about 135 pounds, and standing about 5 feet 8½ inches high. He has dark brown hair, sallow complexion and sandy mustache when he wears one. Among the marks of identifica ion he bears are an old scar, a cut on the ear and a fleshy mole on the left side of the neck. The portrait shown above was taken by the Chicago police department.



J. WENDELL LOWENTHAL, WANTED AT CHICAGO.

George K. Knebel, Platteville, Wis., has moved to Miami, Fla.

W. B. McCullow, former Mayor of Greenwich, O., is candidate for councilman at the coming election.

Inventor of "Hold-on" Clutch Starts Another Action Alleging Infringement of His Patent.

A bill of complaint was filed last week in the United States Circuit Court, New York, by Maximilian H. Fischer, a resident of New York, who holds a patent on certain new and useful improvements in scarf pin clutches, known as the "Hold-on" Clu ch, against Hyman J. Herskovitz, in business at 52 Chrystie St., New York, in which it is alleged that Mr. Herskovitz has infringed the patent in that he has been selling clutches for scarf pins, which embody the patent owned by the complainant, in violation of the rights secured under the patent. It is alleged that the amount of profit diverted from the complaint because of the alleged acts of the defendant reach at least $2,000. The usual injunctions and accounting and costs are also asked.

The bill of complaint recites the history of the invention, and the issuance to Mr. Fischer was of Letters Patent No. 700,412 on Reissue Patent No. 13,009. It is also recited that decrees have been entered in the United States Circuit Court in two actions which adjudicated the validity of the Reissue Letters Patent No. 13,009 and the usual injunctions were ordered against the infringers.

Indianapolis Police Seek Joseph Jaffe, Missing Jewelry Salesman Accused of Larceny.

INDIANAPOLIS, Ind., Oct. 18.—The police of this city have sent out notices offering a reward of $50 for the arrest of Joseph Jaffe, a salesman of white stone jewelry, who has been indicted by the Grand Jury on a charge of grand larceny. The reward will be paid by the Eppert Jewelry Co., 4 So. Illinois St., who are the complainants in the case, and will go to anyone who causes the arrest or gives information leading to the arrest. All information should be sent to Martin J. Hyland, Superintendent of Police.

Jaffe, who is also said to be known under the name of "Joe Russell," is about 28 years old, weighs about 205 lbs., and stands about 5 ft. 7 or 8 inches high. He has a smooth shaven face, and a reddish beard when he lets it grow; light hair, and blue eyes, of the kind generally known as "pop" eyes; also a very small mouth. He is a confirmed cigarette smoker.

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Have You Seen This Man Who Offered Philadelphia Jeweler Check Which He Could Not Cash?

PHILADELPHIA, Pa., Oct. 20.—A check swindler has probably been operating here, and at least one jeweler is among his victims, at least that is the belief in banking and jewelry circles. On the morning of Oct. 11 a man entered the store of F. L. Davis, 5143 Market St., and asked to be shown some gold watches. After a time he finally decided to buy a Hamilton 12 S. watch valued at $50. He offered the jeweler a check on the Market Street Title & Trust Co., a bank directly opposite the jeweler's store, and at the same time he submitted to Mr. Davis his bank book, showing a balance of $3,250. The jeweler was convinced of his reliability on the strength of this information and accepted the check for the watch. The man gave an address, 358 Felton St., in case he would require other trinkets during the holiday season, and Mr. Davis registered him as a possible future customer.

The transaction completed the jeweler decided to cash the check at once, and crossing the street he offered it at the bank. There he was informed that the man had just deposited a check for the amount, but it was made out on a Cleveland bank, and that it would take three weeks before they could get word, and that Mr. Davis would have to wait until that time before they could cash the check.

By this time the jeweler's suspicions were aroused, and whatever faith he had left in his customer was shattered when he learned that the man had given the bank a name that did not tally with the one he had given the jeweler a few minutes before. The name given the bank was George H. Randall, 510 Wanamaker St.

Mr. Davis describes the man as being about 5 feet 10 inches tall, weighing about 180 pounds. He was about 40 years old, was well dressed and clean shaven. His nose, a prominent feature, is emphasized by his wearing glasses which he kept fingering during his stay in the store. The glasses were newly acquired and had left sore spots where the guards rubbed.

Hungry Thief Tells Detective How He Disposed of $1,000 Ring Stolen from Altoona, Pa., Jeweler.

HARRISBURG, Pa., Oct. 21.—In order to have his hunger appeased by a dinner at Detective White's expense, William Hubley, aged 60 years, known to police circles in this city and York, confessed last week to Detective White that he had "lifted" a $1,000 diamond ring at the store of C. W. Sellers, in Altoona. He said he came to this city and pawned the ring, later going to Lebanon and pawning the ticket given him by the Harrisburg pawnbroker to a Lebanon pawnbroker, who later came to Harrisburg and secured the ring by paying $275 and the interest.

Detective White went to Lebanon, secured the ring and placed it in a vault in the People's National Bank, at Lebanon, with instructions to deliver it to the owner following Hubley's conviction and on an order from the court. Hubley has been taken to Altoona for trial.

He obtained the ring Sept. 25 while posing as a wealthy Harrisburg contractor. His well-dressed appearance, age and clean-cut manner impressed the Altoona jeweler, and when Hubley made a request to look over the stock of diamond rings, the jeweler was not slow in displaying his best. Hubley picked out a diamond ring valued at $1,050 and said he would like to show the ring to his wife, who was stopping at a hotel nearby. The jeweler acquiesced and Hubley boarded a train for Harrisburg. He pawned the ring at a Market St. store for $200, and a day later called at the store and raised $75 more on the stone. Then he went to Lebanon and from there to Allentown. Returning to Lebanon, Hubley disposed of his pawn ticket for $75.

Burglars Break Into Cleveland, O., Jewelry Store and Escape with $1,000 Worth of Loot.

CLEVELAND, O., Oct. 21.—The first theft of any magnitude in Cleveland within the last six months occurred Wednesday night, when thieves entered the store of A. H. Glaser in the new Euclid Arcade and made good their escape with about $1,000 worth of merchandise. The theft occurred at an hour when ordinarily many people would be passing through the Arcade, and inasmuch as it is patrolled regularly, it was a bold and daring robbery.

Entrance was gained when the thieves pried open a window in the shop which is situated on an alleyway leading from Prospect almost through to Euclid. Once in the shop it was an easy matter for the man to get into the store proper. It was evident that caution was exercised when the transom was opened, as two chairs stacked up against the door so as to enable the one at work on the inside to escape by the front way if the rear exit was shut off.

According to a statement made by the night watchman, he had tried the door at 10.01 and had found everything securely locked, and at 10.15, when he had completed his round he discovered that the transom was unlocked. He investigated, and immediately realized what had occurred, and notified Mr. Glaser, who was attending a performance at a nearby theater. The jeweler took a hurried inventory and declared his loss to be about $1,000, not insured. The stolen goods consist mostly of mounted diamonds and cameos.

The police believe that it was the work of professional thieves.

Government Statistics Said to Show Falling Off in Production of Gold During 1910.

WASHINGTON, D. C., Oct. 21.—Figures compiled by the Bureau of the Mint, in conjunction with the Geological Survey, show that gold production in the United States is falling off. In 1910 the production was $3,404,300 short of the previous year.

The Alaska production of placer gold, which is always subject to more or less fluctuation, is over $4,000,000 less than the previous year. Nevada made the most notable gain of any State, the increase being nearly $2,487,500. The Nevada figures also show an increase of 2,246,000 ounces of silver, making a new high record for the State in the two precious metals in recent years.

The total value of gold mined in the United States for the year was $96,269,100. Silver production is on the increase, the increase in value shown by the figures being $1,304,856.

Dissensions Between Missouri and Illinois Stockholders of Imperial Clock Co., St. Louis, Result in Appointment of Receiver.

ST. LOUIS, Mo., Oct. 20.—Trouble between the Illinois and Missouri stockholders of the Imperial Clock Co., heretofore in business at Granite City, Ill., culminated Thursday in an attempt to cart the machinery and stock of the company from Granite City to St. Louis, the issuance of an injunction restraining the Missouri stockholders from doing that, and the appointment of a receiver. The trouble grew out of differences of opinion as to whether the factory should remain in Granite City or should be moved to St. Louis.

Gunnar Carlander, president of the company, and R. E. Hayes, the secretary, live in St. Louis. P. H. Huck, of St. Genevieve, Mo., one of the stockholders, is acting with them. Opposed to them are F. A. Garesche, Mayor of Madison, Ill., and George Craig, Dr. W. S. Grayson, Clarence Lyle and Harry Faulkner, of Granite City. Application was made to Judge B. H. Bamby by the Illinois stockholders for an injunction after the Missouri stockholders had removed $500 worth of equipment and stock from the factory and taken it across the river. While the judge was holding a night session at 11 o'clock to take up the injunction matter, a truck drove up to the factory for another load.

An extra guard was appointed at once to reinforce the one on duty and extra locks were placed on the doors. Judge Bamby appointed Faulkner as receiver of the company. The clock company, as originally incorporated, was subject to the Illinois laws. Within the past week the Missouri stockholders and officers have reincorporated the company in Missouri. The Illinois stockholders allege that the purpose of this is to oust them.

The stock of the company is valued at $25 a share and the capitalization is $100,000. When the concern was organized three years ago the capital stock was $25,000. Later this was raised to $75,000 and the new valuation of $100,000 was given at the reincorporation.

Jewelers' Gold Bars Withdrawn and Exchanged at New York.

Week ended Oct. 21, 1911.

The U. S. Assay office reports:

Gold bars exchanged for gold coin	$620,490.89
Gold bars paid depositors	90,870.30
Total	$711,361.19

Of this the gold bars exchanged for gold coin are reported as follows:

Oct. 16	$133,527.79
" 17	118 447.66
" 18	76,877.10
" 19	122,944.57
" 20	107,597.12
" 21	61,096.65
Total	$620,490.89



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Joseph and Jacob Goldberg Found Guilty of Robbing Store of Samuel E. Ullian After Accomplice, Harris Rothstein, Testifies Against Them—Rothstein Pleads Guilty and Fourth Prisoner Will Not Be Tried.

BOSTON, Mass., Oct. 19.—A verdict of guilty was returned to-day by the jury in the Superior Criminal Court against Joseph and Jacob Goldsberg, who were charged with breaking into the jewelry store of Samuel E. Ullian, 1113 Washington St., Feb. 27, 1910, and stealing therefrom goods valued at $15,000.

The extreme penalty for breaking and entering is 20 years, but as counsel for the defendants gave notice of his intention to ask for a new trial, Judge Ratigan deferred sentence in order that counsel may have time to file his pleadings.

The court room was crowded to its utmost capacity when the jury filed into their seats this morning, a sealed verdict having been given to the court after the jury men had been out from 3.25 P. M. to 8.45 P. M. the preceding day. Mr. Ullian himself was present when the verdict was read, and appeared to be perfectly satisfied with the finding of the jury, although he declined to make any statement on the case until after sentence has been imposed.

The two defendants, who betrayed extreme nervousness as they were led from the detention room to the cage in the court room, were tried on an indictment containing three counts, the first for breaking and entering and the other two for burglary and for receiving stolen goods.

In accordance with instructions from Judge Ratigan, that if the jury found the defendants guilty on the principal charge —breaking and entering—they need not consider the minor counts, the jurymen declared the Goldbergs not guilty on each of these counts.

Two others were arrested in connection with the robbery. One of them, Harris Rothstein, at the beginning of the trial pleaded guilty of participation in the break and will be sentenced later. With the Goldbergs he was arrested in New York some months ago, the trio jumping bail and fleeing to Europe. The Goldbergs were located in jail in Austria, and Rothstein was found in Russia and extradited. The other Stanislaus Krasouski, who was arrested in New York for having some of the stolen jewelry in his possession, will not be tried and will be liberated now that the need of his services as a witness is ended. Both he and Rothstein turned witnesses for the Government.

J. R. Lucas, Ogallala, Nebr., Seeks to Settle Claims at 20 Cents.

OGALLALA, Nebr., Oct. 18.—J. R. Lucas, a retail jeweler, who has been connected with the trade for many years, is offering creditors a settlement on a basis of 20 cents on the dollar as a result of business troubles that have been going on for some time.

Mr. Lucas began business at Rockwell City, Ia., moved from there to Paxton, Nebr., in 1895, and returned to Rockwell City in the following year, where he was head of the firm of John R. Lucas & Co., and later of the firm of Lucas & Hartung, which dissolved in 1902. Mr. Lucas continued alone until 1906, when he sold out, and in March, 1908, moved to Ogallala, where he succeeded Elmer Chamberlin. While here he was for a while a member of the firm of Lucas & Ballou, which firm he succeeded.

He was burned out in March of this year and suffered a severe loss which his insurance did not cover, since which time he has been badly hampered financially.

Peculiar Methods Alleged to Have Been Adopted by Jeweler and Pawnbroker of St. Louis, Mo., to Stimulate Business.

ST. LOUIS, Mo., Oct. 21.—Depositions that are being taken in the suit of Henry Gallant against Charles Gorges, growing out of the sale to Gorges of the jewelry and pawnbroker business of Gallant at 1416 Market St., throw light on a peculiar method of stimulating the jewelry business when times are dull and purchasers are few.

Gallant, who has accumulated a fortune and lives at 3017 Hawthorne Ave., in an elegant home, sold the business to Gorges in March at an appraised value of $105,000. He gave in payment the Euclid Terrace apartments, at Euclid Ave and the Suburban Railway, subject to an indebtedness of $55,000, and gave notes for $50,500 for the rest of the purchase price. These were secured by a deed of trust on a string of flats at Lake and McPherson Aves.

When one of the notes fell due in July, Gorges refused to pay it. Attachments were filed against him and part of the property was removed from the store. Gallant filed suit on the note, which was for $10,000, and Gorges filed a counter claim, setting up that the stock was worth only about $65,000, and that a large part of the appraised valuation was based on fake pawn tickets and bogus bills of sale issued by Gallant and given to vendors to dispose of.

The depositions now being taken bear upon the latter allegation and afforded some explanation of the difficulty that regular jewelers have in selling jewelry and diamonds at right prices.

Gallant, according to the depositions, had vendors working among millionaires and among the poor. The method was to issue a ticket on an article of small value and turn it over to the vendor, who would pretend that he had pawned the article for the amount stated on the ticket and try to sell the ticket, on the plea that he could not afford to redeem the article and did not want the pawnbroker to have it.

The vendor kept the amount he received and Gallant profited largely by selling a cheap article at a high price and collecting "dues."

Edward E. Moran testified that he had been selling the tickets since 1906 and he often sold as many as 15 in a day. He testified that the largest ticket he ever sold called for goods purporting to have been pawned for $75. He obtained $5 for the ticket. He said that he made about $300 a year from the sale of the tickets and that the value of the goods "redeemed" by the purchasers amounted to about $5,000 a year.

Charles Costello testified that he sold tickets for Gallant from 1906 to June, 1910, and that his average income was $25 a week. The smallest ticket he sold called for goods of the supposed value of $15 and the largest called for goods of the supposed value of $50. Both stated that Gallant gave them tickets in bunches of four and five as often as they called for them and they often called more than once a day.

After one of the purchasers had Gallant arrested, he changed his method, according to Costello. Instead of pawn tickets he issued "billheads," purporting to show that goods had been bought, part payment made and that they were held for the balance due.

"Probably the figure $35 would be put down," Costello testified, "and under that a 'payment' of $10 would be noted, showing a balance due of $25. Then Gallant told me to go out and sell these billheads. He told me to say to the prospective investor that I had purchased a diamond ring for a birthday or Christmas present and had paid $10 on it and was not able to pay the balance. Then whatever the victim would pay me for the memoranda I was to keep. Gallant made his profit when the goods were claimed by the purchaser of the billhead."

The pawnticket game is familiar, but the sale of "billheads" is something that regular jewelers did not know they had to contend with.

A. L. Bloomquist Reopens His Store at Webster, S. Dak., After Settling Mortgagee.

WEBSTER, S. Dak., Oct. 18.—A. L. Bloomquist, whose stock was recently reported in possession of a mortgagee, has returned to this town, settled all his indebtedness with the mortgagee and is continuing business.

According to a statement by Mr. Bloomquist, the reports that he had left town permanently were without foundation and the mortgagee acted precipitately on incorrect information. Mr. Bloomquist has an interest in a drug and jewelry business at Lankin, S. Dak., in which he sold a two-third interest, and he was forced to go to Lankin to look after his interest there. While away from Webster he put away his diamonds and some of his valuable stock in order that it would be safe until his return. Mr. Hart, who held a chattel mortgage for $2,200 on some stock, took possession of the store in his absence.

Mr. Bloomquist has now returned, settled up part of the indebtedness due with Mr. Hart and resumed business with his full stock.

The bankrupt stock of the Snyder jewelry store, El Paso, Tex., has been bought by A. L. Richards, who was formerly engaged in business in that city. Mr. Richards is planning to reopen the Snyder store.

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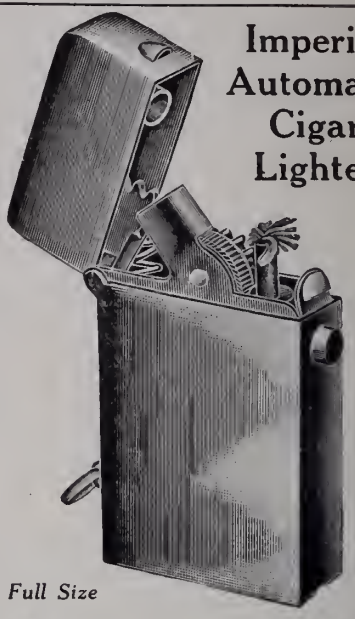
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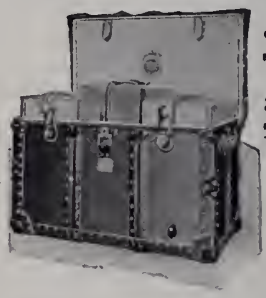
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Morris Eisenstadt, St. Louis, Mo., Takes Trip Through the Clouds in an Aeroplane.

St. Louis, Mo., Oct. 21.—Morris Eisenstadt, of the Eisenstadt Co., has joined the ranks of the aviators. More than that, he is likely to be one of the first private owners of an aeroplane of his own, if his enthusias ic declaration at the end of his first flight is to be taken at its full mean ing.

Mr. Eisenstadt took a sail through the clouds as the guest of Walter Brookins at Kinloch Park Thursday, in the presence of a large crowd that had ga hered for aviation events. The flight of Mr. Eisenstadt was one of the principal events of the day. Brookins took him through all the dips and glides in his repertoire and the jewelry man kept his nerve like a veteran aviator.

When the machine re urned to the earth and Mr. Eisenstadt was asked how he had enjoyed his ride, he exclaimed, "Fine; I think I will have to get an aeroplane for myself."



MORRIS EISENSTADT IN WALTER BROOKINS' AEROPLANE.

The opportunity to take a flight has been open to all comers during the aviation meet, but only a few have had the conrage to take advan age of it.

Little for Creditors of Samuel Grusd, Chicago, Who Goes Into Voluntary Bankruptcy.

Chicago, Oct. 21.—Samuel Grusd, a retail jeweler of 6036 S. Halsted St., has filed a voluntary petition in bankruptcy. He has liabilities of $2,279.13 and nominal assets of half that amount.

Creditors in the jewelry trade enumerated in his schedules include: Rockford Watch Co., $22; Associated Silver Co., $31; New Haven Clock Co., $37; S. Glickauf & Co., $108; Krengel Bros., $168; Baumgold Bros., $250; B. Schuette, $382; Emil Braude & Bro., $519.

In addition he owes money for rent and $200 to M. Grusin and $275 to A. Kaplan for borrowed money. Ike Grusin has a chattel mortgage on his furniture and fixtures for $450. The bankrupt has a life insurance policy for $1,000 on which he paid three preminms and on which he also borrowed $87, leaving no equity in the policy. He claims a stock of $550; household goods, $250; machinery and tools, etc., $250. He claims $400 worth of jewelry as exemption under the act.

After the chattel mortgage is settled and the exemption is deducted there will be practically nothing for creditors.

How Pearls Appreciate in Value.

A British exchange recently, in commenting on the sale of the Marlborough jewels at Christie's, London, last July, called attention particularly to the appreciation in the value of pearls as was manifest by this sale. As an example the paper cited the sale of 41 well-matched pearls and pendant which realized £16,100, and at the same time noted the fact that when the Duchess of Marlborough purchased these articles from Messrs. Carrington in 1894 she gave only £4,400 for them.

In another instance pearls which sold at this sale for £7,000 had previously been bought for £6,000, while a rope of 402 pearls for which £2,500 was paid had been purchased some years ago for £1,350. Still another example cited was that of a pearl scarf pin which sold for £1,180, which was an advance of £500 over the price originally paid by the late Charles Worthamer.

Bids to Supply the Navy Department with Comparing and Stop Watches.

Washington, D. C., Oct. 21.—The Navy Department received the following proposals for furnishing watches, for which proposals were invited to Oct. 17:

For 25 comparing watches—F. E. Brandeis Sons & Co., $14; Knickerbocker Watch Co., $11.50; Henry C. Karr, Washington, $12; Edwards & Zanner Co., Washington, informal.

For 25 stop watches—F. E. Brandeis Sons & Co., $33.75; Berry & Aikens, Philadelphia, $27.99; Henry Freund & Bro., New York (a), $24, (b), $16.50; Henry C. Karr (a) $37, (b) $28.50.

W. A. Persey, of Washburn, N. Dak., has retired from business at Washburn, N. Dak., and has removed to the Pacific Coast.

Meeting of Creditors of the Jewelers' & Silversmiths Co., Bankrupt, Held in Providence, R. I.

Providence, R. I., Oct. 21.—A meeting of the creditors of the Jewelers' & Silversmiths' Co., of this city, was held at the office of the referee in bankruptcy, Chester W. Barrows, a few days ago, but it was evident from the condition of affairs that the creditors would probably realize very small dividends upon their claims, if anything at all. The failure of Max Tannebaum, treasurer of the company, which was adjudged bankrupt by Judge Arthur L. Brown in the United States District Court for Rhode Island, on Sept. 18 of this year, to file a schedule of assets has virtually tied up the settlement of the company's affairs for the present, and an indefinite delay faces the creditors until the trustee eventually sells the property. But it is believed that the proceeds will not be more than sufficient to cover the expenses of litigation and receivership.

This condition of affairs developed at the creditors' meeting, the mee ing having been called because of Mr. Tannebaum's failure to comply with the order of the referee to provide the schedule of assets and liabilities. Mr. Tannebaum was also expected to be present for the purpose of an examination as bankrupt. According to information which some of the credi ors have, he is believed to be in New York, and is therefore without the jurisdiction of the local authorities.

The referee has been able to secure only a partial list of the creditors, numbering about 30, with claims approximating about $10,000. These claims were allowed, and Philip V. Marcus, a young attorney in the office of Barney & Lee, who has been acting as receiver since the adjudication, was appointed trustee with a bond of $500. Harry M. Mays, of the Metal Products Corporation, and Ederard Appleton, an attorney, were appointed appraisers. When the work of appraising is completed the trustee will file a petition to sell the property, and the proceeds, if any, after paying of expenses, will be apportioned among the creditors.

American Adjustable Hat Pin Co., Providence, R. I., Makes Assignment.

Providence, R. I., Oct. 21.—Thomas Whitehead and Frederick A. Boyer, doing business at 7 Beverly St., this city, as the American Adjustable Hat Pin Co., yesterday made an assignment to Henry D. Glendinning, an attorney at 75 Westminster St. No cause for the assignment is given and no statement has been made as to the assets or liabilities. It is not believed, however, that they are very large.

About a month ago Messrs. Whitehead and Foyer withdrew from the American Adjustable Hat Pin Co., Inc., at 12 Beverly St., and began business under a similar style and name, eliminating the Inc. They took the shop formerly occupied by the N. Barstow Co. and began the manufacture of bracelets, tie clasps, gold crosses and similar goods.

J. R. Brooks, Greenfield, Tenn., has moved to Hickman, Ky.

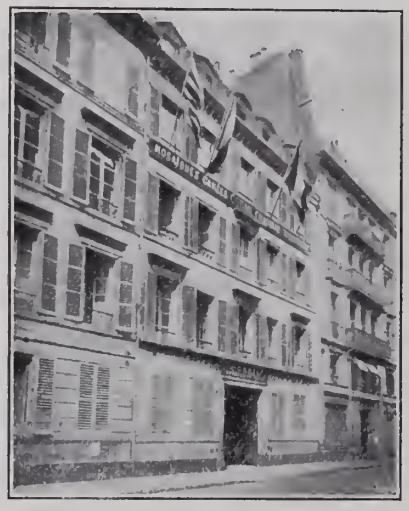
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Bankruptcy Proceedings Against Simons, Bro. & Co.

Petition Filed By Banks, Naming Old and Well Known Philadelphia Concern, May Be Fought Unless Insolvency of the Firm is Apparent—No Receiver Appointed Yet and Investigation is Now Being Made By the National Jewelers Board of Trade.

PHILADELPHIA, Pa., Oct. 20.—A petition in bankruptcy filed Tuesday last in the United States Circuit Court here against Simons, Bro. & Co., one of the oldest silverware and manufacturing jewelry houses in the country, and one of the most prominent concerns in the trade in this city, came as a surprise to the members of the local trade, none of whom had had any reason to question the financial standing of the Simons concern. In fact, it may be safely said that it was almost an equal surprise to the members of the firm made defendants in the Bankruptcy Court, and it is even possible that the whole proceeding will turn out to be a serious mistake.

The petition, which was filed just as THE JEWELERS' CIRCULAR-WEEKLY was going to press last Tuesday, was presented to the court by three banks, the First National Bank of Philadelphia, on a claim of $125,458.64; the First National Bank of Media, claiming $33,700, and the Bank of North America, claiming $25,280. The usual allegations in bankruptcy were made, to the effect that the firm made preferential payments, was insolvent, etc., but the preferential payments are denied by the members of the concern, and its insolvency has yet to be determined.

Roughly speaking, the house owes about $200,000 to banks, about $15,000 for bullion and about $30,000 or more to merchandise creditors in the jewelry trade. With only the banks has there been any question of pushing the firm for a settlement, as the merchandise creditors all appear to have the friendliest feelings towards the members of the Simons house, and are willing to do everything in their power to see that it has a chance to continue.

According to the stories current here, it looks as if the banks had taken the opportunity to force their claims because they were fairly sure of being able to collect in full or nearly full, owing to the personal endorsements of the members of the firm on the notes, which will practically make good any deficiency should the winding up of the estate in bankruptcy mean less than 100 cents on the dollar. However, under these conditions, the merchandise creditors would be the only sufferers, besides the firm, whose business would be wiped out by such action. The banks, it is said, claim that their action in due to the National Bank Examiners insisting they demand payment on the largest loans. But whether this is true or only an excuse has not been ascertained. If the banks expected to jump in and sacrifice the business by selling it out under a receiver they have been thwarted to some extent because the application for a receiver of the business had been temporarily delayed, or at least postponed for another week.

The general impression here seems to be that the concern is solvent, and the National Jewelers Board of Trade, of which Simons, Bro. & Co. were members, commenced an investigation, and as soon as the bankruptcy petition had been filed Mr. Stone, secretary of the board, came here and started an investigation to determine the condition of the firm. He has put accountants on the books, and a full inventory is being made.

When the application for a receiver came before the United States Court to-day it was opposed by Mr. Stone, and the attorney for the National Jewelers Board of Trade, who asked that such appointment be deferred until the condition of the firm was known. The banks then agreed to a postponement during the investigation. If this investigation satisfies the officers of the National Jewelers Board of Trade that the concern is solvent, the bankruptcy petition will be fought. It is safe to say that even if the Messrs. Simons do not put in an answer denying the insolvency such an answer will be put in by the board in behalf of the creditors.

In any case an attempt will be made to continue the business of the concern over the holiday season, as it would appear ridiculous to stop the business at its busiest time of year and when it can realize most successfully on its assets.

When seen at the office of the company, 616 Chestnut St., by THE JEWELERS' CIRCULAR-WEEKLY, Frederick M. Simons, president of the concern, was reluctant to make a statement as to the action of the banks or the action of himself and his associates in meeting the charges of bankruptcy. Inasmuch as an investigation was now on, he thought it would be better to wait until the question of bankruptcy had been determined before committing himself. Also he did not wish to make a statement in regard to the assets of the concern now for the same reason, though he admitted that the liabilities were about $240,000 or $250,000, divided approximately as mentioned above.

The house of Simons, Bro. & Co., is one of the oldest of the trade, and has been in business here for over 76 years. The concern manufactures thimbles, silverware and jewelry, and at one time was in the retail business as well. The business was conducted as a co-partnership until July, 1906, when it was incorporated under the old firm name, with $300,000 capital, the officers being F. M. Simons, president; Edward S. Simons, vice-president, and Duffield Ashmead, secretary and treasurer. The house has quarters at 611-613 Sansom St. and 618 Chestnut St.; also offices in New York at 13 Maiden Lane and 320 Fifth Ave.

From one who stands close to the members of the concern it was learned that about the time the concern went out of the retail end, a few years ago, they owed considerable money. Through one of the banks they discounted a large amount of paper, which enabled them to liquidate obligations at that time, and they steadily reduced the debt until about a year ago last July. At that time the Merchants' National Bank consolidated with the First National Bank of Philadelphia, and this changed the relations between the firm and the bank, which had prior to that time been very friendly.

The jewelry end of the business has been sold out to the firm of Hoover & Smith, which sell at retail, but Simons, Bro. & Co. has continued its line of manufacturing silverware, novelties, gold chains, umbrellas, presentation swords, etc.

Secretary E. N. Stone, of the National Jewelers Board of Trade, made the following statement regarding the situation to a reporter for THE JEWELERS' CIRCULAR-WEEKLY: "The concern owes about $265,000, of which about $200,000 is to banks and trust companies. At the request of the debtor the National Jewelers Board of Trade took the matter up and opposed the appointment of a receiver before an investigation had been thoroughly made. The attorneys for the banks consented before the court to the postponement of the appointment of a receiver for a week. An investigation is now being made under the supervision of the National Jewelers Board of Trade."

Mr. Stone said that he did not know the figure on the assets, and added that the debtor claimed to be solvent.

H. R. Mester, Atchison, Kans., Offers Creditors a Settlement at 30 Cents Cash.

ATCHISON, Kans., Oct. 20.—Henry R. Mester, a jewelry at 420 Commercial St., who is in financial difficulties as a result of a few firms pressing for payment, has offered his creditors a settlement on a basis of 30 cents cash, or 33⅓ per cent., Jan. 1, with a chance of additional payments of 20 per cent. every 90 days thereafter until the claims are paid.

Mr. Mester, who has been in business in Atchison since he came here from Afton in 1893, is a practical jeweler of much experience, but for some time has been hampered for lack of capital, and also by domestic troubles. In a statement which he makes to creditors he says he now owes for merchandise about $2,526, and owes banks for $425 and $125. Against this he has stock over and above his exemptions of $740, tools $125, material $115, fixtures, etc., $86, work finished and unfinished about $46.

Mester says that his business is more than $1,600 per year, and that as his family troubles are now over, he feels that if he is given time and a chance to get through the holidays he may be able to pull out of his difficulties. He claims he does not wish to go into bankruptcy unless it is forced upon him.

Some of the merchandise indebtedness is due now and some due Jan. 1, but four creditors are at present pressing for payment. If he does not make a settlement he will be forced to go into bankruptcy in order to protect his assets.

William E. Church will continue the business of Halett & Church at 64 Ford St., Ogdensburg, N. Y. The bulk of the stock has been closed out at auction. Mr. Church has ordered new store fixtures and stock.

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J. H. Lepsch, Ridgeway, Pa., Jeweler, Acquitted of Fraud Charge Made by Express Company He Had Successfully Sued.

PITTSBURGH, Pa., Oct. 21.—The jury in the United States Circuit Court which has been trying the case of J. H. Lepsch, the Ridgeway jeweler charged with fraud by the Adams Express Co., has acquitted the jeweler. The jury retired at 3.30 P. M. yesterday and were locked up for the night when they did not bring in a verdict. It was expected that a verdict would be rendered this morning when the court opened and his surmise proved correct, as at 10.35 the jury came into court with their decision that the jeweler was innocent of the charge.

PITTSBURGH, Pa., Oct. 23.—The United States District Court opened last Monday and the case against J. H. Lepsch, a jeweler of Ridgway, Pa., charged with using the United States mails to defraud, was the first taken up at the October term. The trial against the jeweler lasted until late Friday afternoon and was resumed to-day on the opening of court. The trial has attracted a great deal of attention and has occupied more time than any similar case that has been tried in the United States Court at Pittsburgh in years. He is charged with fraud by the Adams Express Co., against whom he brought suit for the loss of diamonds in transit.

Many accusations and counter charges were brought out in the testimony, but with unbiased persons the impression prevails that the Government will have a hard time convicting the jeweler, who protests his innocence. Lepsch has already secured judgment against the Adams Express Co. for $3,000 at the trial of his suit in the State courts.

As was told in previous reports published in THE JEWELERS' CIRCULAR-WEEKLY, Lepsch wrote a letter to W. O. Hulbert & Sons, Philadelphia, stating that he had forwarded a package of diamonds by express for appraisement; that he wanted to secure a loan on them. When the package arrived in Philadelphia, there were no stones in it, and Lepsch was notified. The latter brought suit against the express company for the value of the goods and secured judgment in the county court at Ridgway. In the meantime the express company charged him with swindling, and on its complaint the Government brought an action against Lepsch in this district.

According to Lepsch, the diamonds were originally obtained from a customer, J. S. Schwartzchild, of Bradford, Pa., as surety for a loan of $500, and that these diamonds were lost by the express company. The Government's allegations are that the diamonds claimed to have been delivered to the express company never were placed in the package. J. F. Leyer, of Ridgway, agent there for the Adams Express Co., which received the package, was sworn, and testified that a package was received at his office Feb. 10, 1910, and said that at the time Lepsch gave a valuation of $2,000. On the following day, he said, Lepsch notified him that he had received a telegram stating that the diamonds were not in the package on its arrival at Philadelphia. The condition of the package on its receipt and other matters were gone into carefully, Attorney John Marron, a celebrated lawyer in Pittsburgh, interposing numerous objections to the examination on the part of John H. Jordan, United States Attorney at Pittsburgh.

John A. Linder, the driver who carried the package from the Ridgway express office to the train, also was subjected to a severe cross-examination. He said that he had been given the package at 6 o'clock and placed it in a drawer in a wooden desk in the office. It developed that the driver left the employ of the company shortly after the trouble about the Lepsch package. He declared he did so, however, to obtain a better position.

The defense brought out some rather damaging testimony against the Government's witnesses. Opening for the defense, Attorney Marron asked the jury to find that the diamonds had been abstracted from the package which Lepsch had shipped to Philadelphia.

At Friday's session of the trial, Fred C. Ambrose, a clerk at the Hotel Henry, was called by the defense to disprove testimony offered by the Government to the effect that Lepsch had been to the hotel in February, 1910, and had written letters from that place regarding the forwarding of mail addressed to a man named Swartzchild, this being the name of the owner of the diamonds alleged to have been shipped to Philadelphia.

The most damaging testimony against the Government's contentions, however, was offered when Miss Elizabeth Lepsch, a sister of the defendant, said she overheard a conversation in the store of her brother, in which Post Office Inspector Johnston told her brother that, if he did not withdraw the civil suit for damages for loss of the diamonds, that the United States Government would arrest him.

Under cross-examination she admitted that she had not testified to that conversation during the trial of the damage suit in Ridgway against the express company.

A large number of character witnesses were called by Lepsch, who gave him an excellent reputation and character. Lepsch also produced witnesses during the week to prove he had placed the diamonds in the package he sent to the express office. Considerable time also was spent in rebutting the testimony of witnesses, and when the court adjourned Friday night, it was thought that the case would not reach the jury before Monday evening, and perhaps not then, as the lawyers in the case will take up considerable time in their argument.

In a report to the Bureau of Manufactures, regarding the foreign commerce of Japanese ports, Vice-Consul General E. G. Babbitt submits a table of exports for the years of 1909 and 1910. Among the articles mentioned are clocks, of which $102,669 worth were exported during 1909 and $115,197 during 1910. Coral to the value of $202,583 was exported during 1909 and $251,229 during 1910.

Death of Frederick J. Schroegel.

BUFFALO, N. Y., Oct. 18.—Frederick J. Schroegel, for many years one of Buffalo's leading jewelers, died Oct. 15 at his home in E. Utica St., as the result of a five weeks' illness with diabetes. He is survived by his widow, who was formerly Miss Emma Peters. Mr. Schroegel was born in Buffalo, 46 years ago, and received his education in the public schools. He was a prominent member of the Benevolent and Protective Order of Elks, Branch No. 23.



THE LATE FREDK. J. SCHROEGEL.

By his death Buffalo loses not only one of her foremost business men, but at the same time one of those fine citizens which every city is so proud to have as its own.

The funeral took place to-day from his late residence. Burial was at Ridgelawn.

Games Rolled by the Jewelers and Stationers' Bowling League of New York.

The following were the results of the games rolled by the teams in the Jewelers and Stationers' Bowling League of New York during the week Oct. 21:

Gus. Gnam & Co.	729	740	740
vs. Tiffany & Co.*	729	758	735
Geyer's Stationer	841	833	921
vs. E. V. Brokaw & Bro.	548	661	537
W. Dixon, Inc.	795	901	842
vs. A. C. Capouilliez	701	748	772
O. M. Farrand Co.	778	759	737
vs. Solidarity Watch Case Co.	829	870	826

High individual score—H. Meht, 257

*Won tie game on roll off.

STANDING OF THE TEAMS.

	Won.	Lost.	Per cent.
Geyer's Stationer	6	..	1.000
L. E. Waterman Co.	5	1	.833
H. A. Meyers	4	2	.666
W. Dixon, Inc.	6	3	.666
Solidarity Watch Case Co.	6	3	.666
O. M. Farrand Co.	5	4	.555
Tiffany & Co.	3	3	.500
A. C. Capouilliez	3	6	.333
E. V. Brokaw & Bro.	1	5	.166
Gus. Gnam Co.	1	5	166
Aiken-Lambert Co.	..	6	...
R. E. Noble Eng. Co.	..	3	...

Thomas Jones, Big Spring, Tex., has moved to Gatesville.

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SEND ORDERS TO

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Recent Decisions by the United States General Appraisers as to Duty on Gems, Jewelry and Kindred Lines.

The Board of United States General Appraisers, New York, handed down a number of decisions during the past week, which are of interest to the jewelry trade. The Pratt & Farmer Co., et al., imported lace pins with steel shafts, gold plated, and with heads of glass or paste, or of brass, gold-plated. The value of the gold in the pins is insignificant as compared with the base metal or paste. The pins were held to be dutiable at 45 per cent. ad valorem under Par. 199 of the Act of 1909. The collectors' decision in assessing the pins with duty at 60 per cent. ad valorem under Par. 448 is reserved.

Emrich, King & Schorsch, New York, imported gun metal hand bags and purses. Duty was assessed at the rate of 85 per cent. ad valorem under Par. 448 of the Act of 1909. The importers claimed the articles as properly dutiable at 45 per cent. under Par. 199. The protest is sustained, the collectors decision being reversed.

Strauss Bros. & Co., New York, imported toy necklaces and brooches. Duty was assessed thereon at 60 per cent. ad valorem under Par. 408 of the Act of 1897. The importers put in a claim for duty on the merchandise as toys at the rate of 35 per cent. under Par. 418 of the same act. The board sustains the protest as to the necklaces valued at not more than 11 marks a gross and as to the brooches valued at not more than seven marks a gross, and overrules the protest as to all other items on the invoice.

R. H. Macy & Co., New York, imported hat pins set with paste imitation precious stones, not jet, valued at more than 20 cents a dozen pieces and intended to be worn on apparel for purposes of adornment. They were assessed with duty at 85 per cent. under Par. 448 of the Act of 1909. Hat pins or ornaments set with paste, imitating jet, were assessed with duty at 60 per cent. under Par. 448. The board sustains the claim in the protest that the merchandise marked B, as indicated, is dutiable at 45 per cent. ad valorem under Par. 109 of the present tariff act. Regarding the goods marked A and in all other respects, except as noted, the collector's decision is affirmed.

Protest against the assessment of duty on hat pins, brooches, chains and other articles composed of base metal and immitation jet were also filed by Emrich, King & Schorsch. The goods were all returned at 60 per cent. ad valorem under Par. 448, of the tariff act of 1909, as imitation jet jewelry. The importers claimed duty at 45 per cent. under Par. 109 of the same act. Silver pencil holders, being articles of utility were assessed as 85 per cent. under Par. 448 and claimed dutiable at 50 per cent. under Par. 199. The board sustained the protests as to the hat pins, brooches, china and other articles in the same invoice. The silver pencil holders were also held dutiable as claimed by the importers.

Albert Lorsch & Co., New York, imported shell cameos prepared and designed for use as settings for jewelry. In a previous decision the Board of United States General Appraisers held that shell cameos the same as those under consideration were commercially known as precious stones and were dutiable as such. A similar claim being made in the case at bar, the board sustains the protests, claiming duty at the rate of 10 per cent. under Par. 449 of the act of 1909. The Collector is authorized to reliquidate the entries on the basis indicated in the decision.

A. A. Vantine & Co., New York, lodged a protest against the assessment of 85 per cent. on fob watch chains valued at over 20 cents a dozen pieces. The importers claimed duty at 45 per cent. under Par. 199, or at 60 per cent. under Par. 448, but the claims were overruled.

Chas. D. Stone & Co., Chicago, imported comb mountings and other imitation jet articles which were assessed at 60 per cent. under Par. 98 of the Act of 1909. Necklaces, chains, sashpins, dog collars and similar articles of imitation jet were assessed at 60 per cent. under Par. 448 of the Act of 1909 as jewelry. The board held the merchandise dutiable at 45 per cent. in both cases and sustained the protests of the importers to the extent indicated.

The Board of United States General Appraisers held that fancy metal rivets imported by Naday & Fleischer are dutiable at 45 per cent. under Par. 193. The merchandise was described as "metal goods" and duty was assessed at the rate of 60 per cent. ad valorem under Par. 434 of the Act of 1897 as jewelry. The board's decision finds that the merchandise is neither commonly nor commercially known as jewelry.

Albert Lorsch & Co. imported agate and other precious stones cut, but not set. A claim that the precious stones are dutiable at 10 per cent. is sustained by the board.

R. A. Breidenbach, New York, imported pieces of onyx cut in Cameo forms, which was returned for duty as manufacturers of onyx at 50 per cent. under Par. 115. A protest that the onyx is dutiable at 10 per cent. under Par. 435 is sustained by the board.

Death of Herman Lisak.

The funeral of Herman Lisak, a jeweler and watchmaker at 21 Eldridge St., New York, was held Tuesday of last week from his home on Eldridge St., Manhattan. He died Oct. 16, of pneumonia, at a New York hospital. The interment was at Bayside Cemetery, Brooklyn.

Herman Lisak was born in Russia 70 years ago, and came to this country over 20 years ago. For years he was employed by the S. F. Myers Co. as a watchmaker in New York, and about seven years ago started in business for himself, doing watchmaking and repairing. In April of this year three men a tempted to rob his store after trying to chloroform him. He was rescued by men who happened to be passing the store.

Deceased is survived by two daughters.

James A. McNeal, formerly of Wellman, Ia., has purchased the stock of H. F. Witt, Monticello, Ia, and will move there this week.

Death of Henry K. Dyer.

Henry Knight Dyer, who was for years associated with the Dennison Mfg. Co., manufacturers of paper goods, New York, and for a long time president of the concern, died of heart disease last Thursday at his home, 86 Lefferts Pl., Brooklyn, at the age of 64 years. The funeral was private. The deceased is survived by his widow and a daughter. Mr. Dyer was well known in the jewelry trade, to whom his concern has supplied jewelry paper boxes, tags, etc., for many years.

Henry Knight Dyer was born in the city of New York Dec. 14, 1847. He was graduated from the public schools in Brooklyn and at once started to work for Dennison & Co., when that concern was located at 17 Maiden Lane. From the position of office and errand boy he passed through the different grades of employment in the concern until he became president of the company in 1892, which position he held until 1904, when he retired from business. Mr. Dyer was a director in many financial institutions in this city. One of these is the Home Trust Co. of Brooklyn, of which he was one of the organizers. At the time of his death he was interested in the construction of a public library for Woods Hole, Mass., in which village he had his Summer home. During his late years he spent considerable time in traveling.

In a tribute to the deceased, F. P. Seymour, now with the L. E. Waterman Co., but who was associated for years with the late Mr. Dyer in the Dennison concern, speaks of him as follows: "His characteristic broad-mindedness, fairness and determination, governed by a clear, optimistic and energetic mind, made him one of the most successful business leaders of his day. Mr. Dyer's wonderful foresight of necessities and conditions and his mastery of statistics were extremely noteworthy and peculiar to the man. He was a self-made leader of men and business, an example of the highest qualities of manhood, and a liberal education to the men who were privileged to do his bidding in business. His death is an irreparable loss to the highest type of men."

Death of James Jessop.

San Diego, Cal., Oct. 18.—James Jessop, son of Joseph Jessop, and a member of the firm of J. Jessop & Sons, died at his home in Coronado, Monday, following an operation.

Mr. Jessop was born in England 27 years ago, but came to this country when very young. He was a prominent member of the San Diego Rowing Club, and was a favorite in athletic as well as social circles.

Besides his father, deceased is survived by several brothers and sisters, including Armand, Alonzo and Richard, members of the firm.

The stock and fixtures of Max Spies & Co., jewelers at Lestershire and Union, N. Y., will be sold by Louis Z. Green, the trustee in bankruptcy, at the store, 115 Main St., in Lestershire, on Oct. 28 at 11 o'clock, unless objections are filed with Bankruptcy Referee Baker in Binghamton prior to the sale.

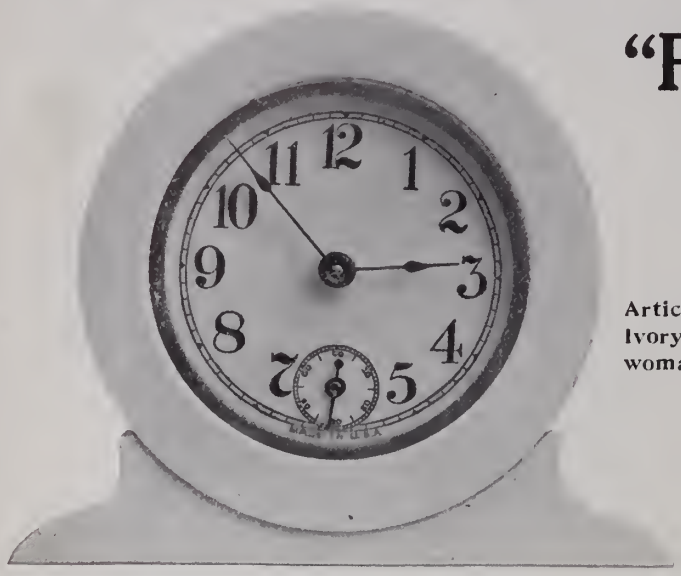
EVERY CUSTOMER OF YOURS

WILL WANT ONE OF THESE

"Parisian Ivory" Clocks

UNQUESTIONABLY THE

DAINTIEST
MOST ARTISTIC
QUICKEST-SELLING
PROFIT-TO-YOU



ACTUAL SIZE.

Article of its kind on the market. It's a one-day Clock, "Parisian Ivory," front and back, and there's not a customer, especially a woman, who will not be attracted by it at once.

MOVEMENT GUARANTEED

$18.00 Net Per Doz.
SAME IN 8-DAY—$36.00 PER DOZ.

It makes a SENSIBLE HOLIDAY GIFT! Order Some and SUGGEST it to YOUR CUSTOMERS. We handle everything that is made in "Parisian Ivory."

DEITSCH BROS. 14 E. 17th Street, New York

"PENNSYLVANIA DIAMONDS"



10K SOLID GOLD

PENNSYLVANIA DIAMONDS are *not an imitation stone* but a genuine hard stone found in the Anthracite Region of Pennsylvania.

Mounted in their natural state they are exceedingly brilliant and do not lose their lustre.

Send for Catalogue

SPECIAL TRIAL OFFER FOR THE HOLIDAY SEASON

This Assortment with Case **$76.50** Less 6% Cash

Any articles not sold during the Holidays can be exchanged for any other goods such as **Movements, Cases, Clocks, Jewelry, Silverware, Tools and Material.**

The supply of Pennsylvania Diamonds is limited; also the number of these special offers in cases, so put in your order NOW.

FREDERICK JOB

WHOLESALE AND MANUFACTURING JEWELER

WILKESBARRE, PA.

Providence.

The Holke Plating & Repairing Co. has started in business at 234 Chestnut St., this city.

Marcel I. Guertin, Arctic Centre, R. I., has been granted a patent on an alarm clock.

Louis Hodges was in New York last week in the interests of E. A Potter Co., of this city.

A 29 horse-power touring car has just been registered by the Cook-Dunbar-Smith Co., of this city.

Seig Rosenberg, of the American Bead Co., New York, was one of the visitors in this city last week.

Creditors in this section of Horowitz Bros., Inc., New York, have been paid a first dividend of 4 per cent.

R. L. Moorehead was in New York the past week in the interests of R. L. Moorehead & Co., 95 Westfield St., this city.

Jared Keith, with the George W. Dover Jewelry Co., of this city, was in New York the past week on business for the concern.

J. F. Goodwin has been in New York recently purchasing for the jewelry department of L. Dimond & Sons, Inc., of this city.

Charles S. Bush, of the C. S. Bush Co., and family have returned to town for the Winter from their Summer home at Buttonwoods.

A first and final dividend of 10½ per cent. has been received by the eastern creditors of the E. & L. Deacon Jewelry Co., Denver, Col.

Daniel H. Devaney, with Charles A. Stevens & Bros., Chicago, has been a visitor in the city the past week calling upon the manufacturers.

The State Board of Examination and Registration in Optometry is conducting an examination of five candidates for certificates this week.

Samuel M. Nicholson, president of the Nicholson File Co., of this city, was recently elected a director of the Home Market Club, of Boston.

George R. Hussey, president of the Baird-North Co., has been nominated as a candidate for the common council by the Democrats of this city.

Edmund A. Truelove, with the Gorham Mfg. Co., has sold to Joseph J. Cooke a lot of land with improvements thereon on the south side of Lenox Ave.

Aldridge G. Pearce, of the Frank T. Pearce Co., has declined to have his name used as a candidate for re-election as a member of the Common Council.

A first dividend of 25 per cent. in the case of the Horace N. Tuttle Co., Philadelphia, Pa., has been distributed to the creditors in this section recently.

John S. Holbrook, vice-president of the Gorham Mfg. Co., has gone for a week's shooting in the preserves of the Adirondack League, of which he is a member.

Carl Leibert, of the Heinrich Hoffmann Co., 87 Weybosset St., this city, arrived on the *Kaiser Wilhelm II.* to pay a visit to the leading jewelers of this country.

William Chapin, Jr., of Chapin & Hollister Co., of this city, returned last week (Thursday) after a two months' trip throughout the west and southwest.

F. Merle Bixby, superintendent of the silverware department of the Shepard Co., this city, and family have returned from their Summer home at Buttonwoods.

Erling C. Ostby, of Ostby & Barton Co., was in charge of the 40 automobiles used in connection with the annual tag day of the Providence District Nursing Association on Saturday.

Samuel H. Flanders, in charge of the jewelry department of the local office of the Bradstreet Co., has been nominated as a candidate from the Sixth Ward for the common council.

Mr. and Mrs. Fred D. Carr, secretary of the Ostby & Barton Co., who have been in Bermuda for the past fortnight, have arrived in New York, where they are stopping for a few days.

L. H. Jerger, Thomasville, Ga., who has been in this city and vicinity the past week, combining business with pleasure, was an interested visitor at the Elmwood plant of the Gorham Mfg. Co.

Leon Elias, of Mackey & Elias, has the sympathy of a large circle of acquaintances in the death a few days ago of his father, Simon Elias, one of the leaders among the Jewish people of this city.

The Cook-Dunbar-Smith Co. has been materially increasing its machinery equipment at 85 Sprague St. Considerable large machinery has been put in, including a very heavy automatic drop press.

Abraham Gershkoff has given a chattel mortgage of $1,000 to Max Tempkin, covering the stock, machinery, fixtures, good will and right of name of "The Providence Sheet Metal Co.," 112 Dorrance St.

William Bender has started in business for himself as a hub and die cutter at 220 Eddy St., this city. He has had a wide and varied experience in similar work for several of the largest concerns in the city.

At the regular monthly meeting of the Manufacturing Jewelers' Board of Trade, held at the rooms of the association in the Wilcox building, 48 Weybosset St., this city, on Friday afternoon, 10 new members were admitted.

A meeting of the members of the National Manufacturing Jewelers' Association has been called by President Robert E. Budlong, to be held in this city in a few days for the consideration of several matters of importance to the trade.

J. Davis Harris, for many years connected with the Irons & Russell Co., celebrated his 80th birthday last week, when he was the recipient of a purse of gold from his many friends, including the members of the firm, with which he had been so many years associated.

The E. A. Eddy Machinery Co. has taken the machinery and other appointments of the old-established refining and assaying plant of Cornell & Andrews, later known as Andrews & Co., 23 Mathewson St., this city, for sale. Already considerable of the property of this plant has been disposed of to Baker & Winsor and Conley & Straight.

Upon the removal of the Allen Fire department Supply Co. from the building corner of Eddy and Friendship Sts., which they have occupied for more than 50 years, the entire space occupied by it will be taken by T. W. Lind Co., findings manufacturers, and added to their present shop room. The building was purchased by the Lind Co some months ago.

William H. Waite and Henry G. Thresher, of the Waite-Thresher Co., accompanied by their wives, are making an extended automobile tour through New England, with stops among the Berkshires and White Mountains. Their route includes comfortable runs through the Berkshires to Albany, thence to Lake George, through southern Vermont and New Hampshire into the White Mountains.

The manufacturers of this vicinity were the recipients of calls from a number of buyers in town last week. Among these were the following: C. S. McCoy and E. Walter, from Marshall Field & Co., Chicago; A. Defriese, of Defriese Bros., Toronto; T. C. Bunch, from William Hengerer Co., Inc., Buffalo, N. Y.; G. F. Williams, from The Fair, Chicago; J. H. Pugh, Toronto; F. A. True and J. E. Watson, of H. R. Wasson & Co., Indianapolis, Ind.

Among the delegates to the Republican State Convention at Infantry Hall on Wednesday were the following: From Providence—Frank P. Eddy, of P. S. Eddy & Co.; Leander C. Belcher, of Belcher Hardware Co.; George C. Rueckert, of the Rueckert Mfg. Co.; Charles W. Battey, of Schofield, Battey & Co., and W. Louis Frost. From Barrington—Everett L. Spencer, of E. L. Spencer & Co. Mr. Spencer made one of the principal addresses from the floor in a discussion over the membership of the State Central Committee from his town.

Mrs. Alice M. Van Deusen, 29 years old, a stenographer employed by the Tilden-Thurber Co., committed suicide early Friday morning at her home, 181 Ivy St., letters which she left and which, it is said, are in the hands of Dr. A. H. Longfellow, Medical Examiner, giving private reasons for the cause of her act. Mrs. Van Deusen, previous to being employed at the Tilden-Thurber Co.'s store, was employed by the Ostby & Barton Co. and at both places it was said that Mrs. Van Deusen was a charming woman and her work was eminently satisfactory.

A handsome and unusually appropriate heavy bronze tablet has been placed by Mrs. Thomas J. Emery in the new Army and Navy Y. M. C. A. building which she has had erected in Newport, and which is now nearing completion. The tablet, which is about six feet by four, has a position on the wall of the reading room over the large fireplace. It was designed and finely executed by the Gorham Mfg. Co., and presents both arms of the united service, whose men are to use the building for years to come as a place of rest and recreation.

Among the foreign importations received through the Providence Custom House last week were the following articles of interest to the manufacturing jewelry industry: From Bremen, 21 packages of imitation precious stones, 129 of bristles, three of precious stones; from Hamburg, eight packages of manufactures of metal, three of glassware, one of wire; from Havre, three packages of imitation precious stones, two of manufactures of metal and four of brushes; from Liverpool, one package of glassware and one of silver; from London, one package of gold mesh; from Rotterdam, one package of crockery; from South-

News from Simmons

R. F. SIMMONS CO., ATTLEBORO, MASS. OCTOBER 25, 1911.

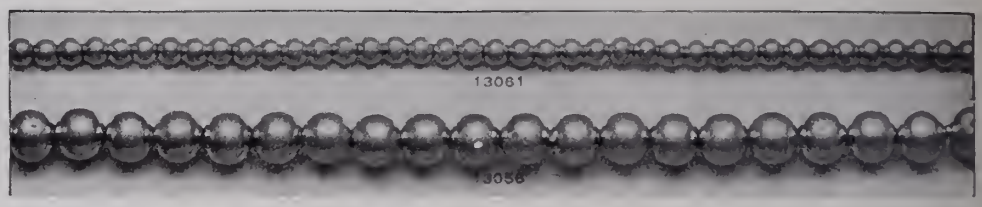
Summary of important trade news

Simmons advertising is stimulating public taste for style and appropriateness in wearing of chains, fobs, etc.—thereby quickening movement of goods.

Several Simmons dealers report effective use of "Style" book.

Bead Chains coming into vogue. Simmons examples now on display at wholesale watch and jewelry houses.

Simmons latest innovation — Simmons Cigar Cutter Fob Seal — making a hit.



Bead Chains—the coming vogue

Reports from fashion centers, increasing orders from metropolitan retailers indicate that Bead Chains are coming into favor again this Winter with renewed force.

Their simplicity makes them appropriate for any occasion.

The Simmons line of Bead Chains includes all sizes and styles and is now on display at wholesale watch and jewelry houses at all distributing points.

Like all Simmons products, Simmons bead chains are made by a process that saves the gold at the center and makes better finish than solid gold without diminishing its wearing qualities. You can carry a larger stock, offer greater variety for less outlay, and the increasing popularity of these chains means quick turnovers on a small amount of stock investment.

Send your order to your wholesaler from our general catalog. If you haven't received this catalog or the latest supplement, let us have your name for our mailing list without delay.

PUBLIC RESPONSE TO "STYLE" CAMPAIGN

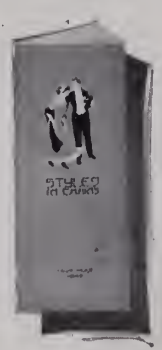
Dealers report that Simmons advertising is quickening sales for retailers

R. F. Simmons Co. report that they are in receipt of numerous letters from retailers throughout the country stating that the Simmons Style campaign is stimulating the sale of chains, fobs, bracelets, etc. Many dealers call attention to the fact that the use of our Style Books has not only stimulated the sale of Simmons goods, but has served to bring new customers and increased business in other lines to the jeweler's store.

NOTICE:— If you haven't received your copy of the Simmons Illustrated Catalog, if you haven't the latest style supplement, send us your name for our mailing list *now*. The catalog is by no means a complete representation of the thousands of patterns we produce, but a varied assortment of carefully selected staples and latest designs of material assistance in determining your requirements.

PROFITABLE USE OF SIMMONS STYLE BOOK

Many letters testifying the successful use of the Simmons Style Book have been received from dealers. We have a limited number of Simmons Style Books on hand which we will send out at our expense except for postage to list of names furnished by retailers.



These style books with letter referring recipient to your store are an effective advertisement for you and enable you to connect with the benefit of our general advertising campaign.

CIGAR CUTTER FOB SEAL FINDS READY DEMAND

Frequent duplica ion of original orders for the new Simmons Cigar Cutter Fob Seal indicates that it is meeting with immediate favor.

The new Cigar Cutter Fob Seal is an attractive, well designed piece of jewelry, with no hint of its practical use abou. it until pressed into service. Its convenience will appeal to every man who smokes.

The R. F. Simmons Co. recommend it to heir trade especially for Christmas selling

It is mounted on a neat cardboard display about 9 inches high and a foot long, which, placed on showcase or in window, will attract attention and make many extra sales.

Send for circular giving full description, or write to your nearest jobber or wholesaler.

ampton, three of imitation precious stones, two of enamel and two of manufactures of metal.

Elmer Clarence Hopkins, for nearly 20 years in the employ of Herbert S. Tanner, jeweler, 64 Westminster St., this city, died at his home, 9 Ringgold St., Providence, after a protracted illness. He was born in Scituate, R. I., 50 years ago, the son of Lemual and A. Louise Hopkins. In 1870 his parents moved to this city and he went to the public schools, graduating from the Bridgham grammar school. He then took a course in the Bryant and Stratton Business College. In September, 1882, he entered the store of Mr. Tanner and remained with him until May 10 of this year, when he was obliged to give up work on account of illness. On July 31, 1906, he married Miss Carrie G. Clarke, of this city, who, with his mother, survives him.

The annual corporation meeting of the New England Manufacturing Jewelers' and Silversmiths' Association will be held in Masonic Temple next Saturday evening, and it is expected that the attendance will be unusually large, as several very important matters will be discussed that will materially affect the future of the organization. The meeting, which is strictly a business session for stockholders only, will be preceded by a dinner at 6:30 P. M., and the business will be conducted by President George H. Holmes. After the reading of the annual reports of the president, secretary and treasurer and executive board and advisory council, the annual election of officers will occur, and the standing committees for the ensuing year will be announced.

Canada Notes.

Robert Agnew, Meadford, Ont., is giving up business.

J. G. Jones is removing from Brussels, Ont., to Listowel.

R. W. E. Preston, Cartwright, Man., is discontinuing business.

The death of Gerald C. Thompson, of North Bay, Ont., occurred recently.

R. B. Maybee, Fort William, Ont., has returned home after a buying trip to the east.

The assets of L. C. Vallieres, Black Lake, Quebec, are advertised for sale Oct. 26.

Albert Goebel, Mitchell, Ont., has given a chattel mortgage to the Bank of Hamilton for $1,652.

E. Letendre has been appointed curator of the estate of George Durette, of Rimouski, Que.

Burglars broke into three stores in Sturgeon Falls, Ont., on the night of Saturday, Oct. 14. Among the places visited was Naden's jewelry store, from which cash and goods to the amount of $1,000 were taken.

A. T. Shadd, St. Catharines, Ont., had a narrow escape from drowning, Sunday, Oct. 15. He was riding a bicycle down a steep hill when he lost control of the machine and wheeled into the canal. Help fortunately arrived to save him.

Out-of-town jewelers calling on the Toronto trade last week included: Thomas Binkley, Hamilton; A. Buller, Brantford; G. Davis, Sudbury; W. H. Hopper, Cobourg; T. C. Watson, Newmarket; F. C. McKeown, Mount Albert, and W. C. Watcher, Ailsa Craig, all Ontario, and W. E. Brokenshire, Halifax, N. S.

A bogus check operator, described as a respectable looking young man of about 23, fairly well dressed and having the appearance of a harvester, recently victimized a number of the business men of Brandon, Man. W. H. Mallett, jeweler, cashed a check for $26, and J. B. Sutherland, jeweler, one for $18.50, purporting to be signed by well known farmers of the neighborhood. The forgeries were not discovered for some time.

The new building which Henry Birks & Sons, Ltd., are erecting for their own manufacturing and office business near their retail store on Phillips Sq., Montreal, is nearing completion and will be in full occupation in the course of the next few months. The firm has decided to let off a certain portion of the building in handsome office suites, and application is being made for them already. The building is of absolutely fireproof construction, and with passenger and freight elevators, cheap electric light and power, low insurance rate and unobstructed light in all the offices, together with perfect sanitary arrangements, tend to make this business structure one of the most up-to-date in the city.

Boston.

William Fowler was in Philadelphia for the Winthrop Mfg. Co., last week.

Mr. and Mrs. Alvin Flint, of St. Johnsbury, Va., are visiting in this city among friends and the trade.

W. J. Crowley has gone south for E. A. Cowan-Myers, Inc., on business, and will not return till Christmas.

Irving Tyler, formerly with Austin Walker Co., Boston, is now associated with Thomas Long Co. in the wholesale department.

Henry W. Patterson, of the Smith, Patterson Co., has been elected to membership of the Massachusetts Real Estate Association.

The Columbia Jewelry Co., Camp St., Cambridge, was attached last week in the sum of $30,000 in an action of tort. The plaintiff is Guiseppe Basteria, of Cambridge.

A. Warren Arnington, of the diamond department of the Shreve, Crump & Low Co., spent a week in Maine on a hunting expedition. Among other game, he shot three deer.

Harvey E. Pitcher, one of the traveling salesmen of the Smith, Patterson Co., has been in the local store for the past 10 days receiving representatives of wholesale houses with which the company does business.

Wm. McCarthy, formerly with the Frank A. Andrews Co., is now associated with Henry G. Morris, Jewelers building, as inside salesman. He takes the place of George Levy, who has entered business at Fort Wayne, Ind.

J. E. Stephens, of Rumford Falls, Me., has met with considerable success in the sale of automobiles, a business that he runs in connection with his jewelry store. Last year he says he sold 69 automobiles, and has received orders for 90 more for 1912.

After being in New York on his honeymoon for several days, Edgar E. Gregor, who has been in the employ of Smith, Patterson & Co., returned to Boston last week. Mr. and Mrs. Gregor have made their home in Dorchester.

Many of the wholesale and retail concerns have already employed additional help for the Christmas season. From 10 to 150 of such temporary employes are working in most of the stores, and it is expected that many more will be required by next month.

A reception celebrating the engagement of Ernest Rosenberg, of the Artistic Jewelry Co., 15 School St., and Matilda Klein, of Dorchester, was held Sunday evening, the 15th, at the residence of Miss Klein. Over a hundred relatives and friends attended the reception.

W. H. Rogers, Inc., Augusta, is the name of a company incorporated under the laws of Maine to manufacture, sell and deal in silverware and silver-plated ware and carry on the business of smelting, casting, forging, rolling, tinning, galvanizing and enameling. Capital $700,000. The president and treasurer is E. M. Leavitt, Winthrop, Me.

Buyers in town included: O. H. Sleeper, Exeter, N. H.; W. A. Cook, Natick, Mass.; E. H. Dunbar, Norwood, Mass.; C. E. Mudgett, Enosburg Falls, Vt.; O. E. Scott, Waterbury, Vt; E. J. Jaeger, Portland, Ore.; Emery P. Sweetser, New York; L. F. Ferry, Bethel, Vt.; A. E. Smith, Franklin, Mass.; C. L. M. Bugbee, Newport, Vt.; W. F. Adams, Newburyport, Mass.; Clarence Baker, Mass.; J. W. Beverly, North Berwick, Me.

Savannah, Ga.

Frank Werm is recovering from a recent severe illness.

R. Van Keuren, of R. Van Keuren & Co., has gone to New York.

S. G. Finn has opened a jewelry store at 402 Broughton St., W.

S. E. Theus, of Theus & Co., has returned from a visit to New York.

A. L. Desbouillons has returned from his vacation, which he spent in North Carolina.

E. W. Sylvan, Jr., with Sylvan Bros., of Columbia, S. C., was recently married to Miss Sophie L. Stork.

E Hochman, formerly a resident of Savannah, but now residing in Philadelphia, was here for a short visit recently.

F. G. Nelson, the jeweler at International Falls, Minn., expects to move into his new location in the Rex Hotel building about Nov. 1.

S. E. Theus, of Theus & Co., is in charge of the sale of boxes, seats and parking space for the Grand Prize and Vanderbilt Cup automobile races, to be held in Savannah on Thanksgiving Day.

Henry H. Schaul, Atlanta, Ga., and the family of the late Julius Perlinski have jointly erected in Bonaventure Cemetery, near Savannah, Ga., a magnificent mausoleum of granite and Georgia marble at a cost of $30,000.

Before Millions of Eyes

are being placed, every month, advertisements which will make even more widely known the Silver productions of The Gorham Company. The extensive advertising campaign is an important part of a liberal business policy and an added indication of the intention of the Company to advance the interests—as well as its own—of leading jewelers offering

Gorham Silverware

to an interested public of increasing purchasing power. Underlying the advertising are the unequalled merit of the productions and the Gorham Trade-Mark. This Mark is an accepted guarantee of Sterling quality 925-1000 fine and of superior artistic design and workmanship. It is known as an absolute assurance that the wares it identifies are the best that can be made.

TRADE MARK
STERLING



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The Gorham Co.

TRADE MARK
STERLING

Silversmiths *and* Goldsmiths

Fifth Avenue and 36th Street, New York

TRADE MARK
STERLING

Branches :

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15, 17, 19 Maiden Lane

SAN FRANCISCO
140 Geary Street

CHICAGO
10 S. Wabash Ave.

Works : Providence and New York

LONDON
Ely Place

Gorham Silver Polish — The Best for Cleaning Silver

THE JEWELERS' CIRCULAR
WITH WHICH ARE CONSOLIDATED
THE HOROLOGICAL REVIEW,
THE JEWELERS' WEEKLY,
THE JEWELERS REVIEW

PUBLISHED EVERY WEDNESDAY BY
THE JEWELERS' CIRCULAR PUB'G CO.
L. J. Mulford, Pres. & Treas. V. S. Mulford, V.P. & Sec.
11 JOHN ST., COR. BROADWAY, NEW YORK.
TELEPHONE: 1148 CORTLAND. CABLE ADDRESS: JEWLAR, NEW YORK

VOL. LXIII. OCT. 25, 1911. NO. 13.

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Dominion of Canada,	3.00
Other Countries in Postal Union,	6.00
Single Copies,	.10

Remit by check or money order. Remittances in money are at sender's risk.

Notices of changes in standing advertisements must be received one week in advance, new matter can be received up to Monday.

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The Increasing Demand for Pearls.

REPORTS from Paris continue to emphasize the fact that the demand for pearls is stronger than ever; in fact, says our correspondent in that city, they are to be the stones of the season, and loose ropes of pearls of all sizes will be worn at all evening functions. The continued demand, and the increase in cost of fine pearls has been going on for many years, and it is only when one stops to make a comparison between the price of the pearls to-day and that of 10 or 15 years ago that the enormous jump in value becomes fully manifest. This is a subject well worth the study of the jeweler who handles pearls, as it gives him an argument to put before his customers, such as few merchants have for any line of merchandise. When he can point to recent auction sales, and show, for instance, that a necklace which realized nearly $90,000, had been purchased by the party who sold it in 1894 for about $28,000, he can impress upon his customer the fact that pearls are an investment, and not a speculation, without further argument.

The condition of the pearl industry is peculiar, the increase in the number of pearls from the fisheries not having been at all commensurate with the increase in the number of users of pearls from year to year, and were it not for the fact that pearls bought in years gone by are finding their way back to dealers' stocks through deaths of their owners and the settlement of estates by auctions and private sales, the market would be almost barren of fine gems. True it is that the facilities for obtaining pearls (as far as diving is concerned) have increased in recent years, but this has simply meant a greater demolition of the oyster beds with a very small increase in the product. According to present reports the beds in various parts of the world are being worked out more and more.

Americans are becoming large customers for fine pearls, and the demand is bound to increase here instead of diminish. The rich Americans are also learning that they cannot buy their pearls in Europe and bring them here without paying full duty, so they are beginning to realize that the best and the cheapest place to go for pearl necklaces is to the American jeweler.

Noted Safe Robbers Convicted.

THE trade will read with a great deal of interest and satisfaction of the conviction at Boston of the two brothers, Joseph and Jacob Goldberg, who were found guilty of robbing the safe of a jewelry store in that city, Feb. 28, 1910. Inasmuch as these men are believed to belong to a gang of jewelry safe robbers who have operated in many parts of the country, the conviction, which comes after one of the hardest-fought battles with criminals in the annals of our trade, is a victory for justice which is most gratifying, and reflects great credit on the officials of Boston, who spent a large amount of money, an unusual amount of time and were caused much trouble to bring the culprits to justice.

The story of the police work in running down the Goldbergs and Harris Rothstein, implicated with them, but who turned State's evidence at the trial, is familiar to our readers. By clever detective work and co-operation of the officials in New York the Boston police were able to locate some of the stolen property which resulted in the arrest of the Goldbergs and Rothstein in March, 1910. But the victory of the officers was short lived, inasmuch as the prisoners, after being taken into custody in New York and held on $10,000 bail each, were able to get their bail reduced by the Magistrate without the knowledge of the officers and after supplying bonds, disappeared from sight. The bonds given by the men were later found to be worthless.

Undaunted by the escape of their quarry, the Boston police kept on the case and traced the men to England and thence to the Continent. The story of the locating of the Goldbergs in prison in Austria and the capture of Rothstein in Russia have already been told in our columns at the time the men were extradiated to this country.

If ever the police of a city deserved to be congratulated for clever, persevering and successful work in running down criminals, the Boston police should be commended in this case.

Monthly Trade Luncheons to Be Held in New York.

THE proposal made some time ago to have the members of the National Jewelers Board of Trade gather once a month at luncheon in New York, has developed into a much larger proposition, and it is now planned to have a monthly luncheon of members of all branches of the jewelry and kindred trades in the metropolis under the auspices of the National Jewelers Board of Trade, the idea being to make these gatherings open to anyone in any way connected with our industry, for the purpose of making the members of all lines better acquainted with one another and giving them an opportunity to discuss trade topics of general interest.

The plan of the committee in charge of the luncheons is to have a well-served meal at a moderate price, after which there will be a short address by some prominent man on a topic of general interest. The speaker announced for the first luncheon, which takes place at Kalil's, 14 Park Pl., Nov. 14, is United States Attorney Wise, of the Southern District of New York, who is to talk on the subject of smuggling and undervaluation. Inasmuch as Mr. Wise has had to bear the brunt of the Government fight against smugglers and customs thieves of all kinds, and his vigorous prosecutions have lead to convictions of men in all trades, what he has to say will undoubtedly be of deep interest to the jewelers, whose industry is among those most benefited by the strenuous war on the smuggling fraternity that has been going on for the last year or so. Other speakers for subsequent luncheons will also be men who will talk on topics of which they have made a specialty or are reputed as experts in the subject.

These luncheons are an experiment in our industry, and although a great deal of interest is now taken in the project, their success will depend entirely upon the individual support given by the members of

PENDANTS

BEST SELLERS FOR THE HOLIDAY TRADE!

DROP PENDANTS | In Genuine **Amethyst,** Genuine **Peridot,** Genuine **Topaz,** reconstructed **Ruby** and reconstructed Pink, Yellow and Blue **Sapphire.**

Each Set with TWO DIAMONDS

Weighing about $\frac{3}{16}$ of a carat

Their Simple Beauty Appeals to Every Woman of Taste



One of Our Many Specialties for the Holiday Season

Illustration ⅔ Actual Size.

A FAVORITE ORNAMENT THE LAND OVER

These goods are absolutely among the Best Sellers on the market. Style, Stones, Price and Everything in their Favor. Back the winners!

SEND FOR SELECTION AT ONCE

CROSS & BEGUELIN

Wholesale Distributors of Gems, Jewelry, Watches and Jewelers' Supplies

23 Maiden Lane **NEW YORK**

the trade generally, as well as the members of the National Jewelers Board of Trade. The object is a worthy one and deserves to succeed, and if the luncheons become a regular feature, there is no doubt that much material good will result from them in addition to the enjoyment which the members of the trade will get individually by attending a regular social function. The project deserves the active support of the trade at large.

Attleboro.

The Bristol Mfg. Co. now leads in the Jewelers' Bowling League.

A new building will soon be erected in Norton for manufacturing purposes.

Joseph H. Williams was elected Master of the Ezekiel Lodge of Masons at their meeting last week.

Manufacturers of lockets and bracelets are running their plants 13 hours a day in order to fill orders.

Selectman G. A. Sweeney announced last week that he would resume activities this week for a reduction in the price of gas.

C. M. Robbins announced last week that he had dropped the project of constructing a modern hotel in Attleboro for the present because he had not secured the necessary encouragement.

Elmer L. Curtis, Hingham, Mass., spoke before the Board of Trade last Tuesday evening upon the subject, "Town Government." This question is now the topic of the day in Attleboro, as there is a movement on foot to make Attleboro a city.

Edward Imhoff, of this town, and Miss Olivia Pindle, of Louisville, Ky., were united in marriage at Chicago last week in the presence of a large gathering of friends. Mr. Imhoff is salesman for the R. & G. Co. of this town. After the wedding a reception was held at Hotel Brevort, which was attended by about 50 jewelry salesmen.

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New York Notes.

M. Goodfriend, of Goodfriend Bros., 9 Maiden Lane, returned recently from Europe on the *Lusitania*.

George Frey, of Ford & Carpenter, 15 Maiden Lane, started Sunday night for a trip west for his concern.

Ralph Hoxsie, local representative for Mason, Howard & Co., visited the eastern trade during the past week.

Edmund T. Sommer, of J. J. Sommer & Co., visited the factory of the concern at North Attleboro, Mass., last week.

Earle Viall, New York representative for Riley & French, 180 Broadway, was on a business trip to Philadelphia last week.

Charles V. and E. W. Miller, American pearl dealers, Comanche, Ia., have been in town during the week making their headquarters at the Astor House.

Arthur Davidsburg, jewelry buyer for Abraham & Strauss, Brooklyn, has been elected an officer of the training school for nurses of the Jewish Hospital.

The *Bulletin* of the National Association of Credit Men for October reports 10 new members in this city during the past month. It also contains a number of articles of general interest.

The Gorham Mfg. Co. has declared a quarterly dividend of 2½ per cent. on the preferred stock and a quarterly dividend of 2½ per cent. on the common stock, both payable Nov. 10.

William Taylor, formerly with Williams & Payton, is now in the employe of the Freeman Daughaday Co., 180 Broadway. Mr. Taylor will cover several Eastern States and look after part of the local business.

The George Backer Construction Co., which is erecting a 12-story loft building on the northeast corner of Madison Ave. and 42d St., has leased space to Redlich & Co., silversmiths. The building will be ready for occupancy in January, 1912.

The Dardare-Preston Co. is the name of a concern incorporated last week under the laws of the State of New York to engage in the jewelry business. The capital is $2,000 and the incorporators are E. J. Ludvigh, Henry G. Wiley, Harry Harris and Clarence C. Morgan, all of 31 Nassau St.

The stock of Edward Hirschfield, 423 Sixth Ave., consisting of a line of gold jewelry, silverware, watches, etc., is being sold at auction. Mr. Hirschfield is retiring from business. The diamond stock of B. H. Davis & Son Co., is being sold at the same place at the same time by order of the trustees.

An advance of ⅞ of a cent in the price of commercial bar silver in this city last Thursday following a corresponding rise in price in London brought the qoutation in this city to 54 cents. This is a total gain of 1½ cents for the week, and the highest price since Jan. 14, when the quotation stood at 54⅛ cents.

Frank L. Odell, who is connected with the National Jewelers Board of Trade, was married last Wednesday night to Miss Edwina Van Burgh Peterson, daughter of Edwin G. Peterson. The Rev. Dr. St. Clair Hester, rector of the Church of the Messiah, performed the ceremony, which was followed by a reception.

The amount of advertising published in THE JEWELERS' CIRCULAR-WEEKLY last month beat all records for September of any year. THE JEWELERS' CIRCULAR-WEEKLY published 455 pages of advertising. The 7 other jewelry periodicals *combined* published only 420 pages. The reason why THE JEWELERS' CIRCULAR-WEEKLY publishes more advertising than all the other jewelry papers put together is because it has the close attention of the buyers of over 90 per cent. of all the goods sold to the jewelers of the country.

A petition in bankruptcy has been filed against the Forquignon Mfg. Co., manufacturers of manicure supplies at 142 W. 18th St., by John A. Hess, of Philadelphia, a creditor for $500. The assets are estimated at $5,000. A petition in bankruptcy was filed on Aug. 29 against the Forquignon Sales Co., of 142 W. 18th St.

The price of platinum, which has been steadily increasing of late, has advanced another dollar an ounce within the past week or 10 days, and this precious metal is now selling at $48.50 an ounce for the hard metal and $46 an ounce for the soft platinum. At the beginning of the year the prices of soft platinum were quoted at $40, and the hard metal was selling at $42 at that time.

The Jewelry Shop is the name of a new corporation under the laws of the State of New York, which has been incorporated with a capital of $1,000 to conduct a jewelry business. The incorporators are Rosa Altman, 1190 Madison Ave., Moses Harlan, 609 W. 114th St., both of New York City, and Max Cosin, 34 Baker Ave., Richmond Hill.

Among the eastern jewelry manufacturers in the Maiden Lane district during the past week were: Al. Potter and Frank Miller, of the E. A. Potter Co., Providence; Charles Perkins and Roy Blackinton, of the R. Blackinton Co., North Attleboro; Albert Straker, of Straker & Freeman, North Attleboro; Donald Le Stage, of the H. D. Merritt Co., North Attleboro.

Henry Schmidt, a diamond broker, of 24 Covert St., Williamsburg, started home from Park Row last Thursday night on a Lexington Avenue elevated train, with $3,000 worth of diamond rings, pins and earrings. When he reached home the purse containing the jewelry was gone. He was compelled to stand on the platform, and thinks that two colored men who crowded him and who left at the Grand Ave. station picked his pocket. He gave the Brooklyn Detective Bureau descriptions of them.

All those holding claims against the Fuchs Bros. Co. are notified that the first meeting of creditors will be held at the office of William Allen, referee in bankruptcy, 67 Wall St., Oct. 30, at 3 P. M., at which time the creditors may prove their claims, appoint a trustee, examine the bankrupt, and transact such other business as may come before the meeting. Schedules in bankruptcy of Fuchs Bros. Co., manufacturers of jewelry novelties, 39 Lispenard St., as filed in the United States District Court in this city last week, showed liabilities of $15,555 and nominal assets of $5,929.

Creditors of Otto Goldsmith, formerly at 1201 Broadway, are notified that the first meeting of creditors will be held at the office of Stanley W. Dexter, referee in bankruptcy, 71 Broadway, Oct. 30, at 4 P. M., at which time the creditors may prove their claims, appoint a trustee, examine the bankrupt, and transact such other business as may come before the meeting. Mr. Goldsmith filed schedules in bankruptcy in the United States District Court in this city last week, showing liabilities of $11,705 and assets consisting of one share of the stock of the Progressive Jewelry Co., and a stock of jewelry, which he transferred in May to Bertha Back to be retransferred to the Progressive Jewelry Co.

The proposed action of the American Treasury Department in abrogating the arrangement with the Limoges Chamber of Commerce whereby the valuation set by that chamber upon importations of Limoges china into the United States was accepted by the American customs authorities, was the subject of consideration last week by the French Foreign Minister, M. de Selves, who received a delegation of porcelain manufacturers, members of the Limoges Chamber of Commerce and Senators and Deputies from that district. The delegation asked the Government to obtain an extension of the running agreement with the United States concerning porcelain valuation, or otherwise protect French manufacturers by treaty.

Arnold Betts, 55 E. 131st St., a jeweler, who carries his stock in his pockets, told the police of the East 126th St. Station, last Wednesday night, that four men had pounced on him in Park Ave., between 130th and 131st Sts., and had robbed him of watches, diamonds and necklaces valued by him at $1,000. He said he was returning from a Bowery wholesale jewelry house, about 7 o'clock, when he was held up. One man hit him a heavy blow in the stomach and another stuffed a handkerchief into his mouth, while another ran away with the jewelry. In their hurry the thieves, so Betts reported, overlooked $750 in cash which he had in his pockets. He gave the

(*New York Notes continued on page* 103.)

THE

LIBERTY

NATIONAL BANK

OF NEW YORK

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CAPITAL, SURPLUS AND UNDIVIDED PROFITS

$3,700,000.00

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Chambers St. and West Broadway, New York
Capital and Surplus - $2,000,000.00
Total Resources over $10,000,000.00

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Depositors receive interest on daily balances and special rates are made for inactive and reserve accounts. Our service is prompt and efficient. Our aim is *system* and *thoroughness*. Foreign exchange handled; traveler's checks and letters of credit issued.

FIDELITY TRUST COMPANY — EXECUTOR, TRUSTEE, ADMINISTRATOR, GUARDIAN

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Executes trusts of every description, acting as Executor, Administrator, Trustee, Guardian, Registrar, Transfer Agent; and in the many other capacities for which this Company is empowered by law. Wills may be *drawn* and *secured* in our vaults *free of charge*.

Legal Depository for Funds of the State of New York
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You are invited to consult us freely concerning any financial matter in which you may be interested

1850 *The Jewelers' Bank for half a century in the same location* 1911

THE CHATHAM AND PHENIX NATIONAL BANK

Broadway and John St., N.Y. **Accounts Invited**

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Sanford H. Steele Pres. Gen. Chem. Co.
Fred'k D. Underwood Pres. Erie Railroad Co.
John D. Vermeule Pres. Goodyear Rub. Co.
Geo. Coffing Warner New York City.
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The Market and Fulton National Bank of New York

ORGANIZED 1852 **81-83 FULTON STREET**

CAPITAL, $1,000,000 **SURPLUS, $1,700,000**

PROGRESSIVE—CONSERVATIVE—SUCCESSFUL

ALEXANDER GILBERT, - President
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JOHN H. CARR, - - - Asst. Cashier
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Invites the Accounts of Jewelers

Will extend every facility that good banking will justify

SAFE DEPOSIT VAULTS

ABSOLUTE SAFETY

Of Inventories, Surplus Stock, Insurance Policies, Valuables, etc., is of

VITAL IMPORTANCE

The New Maiden Lane Safe Deposit Co.

170 Broadway, Corner Maiden Lane, New York

Has Specially Equipped Vaults for THE JEWELRY TRADE

Trunks and Packages received at all hours, day, night, Sundays and Holidays, at our special 24-hour rate.

ABSOLUTE SAFETY

Main Vaults open every business day from 8.30 A. M. to 6 P.M. Use of sample rooms free to patrons.

New York Notes.

(*Continued from page 101.*)

police a list of the stolen property, and the detectives went out to search the pawnshops.

I. Geffen, formerly at 295 Tenth Ave., is now located at 248 W. 116th St.

Max Goldstein has established himself at 3515 Broadway under the style of the "Maiden Lane Jewelry Store."

L. M. Simons has resigned his position as New York representative for Ford & Carpenter, 15 Maiden Lane, to go into another line of business.

R. G. Monroe, of Monroe, Paris & Co., importers of pearls and diamonds at 452 Fifth Ave., sailed last week on the *Lusitania* for a visit to the foreign markets.

Joseph H. Crosby, president of the Greenleaf & Crosby Co., Jacksonville, Fla., was registered last week at the Prince George Hotel, while on a buying visit to this market.

K. L. Wedgwood, of Josiah Wedgwood & Sons, 25 West Broadway, left the city lats week on an extended trip with his new samples recently received from the factories in England.

Arthur H. Müller, New York representative of Henry Lederer & Bro., Providence, R. I., is engaged to Miss Selma Roth, of New York City. The latter is connected with the jewelry department of one of the large department stores in this city.

Rose Dessler, 18 years old, who was arrested some time ago, charged with larceny from her employer, Phillip Tushnett, 45 John St., and who was paroled until the case was investigated, was released last week on a suspended sentence. The court, in suspending sentence, severely lectured the girl.

The Edge Chain Co. has been incorporated under the laws of the State of New Jersey for the capital of $100,000. The incorporators are Frank Edge, of this city; Louis A. Kempf and Richard F. Faux, of Newark. The business has been incorporated for the purpose of dealing in jewelry, etc.

Among the department store buyers in this city during the past week were: T. C. Bunch, of W. Hengerer Co., Buffalo, N. Y., jewelry and silverware; T. D. Reagan, of the Daniels & Fisher Store Co., Denver, Colo., stationery and jewelry; F. A. Truett, of H. P. Wasson & Co., Indianapolis, Ind., leather goods and jewelry, and A. J. Moir, of the J. C. McInness Co., Worcester, Mass., leather goods and jewelry.

Martin Garvey, who is under indictment for the murder of Adolph Stern at the Sixth Ave. jewelry store of Jacob Jacoby, was arraigned for pleading before Justice O'Sullivan in General Sessions last Wednesday. After a conference between Assistant District Attorney Nott and Forbes J. Hennessey, Garvey's counsel, the pleading was adjourned.

At the Electric Show, now in progress at the Grand Central Palace, Lexington Ave. and 46th St., there is among the exhibitors the Weintraub Brass Mfg. Co. The exhibit of this concern is located on the main floor, and is attracting considerable attention from visitors. The Haskins Glass Co., the Jefferson Glass Co. and the L. E. Waterman Co. also have interesting exhibits.

Officials of the Diamond Setters' Protective Association made the assertion last week that they have decided to prosecute alleged violators of th contract labor law. On of the officials is quoted as saying that leading diamond firms are importing diamond setters from France, and are bringing them over to work at the same price they are paid in that country.

Among the visiting jewelers in the Maiden Lane district of late were: F. A. Harriman, Waterville, Me.; Mr. Wheeler, of Wheeler & Son, Salem, N. J.; I. A. Samuels, Sayre, Pa.; L. E. Briggs, Vineyard Haven, Mass.; T. O. Reed, Torrington, Conn.; D. A. Kaufman, Clarion, Pa.; J. S. Baird, Watertown, N. Y.; B. A. Ball, Beaufort, S. C.; H. E. Adams, Tampa, Fla.

F. & M. Weintraub & Co. is the name of a corporation which has filed papers under the laws of the State of New York to manufacture silverplated ware, etc. The capital is placed at $5,000, and the incorporators named in the papers are Isadore Schwertzer, 349 Central Park West; Fred Weintraub, 1229 Park Ave., and Morris Weintraub, 90th St. and Lexington Ave., all of New York City.

A voluntary petition in bankruptcy was filed last week by Isador Warshal, 158 Nassau Ave., Brooklyn, with schedules showing liabilities of $1,743 and no assets except two life insurance policies in the Prudential Insurance Company of $1,000 and $500 respectively, and $100 in household property. In a statement made to the National Jewelers' Board of Trade Mr. Warshal stated that the business belonged to his wife and her father, and that he was manager of it.

The Board of United States General Appraisers has sustained the contention of the Motor Car Equipment Co. for lower duty on disks for automobile goggles. They were returned by Collector Loeb as manufactures of glass, with a duty at the rate of 10 cents per dozen pairs and 45 per cent. ad valorem. According to the importers the disks are in the category of "glass, ground," and as such entitled to enter at one and three-eighths cents per pound and five per cent. on the value. This claim is sustained and the collector reversed.

The Jewelers' Security Alliance, 15 Maiden Lane, reports that George Mason, one of the thieves who robbed C. D. Young, Delaware, O., on Aug. 1, has been sentenced to five years in prison, and that Chas. Turcott is now awaiting sentence for the same crime. The Alliance also reports that a show window in the store of T. S. Biggs, Terre Haute, Ind., was broken, and considerable jewelry stolen on Oct. 15. The police arrested the thief, and on Oct. 16 he pleaded guilty, and was sentenced to two or three years in the Indiana Reformatory.

The annual Fall meeting and dinner of the New York Credit Men's Association will be held to-morrow evening at the Hotel Astor. Charles A. Conant, American delegate to The Hague Conference on International Bills of Exchange and Commissioner on Coinage of the Philippine Islands, will speak on "Central Banking and Acceptances." Hugh Gordon Miller will deliver an address on "Opportunities for Business in Central America." William F. H. Koelach, of the Guaranty Trust Co., is chairman of the committee on arrangements.

The Board of United States General Appraisers has sustained a protest filed by A. Trenkmann regarding the classification of black cut paste settings for millinery ornaments. Duty was assessed at the rate of 60 per cent. ad valorem under the provision in the act of 1909 for cut or ground glass. The importer maintained before the Board that the merchandise is neither cut nor ground, but is plain glass or paste. The contention is that the tax should be 45 per cent. as "manufactures of glass." This claim is sustained and the Collector reversed.

The premises of the Philip Kramer Diamond & Jewelry Co., Inc., wholesale dealers in diamonds and jewelry at 6 Maiden Lane, were visited by the sheriff, last week, who had a judgment of $276 obtained by the Diamond Importing Co. A meeting of the creditors was held Tuesday afternoon of last week at 220 Broadway, at which time an offer of 100 cents on a dollar was submitted, payable 10 cents in two months, and five cents each month thereafter until the entire amount is paid. Since the sheriff's visit the judgment has been satisfied and the large creditors have accepted the proposed settlement. The business is now being continued as usual.

A collection of more than 3,000 gems and rare minerals has just been installed in Morgan Hall at the American Museum of Natural History. Among them is the famous Bernent collection of precious gems and minerals, the gift of J. P. Morgan. A number of new accessions were bought with the interest of the Matilda W. Bruce fund. It is a wonderful array of crystallized minerals, with specimens of beautiful white beryl inclosing tourmaline from Pala, Cal., other important specimens of neptunite and benitoite from the same locality, and specimens from Ceylon, India, and Rhodesia. A notable exhibit in one of the wall cases is a group of quartz crystals, including some of the rarest specimens ever found in Hot Springs, Ark., presented to the museum by the late Morris K. Jesup.

Benjamin J. Duveen, junior member of the art importing firm of Duveen Bros., 302 Fifth Ave., did not appear when his case was called Monday in the United States Circuit Court to answer an indictment charging him with conspiracy to defraud the Government by the undervaluation of imports. United States District Attorney Wise consequently moved that his bail of $50,000 be forfeited. John B. Stanchfield appeared for Duveen and asked permission to make an explanation. The pleading, he understood, had been set for the "Fall," and, as it is still "Fall," there was no default on the part of his client. Moreover, his client had merely a 5 per cent. interest in the gallery and was "a salesman and nothing more," for the firm. He is now in London with his mother, who is dying, Mr. Stanchfield declared. Judge Hough declined to forfeit the bail,

(*New York Notes continued on page 105.*)

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PRICES

910 Sandwich plate	$15.00 each
559 Mustard and spoon	$4.50 each
621 Mustard and spoon	$4.50 each
46 Cup	$5.00 each
70 Cup	$5.50 each
85 Cup	$7.00 each
628 Jam jar and spoon	$4.50 each
548 Tea strainer	$2.00 each
557 Tea strainer	$1.76 each
18 Berry dish	$18.00
7252/V Set	$14.50
5232/V Set	$5.50
530 Castor	$12.00
10/7234 Mayonnaise bowl and ladle in case	$9.30
529 Castor	$15.00
124/7192 Lemon dish and lork in case	$6.50
225/V Salt and Pepper Shaker in case	$6.50
596 Bouillon cup	$7.50
6599 6 Coffee cups and 6 Saucers in case	$33.50
533 Condiment set	$18.00
591 Castor	$4.00
538 Horseradish bottle and spoon	$4.50
546 Candlestick	$4.00
542 Candlestick	$6.00
551 Condiment	$9.00

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New York Office, 37 Maiden Lane
San Francisco Office, 717 Market Street

JAMES E. BLAKE CO., Attleboro, Mass.

New York Notes.

(*Continued from page* 103.)

and set the date for pleading as Nov. 13 next.

The board of United States General Appraisers last week sustained the claim of H. Wolff & Co. for reduction in the assessment imposed on sash brooches made of vulcanized rubber seroll work, having the customary brooch pin and catch attached. The articles were classified as jewelry with the duty of 60 per cent. ad valorem. The importers' contention that the merchandise is vulcanized rubber, and as such dutiable at 35 per cent. under the Dingley Tariff Act of 1897 is sustained.

The Jacot Musie Box Co., 25 W. 35th St., sent a notice to creditors last Wednesday requesting that they meet at the offices of the eompany the next day for the purpose of discussing its financial condition. It was stated at the meeting that the liabilities were about $93,000 and the assets about $19,000. The company asked for an extension and an official of the concern said that if the firm could secure quarters on Fifth Ave. it was thought that the financial difficulties could be adjusted after a short time at the new and better location. Nothing was deeided upon, and the meeting adjourned until last Saturday, at which time the same proposition was suggested to the creditors. No definite atcion was taken, although it was decided that the concern continue in business. The company has secured quarters on Fifth Ave., between 39th and 40th Sts., and the business will go on as usual for the present.

Two men entered the jewelry store of Joseph B. Kahn, 2809 Jamaica Ave., Richmond Hill, last Thursday and said they wished to purchase a watch and two diamond rings. Mrs. Kahn was alone in the store at the time and showed them a watch but they said it was not big enough, and stated that they would return when Mr. Kahn was there. They returned last Saturday but Mrs. Kahn was again alone in the store. This time the men looked at diamond rings. One of the men professed that he did not know how to speak English, but his companion acted as an interpreter. They selected a ring and said they would return later for it. This was about 3 o'clock Saturday afternoon. When Mr. Kahn began to put his stock away for the night at about 11:30 P. M., he discovered a cheap ring in place of one valued at $120. His wife then told him about the two men who had been at the store and he immediately notified the police. One of the men is described as being about 5 feet 2 inches high, smooth shaven and of light complexion. He has a small mole upon his left cheek. He is about 25 years of age and spoke good English. He was well dressed and wore a tan cravanette coat. The other man is described as being about 5 feet 4 inches high, smooth shaven, has dark hair and is about 26 years of age. He was also well dressed.

J. P. Westerheim, for five years an instructor at the Stone Watchmaking School in St. Paul, has opened a jewelry store in the Borlaug building, at Kenyon, Minn.



William H. Cook is about to open a store at Genesee, Idaho.

Frank Spalding has opened a new store in Williamstown, Ky.

The Costello Jewelry Co. is a new concern in Providence, R. I.

J. T. McBride is preparing to engage in business at Coalinga, Cal.

Brone Bros. are now in business at 435 Market St., Philadelphia, Pa.

Wm. Rawlings will open a new store in Philadelphia in the near future.

The Meyer & Basking Jewelry Co. has begun business in Meridian, Miss.

Herman Izdal, Des Moines, Ia., will begin business at 9th and Walnut Sts.

Ed. L. Hall has opened a jewelry and repair shop at 232 Massachusetts Ave.

L. D. Carlson will soon open a retail jewelry store at Powers Lake, N. Dak.

Meyers & Abraham have an attractive store at 938 Market St., Philadelphia, Pa.

Otto W. Anto recently commenced business at 280 N. James St., Hamilton, Ont.

J. A. Jaspen & Co. is a new firm dealing in diamonds at 729 Sansom St., Philadelphia, Pa.

Bennett & Crystal have started in the manufacturing jewelry business at 38 Crawford St., Newark, N. J.

I. Secttor, formerly a member of Krauss & Secttor, has opened a retail store at 242 Massachusetts Ave., under the name of the Hoosier Jewelry & Loan Co.

The Dardare-Preston Co., New York, has been incorporated to do a jewelry business with a capital of $2,000. The incorporators are E. J. Ludnigh, Harry G. Wiley, Harry Harris and Clarence Margon, all of New York.

Connecticut.

A burglar last week entered the store of B. Ballerstein, 1065 Main St., Hartford, and escaped with about $100 worth of jewelry.

Mitchell Damiano, an employe of R. Wallace & Sons Mfg. Co., Wallingford, crushed his hand so severely last week that it was necessary to amputate two fingers.

William Lee, S. Main St., Thomaston, Conn., the oldest employe of the Seth Thomas Clock Co., met with an accident last week at the factory, when he fell downstairs backward. He struck his head and otherwise injured himself. It is said that his injuries, however, are not serious.

Samuel Saadi, charged with taking a watch and chain valued at $37 from the store of Samuel W. Tasch early in October and failing to return it, was discharged when his case came up in the City Court last week. According to Prosecuting Attorney Beers, Mr. Saadi has made restitution for the amount of the wateh.

Lancaster, Pa.

TRADE CONDITIONS.

Lancaster jewelers are already looking ahead to Christmas, and some have begun sales on the instalment plan, laying selected goods back on a small payment being made, final delivery coming when the last payment is made.

Fred. M. Day, jeweler and optician, of Winston-Salem, N. C., visited this eity last week.

S. Kurtz Zook was in New York last week buying goods for the Christmas trade.

W. F. Day, Waynesboro, has ereeted an attractive electric sign in front of his place of business.

E. R. Kant and Charles E. Foose, of the Non-Retailing Co., are in from an extended trip among the trade.

R. H. Conlyn, Carlisle, Pa., is remodeling his store. When the work is finished it will be a deeidedly handsome place.

P. T. Deaner, Harrisburg, is adding an annex to the rear of his store, which will be used for an art and optical department.

John B. Roth, Jr., manufacturing jeweler, has received orders for the class pins for the 1912 class of the Lancaster High School, over 100 in number.

H. F. Yergey and wife, Columbia, have gone to Oklahoma City, Okla., to visit their son, Harry, a jeweler, who was formerly with his father at Columbia.

Josiah Kennedy, Providence, R. I., is spending a couple of weeks in Lancaster before proceeding to Jaeksonville, Fla., where he will spend the Winter.

At the exercises attending the opening of the new rooms of the Hebrew Young Men's Association on Oct. 22, the presiding offieer was Marcus Edelstein, the N. Queen St. jeweler.

Chester L. Booth has gone to Boston to take a position as salesman with a well known jewelry firm. He formerly lived some years in Boston, prior to coming to Lancaster, his native place.

Albert H. Rosenstein, of the Lancaster Silver Plate Co., has entered suit against John J. Evans to recover damages. He claims that defendant drove into his automobile and damaged it badly.

Daniel G. Weaver, 22 years ago a jeweler of Fairmount, Lancaster County, now a jeweler and optician in Ocheyedan, Ia., is visiting relatives at Weaverland, this county. He went west for the benefit of his health.

G. William Reisner, manufacturing jeweler, has received orders for gold pins for the class of 1912, Elizabethtown (Pa.) College; of the High School of Interlaken, N. Y.; the High School of Coraopolis, and the High School of Stuttgart, Ark.

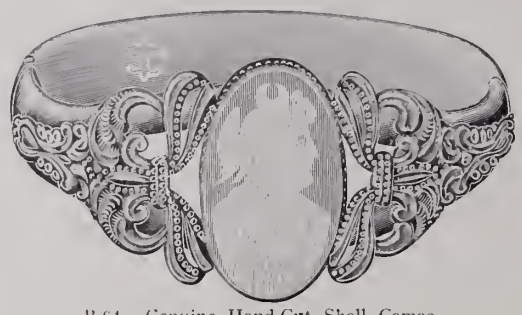
Aaron Pritchard died Oct. 17 at Des Moines, Ia., from injuries received nearly a month before in a driving aceident, his horse running away. The body was brought to Lancaster County, where the deceased was formerly a jeweler, for burial. His son will carry on the business.

M. Berman recently completed the overhauling of the Altoona, Pa., town clock and it is now in perfect condition. A new 8 foot clock dial from the E. Howard Clock Co. was installed. The clock is said to be almost 50 years old.

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Why the jeweler will buy a bracelet without the name or trade-mark of the maker stamped thereon, yet we receive them right along for repair and no one knows who made them. If the maker is ashamed to put his mark on a bracelet don't buy it.

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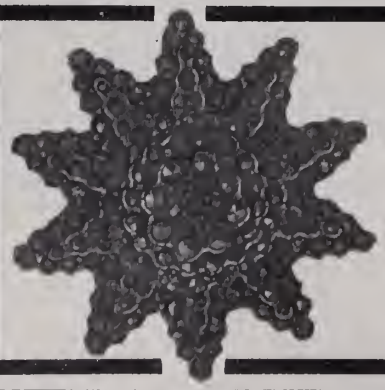
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Newark.

Clare Glander is on a trip to Boston in the interests of J. D. Dalzell & Co., 23 Marshall St.

C. J. Bioren, of Bioren Bros., 473 Washington St., is on a trip through the New England States.

Herbert Huger has just returned from a trip through the middle west for William Huger & Co., 41 Marshall St.

H. T. Garrigus, Jr., is on a trip which will include visits to the trade in Boston in the interests of L. E. Garrigus & Co., 38 Crawford St.

Vincent W. Henderson has just been on a tour of the middle west and New York State in the interests of Crane & Theurer (Inc.), 13 Franklin St.

Louis V. Aronson, president of the Art Metal Co., Mulberry St., has been making a visit to Mexico, where he has interests in mining properties.

F. C. Allen left last week for a trip through the middle west in the interests of Sansbury & Nellis, manufacturing jewelers at 23 Marshall St.

M. Wolfe, a salesman for L. Fritzsche & Co., 480 Washington St., has started on another trip through the middle west in the interests of the concern.

Fred Bonnor left last week for a trip through New York State in the interests of F. & F. Felger, Inc. Fred Felger, Jr., is on a trip for the company through the middle west.

Thomas H. Batcheller is representing Allsopp & Long manufacturing jewelers at 473 Washington St., in the middle west. Fred T. Long, of the firm, made a short trip through Pennsylvania the latter part of last week.

Irving J. Schwartz is on a trip through the middle west in the interests of L. Barnett & Co., 481 Washington St., of which firm he is a member. Milton Rodenberg, of the firm of Dunn & Rodenberg, New York, is traveling with him.

The mid-day gathering of the Newark Association of Credit Men, which was held last Thursday in Hotel Broad, took the form of a musical luncheon. Several performers from Proctor's entertained. National Secretary O. G. Fessenden, of New York, was expected to be present and give an address, but was unable to attend.

Last Friday night was "Larter" night in the Star head pin tournament on the Iroquois alleys. Those participating were from the factory of the jewelry manufacturing company of Larter & Co., Parkhurst and Austin Sts. Fifty men participated, and of these two won watch fobs for their high scoring. They were Edward Schwarz and Edward Dunham, each of whom had a score of 106.

Newark is going to have a 24-karat club. The organizers are: L. Ladd, of Lehman & Van Ness; P. J. Coffey and A. Burgess, of J. A. & S. W. Granbery; W. Fisher and F. Wolfhegel, of the Garland, Fisher Co.; S. and M. Miller, of the Shiman-Miller Mfg. Co.; S. Jones, of the Wm. Dixon Co.; Gustavus Sickles and R. H. Woodrow, of the Eastwood-Park Co., and K. Ford, H. Hemhauser, F. Geisler and W. Movitz, of the same concern. A meeting will be called in the near future and officers elected.

Last week the question of the genuineness of a diamond came up in the Third Precinct Court. Mrs. Mary Brooks, of 164 Ferry St., bought a gold locket with an inlaid diamond from John Milinsky, a jeweler at Ferry and Jackson Sts. Later she took it to a jeweler in Mulberry St., whose name she said in court she could not remember, and he said that the diamond was worthless. Complaint was then issued against Mr. Milinsky, who in court produced a file to prove that the diamond was genuine, and offered to pay $100 to anyone who could prove that it was not genuine. The complaint against him was dismissed.

Nearly 700 "boosters" gathered at the Board of Trade dinner, which was held last Wednesday night in the Symphony Auditorium. Curtis R. Burnett, who is president of this organization as well as the Newark Association of Credit Men, presided at the business meeting, which preceded the speeches of the evening and during of the after-supper programme. Announcement was made by President Burnett that Newark is to have an industrial exposition for the purpose of displaying her wares. One hundred and twenty-five men were elected to membership, among these being Albert Abrecht, a manufacturgin jeweler on Crawford St.

At the regular business meeting of the Newark Association of Credit Men last week the resolutions presented by the executive committee commending the bankruptcy laws were passed with but one dissenting vote. Newton Sutherland was appointed trustee for one year in the place of Charles H. Sanson, who had resigned. The following nominating committee was appointed: Louis A. Kempf, P. R. Carrington, Theodore Aldendorff, Thomas J. Kenny and Matthew H. Chase. Curtis R. Burnett, president of the organization, read a paper on collections and how to handle them. Mr. Burnett is connected with the American Oil & Supply Co.

A new jewelry manufacturing concern known as Bennett & Crystal is now doing business at 38 Crawford St. William Bennett, one of the members of the firm, has been doing business at the same place since last March. George Crystal, the other member of the firm and who represents it on the road, was until a few weeks ago a pattern maker for L. Barnett & Co. Mr. Bennett was superintendent in the factory of Day, Clark & Co. before he went into business for himself. The company will manufacture 10-karat gold jewelry. For the present Mr. Crystal's trips in the interests of the concern will include visits to the trade in New Jersey, Pennsylvania, New York and Connecticut.

The first games of the third annual competitive tournament of the Jewelers' Bowling League were rolled on the Oxford alleys Monday night. According to the schedule games will be bowled three nights a week, Monday, Tuesday and Wednesday, and the closing games of the series will be rolled on Monday, March 11. The prizes for the season are to be as follows: First team prize, $40; second, $30; third, $21; fourth, $18, fifth, $15; sixth, $12; seventh, $9. High team score $6; second high team score, 3. High individual score, $8, second high indiv'dual score, $5. High individual average, $8; second high individual average, $5; third high individual average, $3. The teams from Durand & Co., Carter, Howe & Co. and Whiteside & Blank opened the series.

Louisville, Ky.

George W. Plinke, a retail jeweler at 206 Market St., has entered suit against Harry Hardin for $114.45, which he alleges is due him on two notes.

The auction sale at the store of George Wolf & Co. is progressing at a rapid pace, and the amount of stock in the house is getting smaller and smaller every day.

A. J. Karson, who conducted a jewelry store on Market St., a few years ago is now engaged in selling his entire stock at auction. Less than a year ago Mr. Karson left the trade and stored a large part of his stock away. It is the remainder which he is now selling.

The local Young Men's Christian Association is now engaged in a mammoth membership contest, during which prizes are offered for the highest numbers of members which are obtained by the workers. One of the most valuable prizes which will be given is a pair of military brushes and a comb, which was donated to the cause by L. Huber & Son.

It was recently learned that Mr. and Mrs. George Rieger had announced the engagement of their daughter, Miss Mary Catherine Rieger, to Thomas E. Harrel. The exact date of the wedding has not as yet been announced, but it will take place some time in January. Mr. Rieger is one of the best known men in the local jewelry trade, having been engaged in the business almost his entire life.

It was recently announced that after a number of years' faithful service at the watchmaker's bench of S. E. Ledman & Son, C. W. Oltman, one of the most popular watchmakers in the trade, had tendered his resignation to the Ledman establishment and that it had been accepted. For the past four years Mr. Oltman has conducted a jewelry store on Vincennes St., New Albany, Ind., one of the three falls cities which is directly across the Ohio from Louisville. The store has been in charge of Chester Best. A short time ago Mr. Oltman decided to move his place in New Albany to another location in the same town. He is now located on Pearl St., one of the principal thoroughfares in the city.

In a review of trade conditions in France submitted by Consul General Frank H. Mason in Paris, a table is published regarding the value of the imports from the United States during the years 1909 and 1910. The value of pearls imported into that country during 1909 was $546,576 and in 1910 $671,640. Another table of exports from France to the United States shows that pearls to the value of $3,154,392 were exported during 1909 and $694,800 during 1910. In another table, listing the exports from the Republic to the United States, the figures for gold and silver articles exported are given as $300,764 during 1909 and $517,547 during 1910.

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Philadelphia.

Mushlin & Schweiger have removed from 712 to 721 Sansom St.

Boone Bros. have opened a retail jewelry store at 435 Market St.

I. A. Jaspan & Co. is a new firm dealing in diamonds at 729 Sansom St.

Herbert Harbrae has accepted a position with Bailey, Banks & Biddle Co. as salesman.

I. E. Fridrich will remove shortly from 1112 Broadway to 453 Kaighn Ave., Camden, N. J.

J. Leskin, watchmaker for the trade, has taken quarters in the Atlas building, 721 Sansom St.

Mrs. P. H. Bratton, a retail jeweler of Kennet Sq., has purchased a bungalow at Atlantic City.

R. H. Atkins was a recent visitor to this city in the interest of the New England Watch Co.

George Waters, 2924 Frankford Ave., is unable to leave his store owing to a fracture of the ankle.

H. L. Kramer, North Wales, Pa., is making an elaborate Hallowe'en window display.

Ira Landes, of Fahler & Landes, Allentown, Pa., was a visitor during the week on business and pleasure.

A. McKennie, watchmaker for the trade, has become identified with C. R. Smith & Son in a similar capacity.

Meyers & Abraham have opened up an elaborate store at 938 Market St. under the style of the "De Pries of Paris."

The Time Service Bureau of the Philadelphia & Reading R. R. has moved to its new headquarters at 9th and Spring Garden Sts.

Fredrick N. Day, a retail jeweler, Winston, N. C., spent several days in this city last week purchasing stock for the holiday trade.

William Self, a former Philadelphian, has gone to Mobile, Ala., where he will become identified with the Zadek Jewelry Co. as an engraver.

Early last week a thief with a skeleton key entered the jewelry store of Ebert & Walters, 7 S. 16th St., and stole jewelry to the amount of $70.

The regular monthly meeting of the Wholesale Jewelers' Association of Philadelphia was held Monday evening, Oct. 23, at the Jewelers' Club.

Sagorsky & Welt have started in business at 721 Sansom St. as manufacturers of diamond mountings. Mr. Sagorsky was formerly at 531 South St.

M. Gartman, manufacturing jeweler, 309 N. 8th St., has opened a place at 722 Sansom St. Some years ago Mr. Gartman was located at 709 Sansom St.

R. T. Chapman, a prominent jeweler of Atlantic City, has just returned from an extensive auto trip through the Pocono Mountains and surrounding districts.

Heyman & Co., 602½ Market St., have opened their new store, 35 S. 8th St., formerly occupied by I. Press & Sons. The new store has undergone a complete overhauling.

Harry Clark, retail jeweler, 4119 Haverford Ave., entertained a party of friends at dinner Wednesday evening, Oct. 18, the occasion being the 25th anniversary of his marriage.

R. M. Cooper, of R. M. Cooper & Son, is seriously ill at his home with intestinal trouble. Mr. Cooper is in his 82d year and has been subject to these attacks for the past few years.

A voluntary petition in bankruptcy has been filed by Fannie Fistel, in the jewelry business at Atlantic City. The liabilities are $1,318 and the assets are $1,210, including stock to the amount of $750.

Charles Muth, one of the most progressive jewelers in this city, with stores on Columbia Ave. and S. 8th St., has just purchased the jewelry store of the late J. Herzberg & Bro. at the corner of 8th and Arch Sts.

The store of Moskovitz & Herbach, jobbers, 430 Market St., was robbed early last week of silverware and other articles valued at $1,000. This is the second time thieves have visited this store within a few months. A description of the stolen goods has been sent to all pawn shops and other places where such articles would find a sale.

The following jewelers were visitors to this city during the week: John MacPherson, Mauch Chunk, Pa.; E. K. Bean, Lansdale, Pa.; D. H. Krause, North Wales, Pa.; J. Lacey Tyler, Laceyville, Pa.; H. S. Kratz, Sauderton, Pa.; A. E. Baylies, Bristol, Pa.; Mrs. J. A. James, Swedesboro, N. J.; H. V. Stratton, Bordentown, N. J.; Karl Weidel, Trenton, N. J.; E. L. Thomas, Phoenixville, Pa.; Horace Thoman, Woodbury, N. J.; S. W. Hart, Kennett Square, Pa.; J. D. Sallade, Norristown, Pa.; F. B. Righter, Conshohocken, Pa., and J. H. Shute, Glassboro, N. J.

Thomas Maddock, a traveling representative for Simons, Bro. & Co. for the past 55 years, is dangerously ill at his home. Mr. Maddock, who is familiarly and affectionately known throughout the southern territory as "Uncle Tom," had endeared himself to all those with whom he came in contact. His wife, who was quite as popular and as well known in the south as Mr. Maddock, died a few years ago, and since that time "Uncle Tom" has been fast losing ground. Mr. Maddock has not traveled for his firm for the past four years, but has been active at the office until last Spring, when about that time he was forced to give up his work indefinitely. Although Mr. Madock is a little past 84 years his many friends are hopeful for his speedy recovery and his resumption of his old duties.

Henry Jacobs, outside watchman, with headquarters at 8th and Chestnut Sts., made a very important capture last week while going his rounds. In the vicinity of 9th and Chestnuts Sts. he found a showcase which had apparently just been broken. As there was nothing disturbed he assumed that the culprit had been frightened off and continued on his way to 8th St., above Chestnut. He was surprised to find the display window of Heyman & Co.'s jewelry store, 35 S. 8th St., badly broken and the jewelry in the window in great disorder, as though it had only recently been dismantled. At the hour the streets were deserted, but looking into a recess he discovered a suspicious looking character, when he at once pounced upon the man, meanwhile making a mental photograph of his bulgy pockets, which he found well stuffed with watches, jewelry and other trinkets. A hurried trip to the police station and an examination brought to light 61 watches and other valuable jewelry. The police acknowledged the importance of the arrest, stating they had been on the lookout for the man for some time. This is not Mr. Jacobs' first arrest. He has been most helpful to the jewelers. A few years ago he almost lost his life making a similar arrest. The jewelers in the district have complimented and thanked the watchman on his recent capture.

Harrisburg, Pa.

The annual banquet of the United Commercial Travelers' Association was held at the Lochiel Hotel, Oct. 21.

John H. Witter has closed out his store in Mercersburg preparatory to embarking in another line of business.

Abraham Siverling, for some years proprietor of a store at Oliveburg, died recently, aged 74 years. A widow and four children survive.

Frank C. Sites, watchmaker for C. Ross Boas, withdrew last week as a Democratic candidate for county commissioner. He made a fine run at the primaries.

Fire did some damage to the rear of the Kearns jewelry store at Barnesboro, Pa., Oct. 17. Fortunately, it was discovered in ample time to save the most of the stock.

Among the corporations chartered at the State Department last week were the A. B. Gaston Co., Cochranton, Pa., capital $20,000, and the J. M. Degnan Co., South Bethlehem, capital $180,000.

The new addition to the large store of E. E. McMeen & Co., Lewistown, Pa., was formally opened for business Oct. 19. It is a two-story brick building, with 4,635 square feet of floor space.

All charges against William Herman have been withdrawn by the victimized Huntingdon merchants, inasmuch as Herman will be remanded back to the Eastern Penitentiary to complete his previous sentence of from one to six years. He had been paroled after a year's imprisonment for good behavior.

Baltimore.

The jewelers are requested to look out for a burglar operating in the northern part of the city. Oct. 20 he secured $250 worth of ladies' jewelry from H. G. Dillihunt, Roland Park, Md.

Thieves secured $500 worth of fountain pens from the Lowenthal-Wolf Co. Saturday, gaining entrance through a transom. The building is not only watched by the regular police, but has a private watchman. Pawnbrokers and jewelers are requested to look out for the pens, which bear a private mark, which will be sent out this week.

L. A. Martinez, of Ansonia, Conn., has bought the C. W. Keeler jewelry store at 66 Court St., Binghamton, N. Y. He will remodel and refit the store and will act as official inspector for the Lackawanna Railroad. Mr. Keeler retires after 25 years' business activity.

300 STYLES OF CLOCKS

AND BEAUTIFUL ART GOODS
DESCRIBED AND ILLUSTRATED

Shows You the
Best Sellers for
Holiday Trade

SCHISGALL'S NEW CATALOG

Clocks
are *sensible*
Holiday Gifts. Send
your order in now and avoid
possible delay in shipments.

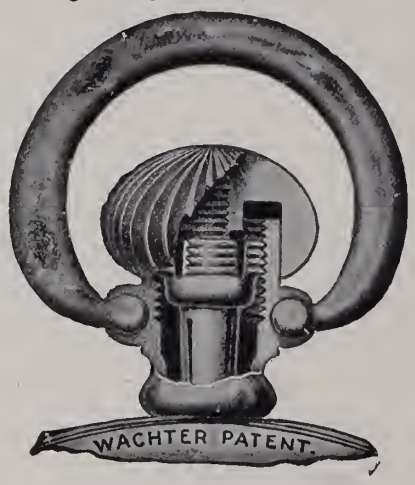
THEODORE SCHISGALL

116-118 Chambers St., New York. Chicago Office, 37 So. Wabash Ave.

HENRY PAULSON & CO., Western Sales Agents.

SAFETY WATCH BOW





PATENTED: NO. 795665, JULY 25, 1905
NO. 38576, MAY 21, 1907
NO. 918809, MAR. 30, 1909



Buy Watches with the Wachter
Safety Watch Bow

The Wachter Mfg. Co.

Should your Jobber not have them
in stock, then write to us

Hartford, Connecticut

WORKSHOP NOTES

(Third Edition)

For Jewelers and Watchmakers

PRICE, $2.50

Published by

THE JEWELERS' CIRCULAR PUBLISHING CO.

11 John Street, corner Broadway, New York

Pittsburgh.

William Hunt, Uniontown, one of the oldest jewelers in the State, was in Pittsburgh last week on business.

Among the buyers in Pittsburgh last week were the following: E. E. Beck, Knox; Frank Bloser, New Kensington; Wm. Hunt, Uniontown; M. A. Burston, Beaver; F. A. Heberline, Ambridge; T. H. Wilson, Niles; Wm. Sitter, Conemaugh; T. M. Noll, Alliance.

W. O. Harrison, manager of the Geo. B. Barrett Co., last week moved his family from "the old log cabin in the lane" to Mr. Harrison's home in Avalon. Henry A. Barrett is still at Asbury Park, having been there since last Spring, and is in better health than for years.

The judges of the new county court were guests last Thursday at the noonday luncheon of the Pittsburgh Association of Credit Men, and told the jewelry and other merchants present something about the workings of the new court. Under the law all suits for claims under $600 must be brought in this court.

J. E. Caldwell & Co., Philadelphia, sold about 100 trophies to the Duquesne Kennel Club of Pittsburgh, won at the recent one-day dog show held at Sewickley for the benefit of the Sewickley Valley Hospital. Very fine prizes were bought from the Grogan Co., the Hardy & Hayes Co. and W. W. Wattles & Sons, of this city.

It was thought last week that the arrest of W. F. Baldwin and others charged with blowing many safes in Pittsburgh and vicinity might lead to uncovering many window robberies in this locality. Baldwin used an automobile to do his work. He would ride up to a place, blow the safe and then dash off in a high grade car. Superintendent of Police McQuaide says that so far as he knows, Baldwin is not wanted for any jewelry jobs.

The creditors of A. C. Guth, DuBois, Pa., met Monday in Pittsburgh for the purpose of deciding how the bankrupt's stock shall be disposed of. It was thought best to place this matter in the hands of the creditors in order that a satisfactory arrangement might be made. Just how much of a dividend the creditors will receive is problematical, but it will be much less than 50 per cent., it is believed, since there are quite a few preferred claims against the bankrupt's estate.

Otto Heeren, William Heeren and W. F. Hoffman as individuals and partners in the firm of Heeren Bros. & Co. last week brought an action in the new county court against R. E. Inman and H. E. Merritt, of McKees Rocks, Pa., partners doing business under the firm name of R. E. Inman & Co. to recover $175 with interest from Jan. 18, 1911, for merchandise sold and delivered. The complaint was subscribed to by Arthur A. Hoffman, manager of the Heeren concern. The account is quite a long one, representing many sales for small amounts.

The insurance adjusters are at work adjusting the losses caused by the fire in the Penn building, Oct. 9. It is understood that satisfactory settlements already have been agreed upon by Grafner Bros. and West, White & Co. J. Alexander Hardy, of the Hardy & Hayes Co., owner of the building, now figures that his damage will be about $15,000, principally on machinery in the basement, this having been ruined by water. The structure also was badly scorched, and must be painted inside from top to bottom. Mr. Hardy's loss is, however, covered by insurance, he carrying $102,000 on the building.

J. Alexander Hardy, of the Hardy & Hayes Co., appeared before council last week to protest against the removal of the Hump, or Grant's Hill, as some term it. Mr. Hardy contends that if this improvement is begun it will cost the taxpayers of Pittsburgh millions of dollars. Mr. Hardy asserts that numerous vacant store rooms in Pittsburgh now, is an evidence that the removal of the Hump, for the purpose of extending the business district, is not needed. He favors the erection of a new city hall and market house combined on the present market house site. Mayor Magee wants council to pass a councilmanic bond issue for the Hump's removal, while many want the question submitted to a vote of the people.

The Supreme Court last week heard the case of Carl Springer, the son of a deceased New Castle jeweler, against the Pullman Palace Car Co., the latter being the appellant, from a decision in Common Pleas Court No. 2 of Allegheny County, giving Springer a verdict of $2,000 for the value of the loss of a bag of jewelry, sustained while he was a passenger in one of the defendant company's coaches from New York to Pittsburgh. The jewels were heirlooms and were given by the plaintiff's father to his wife, and the son is now the owner. Springer lost a hand satchel from under his berth, and the diamonds and other jewelry it contained were valued at $2,000. It is alleged that the porter did not properly guard the car on the trip, and it was on these allegations and proof to the jury which originally tried the case that Springer secured a verdict against the car company.

Cleveland.

Mr. Fishbeck, of the Hamilton Watch Co., was in Cleveland last week calling on the trade.

R. E. Burdick, of the Bowler & Burdick Co., was in New York last week visiting his daughter, who makes her home there.

George H. Dickinson, of Geneva, O., suffered a loss by theft when the large plate glass window in the front of his store was smashed recently and the entire contents of the window, consisting of jewelry, was stolen. It is thought that the thieves were scared away before they had a chance to enter the store for more booty. Up to the present time no trace has been found of the stolen goods. Recently Mr. Dickinson was also robbed of a box that had remained in the freight house of the Nickel Plate Railroad over night.

The following were among the out-of-town jewelers who were in Cleveland last week: E. H. Holter, of W. H. Deuble Co., Canton, O.; C. Schisler, Birmingham, O.; Mrs. W. C. Fisher, Lorain, O.; A. L. Bonewell, Gibsonberg, O.; E. J. G. Lovett, Alliance, O.; H. C. Jason, Lodi, O.; S. H. Brainard, Medina, O.; Mrs. Wm. Burger, Kelleys Island, O.; D. O. Thomas and wife, Barberton, O.; B. Mosely, Willoughby, O.; Chas. Bogert, Sandusky, O.; A. G. Chaffee, Garrettsville, O.; Paul M. Koch, Columbiana, O.; G. E. Miller, Detroit, Mich.; Geo. Clark, Lorain, O.; E. D. Davis, Kent, O.

Washington, D. C.

Edward Voigt had a narrow escape from injury in an automobile accident a few nights ago. Mr. Voigt's machine crashed into another auto, and although both cars were badly damaged no one was hurt.

Max J. Reiner has reported to the police that he lost or had stolen from his pocket while in a motion picture theatre jewelry valued at $65. Among the articles lost was a pin of the "American Jewelers' Association."

The Berry & Whitmore Co. has made for the Washington Chamber of Commerce a handsome silver loving cup, to be presented for the best exhibit of commercial apples at the apple show at Masonic Temple next month.

A. D. Prince, of R. Harris & Co., is recuperating after an operation performed several days ago at Providence Hospital. The operation was reported as successful, and it is expected that he will be able to resume his business duties within the next few days.

The annual sale of unredeemed pledges of the Collateral Loan Co. is to be held (to-day) Wednesday, Oct. 25, at the auction rooms of Walter B. Williams & Co. The annual sale of unredeemed pledges of George D. Horning, pawnbroker, will also be held to-day at the auction rooms of Adam A. Weschler.

James R. Clark, a young negro formerly employed by Edwards & Zanner, was convicted in the police court last week on three charges of petit larceny and sent to jail for six months. Clark stole jewelry valued at $60 from his employers. He was arrested while attempting to dispose of the goods in a pawn shop.

Invitations are out for a big "get together" dinner of the Retail Merchants of Washington. Business suits will be in order, as the merchants expect to go direct from their place of business to the dinner. Chairman Andrews promises that the dinner will have more "surprises than any held in this city in years.

Joseph Mazer, of McAlester, Okla., president of the Oklahoma Jewelers' Association, and former vice-president of the American National Retail Jewelers' Association, was a visitor in Washington last week. Mr. Mazer came to attend the laying of the cvorner stone of the new Scottish Rite Temple, and also received his 33d Masonic degree while in the city.

It was reported last week that the Sheriff had taken possession of the store of J. C. Beane, Sanborn, Ia. Mr. Beane, who is a dealer in jewelry and clothing, was formerly in Sheldon, O., but started in the jewelry line in April, 1910, succeeding Arthur Lucas.

Mercantile Fountain Pen



Gifts and Prizes

The best suggestion and the best quality for your customers. You can sell a Mercantile where you cannot sell any other article, because both price and quality are right—then everybody wants a good Fountain Pen.

Write for Catalogues

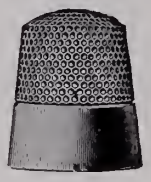
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15-19 Maiden Lane NEW YORK



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Gold and Silver Thimbles

Automatic Eye-Glass Holders

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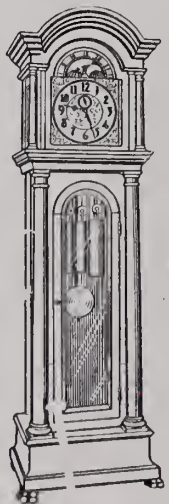
Established 1832



No. 137.



No. 163.



IT is as important to know who has made the tubular bells as it is to know who made the works of a clock.

Mr. R. H. Mayland, the celebrated bell specialist, makes exclusively for us, our bells. Each bell bears the patent stamp Dec. 4, 1900.

No tubular bells are imported, as the public is led to believe.

Things change. English clocks and fusée watches had once a reputation of superiority. Enterprise and improved machinery have enabled manufacturers of other countries to produce better goods and more variety.

BAWO & DOTTER, Limited

Manufacturers of Chiming Clocks

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Prepare for Your

Holiday Sales Now

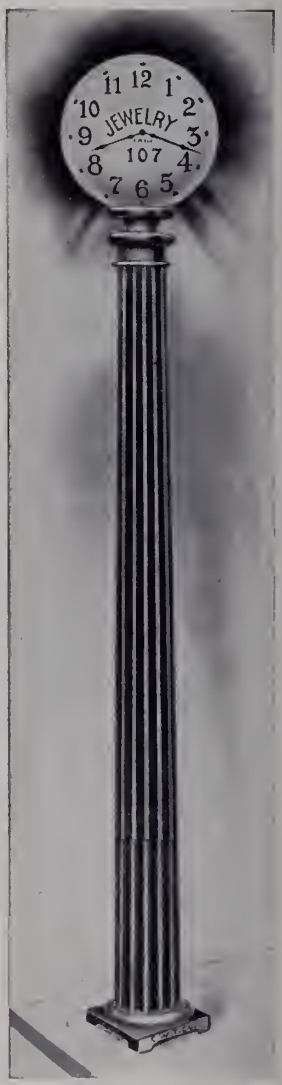
By Installing
A Genuine Chicago Watch Tool

Electric Flashing Street Sign

In Front of Your Store

We furnish these Signs complete as shown in illustration, with all bolts, screws, globe, lamp socket, flashing device and all wired ready to set up.

You can do the Installing Yourself
WE TELL YOU HOW



Improved Globe Post Street Sign

This ornamental street post sign is 10 feet high, 11 inches square at base, 6 inches in diameter at neck, is made entirely of metal, of an artistic Corinthian design, and the sign is completely wired ready to set up. The globes are 16 inches in diameter, semi-translucent, smooth both sides, no roughing of any kind, white color, white light, lose least light and diffuse beautifully, with no unpleasant and unsightly rings on the ground. They look as white and bright by day as by night and are a big improvement over the globes ordinarily used for this purpose. Another redeeming feature is that the expense of operation is cut about in half on this account.

No. C26 GLOBE POST SIGN Complete, ready to set up $30.00

SWARTCHILD & CO.

Heyworth Building CHICAGO, ILL.

Omaha.

Herbert Ryan, of the Ryan Jewelry Co., is in New York.

The A. F. Smith Co. is sending out to the trade a 400 page catalogue.

L. H. Holliday and F. Knapp, of the Ryan Jewelry Co., are home on the sick list.

Ferd Smith has returned from Gregory, S. Dak., where he went to register with the hopes of winning a farm.

M. Fritsch, Louisville, Nebr., whose store was robbed last week, was in Omaha replenishing his stock recently.

L. F. Boyce, with T. L. Combs & Co. for the past two years, has resigned and taken a position with Cady & Olmsted Jewelry Co., Kansas City.

Fred Brodegaard came near getting killed one night last week when the horse which he was driving home became frightened and ran away. In making a turn in the road it ran into a telephone pole and threw Mr. Brodegaard out of the buggy. No bones were broken.

The following were the out-of-town jewelers in Omaha last week: L. J. Hoyer, Woodbine, Ia.; Sam Jolliffe, Logan, Ia.; Fred Holsten, Alliance, Nebr.; Gus Beste, Hartington, Nebr.; John Beranek, Brainard, Nebr.; D. H. Kunkel, Osceola, Nebr.; Dr. Preston Powel, Adair, Ia.; M. S. Steele, Auburn, Nebr.; F. T. Johnson, Genoa, Nebr.; W. J. Neville, Johnson, Nebr.

When on his way to Washington the late Inspector General of Nebraska, Gustav Anderson, active member of the Supreme Council for the Southern Jurisdiction of Scottish Rite Masons, had filed with the Secretary General his recommendation for those Masons who had done good work in the last two years to receive the honorary 33d degree. Among those recommended were C. L. Shook, of this city.

Every year the Ak-sar-ben Board of Governors invests quite a few dollars in jewelry. This year it consisted of 12 gold badges for the board, 16 waist sets for the maids of honor, six pairs of sleeve buttons for the pages, three gold, silver and bronze medals for the prize winners in the manufacturers' parade and a beautiful diamond brooch for the queen at the coronation ball. The order was filled this year by the Geo. W. Ryan Jewelry Co.

Pacific Coast Notes.

William H. Cook is preparing to open a store at Genesee, Idaho.

R. Van Buren, Ontario, has just installed a safe which he claims is the largest and best in that town.

G. E. Warner, formerly of Seattle, Wash., has opened in the Mirror Theater building, at San Diego, Cal.

A. Delmas, Oxnard, Cal., has just invested in a valuable parcel of real estate on the outskirts of that town.

L. A. Schaufele, formerly of Santa Cruz, Cal., and now in business at Monterey, Cal., is seriously ill at the latter place.

A. C. Brahe, formerly with F. H. Cutler & Co., has taken a position as salesman with the Ernsting So., San Diego.

The quarters of the McMurray Jewelry Co., Tulare, Cal., are being renovated. A new sign and new fixtures will also be added.

Dr. F. H. Logan, Escondido, Cal., has decided to begin work on the development of his tourmaline and hyacinth mine at Ramona, Cal.

W. F. Wooster and wife, Suisun City, Cal., have returned from an extended pleasure trip through Oregon, Washington and British Columbia.

G. E. Tufford, Sonoma, Cal., who recently bought out F. E. Lenhart, has begun the remodeling of his store and is now holding a special sale.

Hale Bros., Sacramento, are now displaying in their windows 10 silver trophy cups which will be awarded to successful contestants at the industrial parade to be held in that city Oct. 21. The cups range in value from $125 to $40.

J. T. McBride, Coalinga, Cal., is preparing to open a store at that place and has just returned from a trip to Los Angeles, where he placed orders for fixtures, stock, etc. The store will be under the direct management of J. T. McBride.

C. E. Reid, who has been in business for some time on F St., Eureka, Cal., has decided to move across Humboldt Bay to the town of Arcata, Cal., where he will carry a larger stock. He has already secured a home in Arcata and will move about Nov. 1.

E. I. Camm, Petaluma, Cal., is now holding a sale at his Main St. store and will have everything in readiness for a removal to his new Kentucky St. location in a few days. Mr. Camm was formerly in business at the same location, but has been on Main St. for a number of years.

Trade Gossip.

M. J. Averbeck, 10 Maiden Lane, New York, has issued an attractive catalog containing 144 pages, illustrating with fine cuts the large line of jewelry, mesh bags, etc., carried by this house. The catalog is bound in red covers, the front cover giving a view of the sky line of New York City. The catalog is carefully gotten up, and will be of interest to all the jewelers.

An informative and interesting advertising brochure is that which describes and illustrates the new Washington pattern in sterling silver that has just been introduced by R. Wallace & Sons Mfg. Co., Wallingford, Conn. The booklet, which has 24 pages, 9½ x 6½ inches, bound in a heavy paper cover containing an embossed medallion of Washington, sets forth the saliant characteristics of the Washington design, and also illustrates practically all the pieces in flat and hollow ware in which the same is made. In addition there is an interesting introduction, telling of the political and social conditions existing at the end of the Colonial period of our history. This is practically explanatory of the Colonial nature of the Washington pattern, both hollow and flatware being absolutely true interpretations of the style of that period. The pattern itself is one of the most simple yet graceful designs ever turned out by the company.

L. D. Carlson is about to open a retail business at Powers Lake, N. D.

San Francisco.

George Vloss, of the Vloss & Tremble Jewelry Co., Lakeport, is in the city this week.

M. Arthur, of the Elston Jewelry Co., Inc., is making his regular Fall trip to Los Angeles.

The American Novelty & Specialty Co., formerly of 160 Mission St., has removed to 38 Sansome St.

S. S. Battin, Pacific Coast representative of Krementz & Co., left Sunday for a trip to Los Angeles.

L. W. Cheney, proprietor of the Wholesale Jewelry Co., last Sunday took an automobile trip to his ranch near Santa Rosa.

M. H. Isaacs, of the Mendlesohn Bros. Co., is taking a trip through the San Joaquin Valley and reports that business is very good.

S. Wurkheim, 717 Market St., has installed in his salesrooms a new display case that will be used to show novelty and holiday goods.

Miss Edith King, daughter of Walter King, Stockton, Cal., has been in the city the last few days doing some buying for her father.

James M. Wallace, well known among the jewelers of the Pacific Coast, has accepted a position with Hirchman & Co. as general salesman.

Mrs. Anna L. Silveira, who conducts a store at 72 Jackson St., and who was robbed a short time ago of goods valued at $20,000, it is claimed, has notified the police that on Oct. 13 she was robbed of a valuable diamond pin. She suspects three men, two of whom entered her place in the afternoon to look at rings, while the third stayed outside. She did not see the pin stolen, but missed it shortly after the men had left the premises.

A large number of country jewelers were in the city last week, partially to see the ground-breaking exercises for the Panama-Pacific Exposition and President Taft, and partially to buy stock for the Fall trade. The visitors included: E. R. Sawyer and John Hood, Santa Rosa; L. A. Peck, Sisson; L. C. Koberg, Healdsburg; E. Praet, Woodland; L. L. Trombley, Santa Cruz; H. J. Kuechler, Stockton; Walter Belling, Vallejo, and C. J. Noack, Sacramento.

Mrs. Phoebe A. Hearst, the noted philanthropist and patron of the University of California, is arranging to make an exhibition of California-made jewelry and jewelry made of California materials at the Panama-Pacific International Exposition in 1915. She already has a considerable collection, and is now having made, at the works of Ferd Heiduska, manufacturing jeweler, a number of special pieces from California pearl blisters. The pearl blisters are from Mrs. Hearst's own fisheries. All the pieces are designed by Mr. Heiduska and will be completed by his shop force in about 18 months.

E. E. DeGroff, who has been in the jewelry business in LeRoy for 25 years, will dispose of his interests there and move to Austin, Minn., with his family.



Invite prospective watch buyers in to discuss the watch question with you.

They'll appreciate the invitation and visit your store before they'll go elsewhere.

Here's how one jeweler gets them interested:

"In cost per year there is no watch as moderate in price as an Illinois (Springfield) Watch. That's the wise way to figure the cost of any watch.

"The fact that an Illinois Watch is also lower in first cost—grade for grade—is just one more point in your favor. From the 11-jeweled to the 23-jeweled movement there is no equal value for your money.

"Come in and discuss the watch question with us."

As a watch expert you, too, can give them a convincing talk on the superiority of the Illinois (Springfield) Watch.

ILLINOIS WATCH COMPANY

SPRINGFIELD

CHICAGO AND WEST

I WILL

Western Office:
503 Heyworth Bldg., 29 E. Madison St.,
Chicago.

Telephone:
Randolph 1079,
Chicago.

Vol. LXIII. CHICAGO, WEDNESDAY, OCTOBER 25, 1911. No. 13.

Chicago Notes.

J. B. Ash, the "ebony king" of Rockford, Ill., was here last week.

A. C. Becken returned from a short trip to New York last week.

W. S. Gilmore, with the Towle Mfg. Co., was on a vacation the past week.

Frank J. Barton, of Catlow, Barton & Co., visited the trade here last week.

Mr. and Mrs. Wm W. Bugg, Jackson, Mich., spent a few days here last week.

Milton Rodenberg, of Dunn & Rodenberg, visited the trade here last week.

W. H. Alger, with the North American Watch Co., visited St. Louis last week.

L. J. Finch, representing the R. F. Simmons Co., is back from the Pacific coast.

Frank E. Wallis, with T. W. Adams & Co., has returned from a middle western trip.

George Weidig, Chicago manager for Joseph Fahys & Co., visited St. Louis last week.

E. M. Perham, a retail jeweler of Sparta, Wis., was here last week accompanied by his wife.

Herbert E. Cobb, with the Daggett & Clap Co., visited Minneapolis and St. Paul last week.

E. H. Booth, all the way from Chihuahua, Mexico, was here last week making his Fall purchases.

George F. Williams, jewelry and silverware buyer for The Fair, visited the New York markets last week.

Albert M. Dueber, head of the Dueber-Hampden Watch Works, Canton, O., spent last Friday in this city.

Charles E. Child, representing the Chas. M. Robbins Co., has returned from a trip to Denver and the far west.

H. C. Keller, of the Keller Jewelry Mfg. Co., accompanied by Mrs. Keller, was here last week on a tour of the west.

C. Fred Monroe, with the George M. Baker Co., refiners, of Providence, R. I., was here last week visiting the trade.

Fred E. Hyatt, sales manager for the Philadelphia Watch Case Co., was here last week on a tour of the western cities.

E. L. Imhoff, salesman for the R. & G. Co., was married here last week to Miss Olivia Gibens, formerly of Louisville, Ky.

Mr. Burns, formerly jewelry buyer for the Harris-Emery Co., Des Moines, Ia., has been promoted to the position of merchandise man.

D. T. Martin, who is an M.D. a druggist and a jeweler of Pomeroy, Ia., was here last week attending a convention of railroad physicians.

P. J. Richards and Herbert E. Richards have severed their connection with E. V. Roddin & Co. The latter goes with Otto Stumpf & Co. in the Republic building.

Spies Bros. have taken an additional room in the basement of the Powers building, where they have installed a new drop press with a power of 250 tons pressure.

Edward L. Chamberlain, jewelry, silverware and cut glass buyer for the Jones Stores Co., Kansas City, Mo., stopped over here last week on his way to New York.

Sig. Stern, of Stern Bros. & Co., and "Cy" Price, of Oppenheimer Bros. with Albert Shire, of Konijn, Frank & Shire, were among the diamond men here last week.

A. R. Van Colson, southern traveler for the Adelphi Silver Co., came in from the road last week and will remain in the Chicago office of that concern until after the holidays.

Adah Virginia Huston, daughter of Mr. and Mrs. S. K. Huston, was married, Oct. 24, at the St. James Methodist Episcopal Church to Lambert Joseph Pomeroy, a broker of this city.

Peter Nerney, of the Bay State Optical Co., was here last week on a visit to his son, Ed Nerney, manager of the Chicago office of the company. This was Mr. Nerney, Sr.'s, first visit to Chicago in 25 years.

C. E. Roy, formerly in the retail jewelry business here on Milwaukee Ave., has been engaged by the Eisenstadt Mfg. Co., St. Louis, Mo., to assist Homer Bouchard in taking care of the Chicago and nearby trade.

J. Bachner, formerly with the Manistee Watch Co., of Manistee, Mich., who built the original Manistee watch is in business at 431 S. Dearborn St., as a watch manufacturer under the name of the Arrow Watch Co.

Chas. L. Miller, a retail jeweler of Bloomington, Ill., was here last week taking in the Sox-Cubs city baseball series. Mr. Miller is a great baseball fan, and was at one time president of the Bloomington baseball club.

Dave Ellbogen, traveler for the Stein & Ellbogen Co., is at St. Luke's Hospital recovering from an operation. Mr. Ellbogen helped a baggage man lift his trunk to a baggage car two weeks ago and strained himself seriously.

The handsomest showcase pad ever given to the trade is now being distributed to retail jewelers by the Oneida Community, Ltd. The pad is of fine heavy felt, blue-gray in color on a light buff background, with embossed border and lettering.

The National Federation of Retail Merchants was organized in Chicago, Oct. 19. Its object is to fight the parcels post, and it claims to have a membership of many firms. Mr. Maloney was elected president; E. C. Robinson, of St. Louis, was elected vice-president; J. T. Russell, 846 Garfield Boulevard, this city, was elected treasurer.

Mrs. Mary Eliza Purdy, wife of J. H. Purdy, who is now with the A. C. Becken Co., died in Indianapolis, Ind., Oct. 17, at the age of 72 years, 11 months and 15 days. The body was cremated in Indianapolis Friday, Oct. 20. Mrs. Purdy was born in Newburgh, N. Y., Nov. 2, 1838, and was the daughter of Hobart and Jane Gregg. She was married to J. H. Purdy on Sept. 28, 1859, at Mount Pleasant, Ia. She is survived by her husband and two sons, Charles S. Purdy and Frederick Purdy. Mrs. Purdy had a lovable personality and was known to many people in the trade here. She had been ill for some time and last May underwent an operation at her sister's home in Indianapolis, from the effects of which she never recovered.

Among the buyers in town last week were: George Chapman, of Chapman & Armstrong, Galesburg, Ill.; A. M. Conerus, Elroy, Wis.; Chas. L. Miller, Bloomington, Ill.; E. F. Vigeant, Houghton, Mich.; Mr. Cover, Toulon, Ill.; E. H. Booth, Chihuahua, Mexico; M. F. Warren, Colorado Springs, Colo.; E. M. Perham, Sparta, Wis.; Mr. Moltz, of Moltz & Record, Alexis, Ill.; D. T. Martin, Pomeroy, Ia.; John E. Ramsey, Fond du Lac, Wis.; Geo. W. French, Ionia, Mich.; R. E. Risk, Charleston, W. Va.; Arnold Buchanan, Jr., Clay Center, Kans.; Orr Keith, Iowa City, Ia.; William W. Bugg, Jackson, Mich.; Morgan D. Wise, Rockford, Ill.; W. J. Graber, Benham, Tex.; William A. Hamlin, Beloit, Wis.; J. F. Wilhelm, Winterset, Ia.; John C. Morse, Chandlerville, Ill.; C. H. Haney, Hampton, Ia.; D. R. Lewis, Manchester, Ia.; J. W. Neasham, Ottumwa, Ia.; Mr. Barrett, Freeport, Ill.; N. J. Hintgen, La Motte, Ia.; A. C. Williamson, Fulton, Ill.; Edward Werder,

Charles City, Ill.; Harry H. Green, Minneapolis, Minn.; Laurin A. Hoard, Waupun, Wis.

Owing to the increased demand for its product, the Illinois Watch Co., Springfield, has again found it necessary to build an addition to its plant. The new addition will be 132 feet long and two stories in height. While the greater part of it will be used for administrative and other purposes, rest and recreation rooms will he provided for both men and women employes. This is the second addition built to the plant in the last two years. In the Fall of 1910 a two-story addition was erected to the north end of the factory 170 feet long.

Columbus, O.

At the last meeting of the Columbus Optometrical Society the following officers were chosen: B. E. Moree, president; M. M. Rhoades, vice-president; V. Dean Reese, secretary; E. C. Voeller, treasurer; I. H. Pohl, D. T. Davies, I. E. Whire, educational committee.

W. G. Bancroft, of the Bancroft Bros. Co., was in Common Pleas Court as a witness in a criminal case in which a former county clerk was charged with receiving a $190 diamond ring from a firm of stationers. The ring was purchased from the Bancroft store two or threc years ago. The official was acquitted by the jury.

A sale will be commenced this week to dispose of the stock in the store of the late L. W. Lewis. The store was owned jointly by Mr. Lewis and his brother, F. W. Lewis, Indianapolis, the latter bcing a silent partner, and the firm's heaviest creditor. He took the store over at the time of his brother's death, and it is being managed for him by Otto Poppendieck. The store, stock and business will be sold as a whole if a purchaser can be found, and if not the sale will be continued until the end of the year.

Oklahoma City.

J. H. Randall, of the J. H. Randall Co., Dubuque, Ia., has traded jewelry stock for a 160-acre tract of land east of Oklahoma City. The trade is made for investment.

Thieves entered the Owl Drug Store and McDuffie Jewelry Store at Lawton, Okla., this week and obtained loot valued at $500. They secured $36 in cash, a dozen and a half sterling silver souvenir spoons, a sterling silver handled umbrella, two sterling silver toilet sets valued at $25 each and a small lot of tie clasps, nail files, tooth brushes, etc. Mr. McDuffie believes that the thieves endeavored to steal a $400 diamond which had been on display in the window during the day, but which had been placed in a vault. Most of the silverware was stolen from the display window. Access was obtained by breaking in a rear window near the door and unfastening the door bolt.

William Stedman, Mercedes, Tex., has been succeeded hy D. J. Young & Co.

Frank L. Cardell, Northfield, Vt., has transferred his business to Swanton, Vt.

St. Louis.

R. Lowenstein is on a two weeks' business trip through the southwest.

Charles Mosby, of Batesville, Ark., accompanied by his wife, spent part of the week here.

R. A. Kettle, Chicago manager of the Waltham Watch Co., visited friends in St. Louis last week.

George R. Stumpf, 620 Franklin Ave., was confined to his home for several days by a severe injury to one of his eyes.

F. W. Hoyt, president of the Hoyt Jewelry Co., left Tuesday on a business trip through Missouri, Arkansas and Texas.

George H. Hess, president of the Hess & Culbertson Jewelry Co., will leave in a few days on a hunting trip in southwest Missouri.

R. F. Kroeger, of the Elliott Jewelry Co., is leaving on a three weeks' business and pleasure trip through the east. He will visit all the factories and centers.

Henry F. Sloan, formerly of Edwards & Sloan, Kansas City, Mo., stopped in St. Louis last week on his way from his present home at Brooklyn, N. Y., to his old home on a visit.

In the suit of the Gauen Jewelry Co. against Gauen, for an accounting, pending in Judge Homer's division of the Circuit Court, the plaintiff company has been granted leave to amend its petition.

Referee in Bankruptcy Coles has designated Oct. 26, at 11 A. M., as the time for the first meeting of creditors of the Gerber-Buschman Cutlery & Silver Co., which was recently thrown into bankruptcy by creditors.

The Hess & Culbertson Jewelry Co. secured the commission for making 1,500 Bit and Bridle Club monogram buttons for the St. Louis horse show, to be held early next month. The company alsó made a large number of cups for the Normandy Golf Club tournament.

Frank Niehaus, Jr., who has been associated with his father, F. H. Niehaus, at 1304 Franklin Ave., for many years, is opening for business on his own account at 10th St. and Franklin Ave., where he will have an attractive store and carry a complete line of jewelry.

F. A. Durgin, one of the oldest jewelry salesmen in the city, has been taken to the Baptist Sanitarium for treatment. He has been sick for some time at the home of one of the other salesman of the firm. He is 75 years old and has been connected with the firm for 30 years. Before that he was in business for himself.

Among the out-of-town jewelers in St. Louis during the past week were: Charles Mosby, Batesville, Ark.; C. S. Scanlin, Indianapolis, Ind.; F. L. Ellis, Ensley, Ala.; Roy Goulding, Alton, Ill.; Mr. Bass, of the Worrell-Bass Jewelry Co., Louisiana, Mo.; N. P. Jenson, Marissa, Ill.; John Fink, of Fink & Klein, Ft. Smith, Ark.; Mr. Devaney, of Devaney & Lovingwood, Ellsbury, Mo.; H. W. Fuerste, Okaville, Ill.; D. B. Van Hupple, Wentzville, Mo.

Herman Mauch was awarded the contract, over strong competition, to make a solid gold past potentate jewel, studded with rubies and diamonds, which was presented Tuesday to Col. C. A. Sinclair, captain of the Mystic Shriners' portal. George H. Hess, president of the Hess & Culbertson Jewelry Co., is a member of the committee of arrangements for a banquet that is to be tendered Col. Sinclair at the Mercantile Club next Friday night

In the suit of John H. Beckerman against the E. H. Kortkamp Jewelry Co. for $10,000 damages on account of injuries alleged to have been received by the plaintiff in falling down a flight of cellar stairs at the Kortkamp store, a jury in Judge Grimm's division of the Circuit Court gave a verdict for $1,500. A motion for a new trial has been filed by the Kortkamp company. Beckerman was working about the Kortkamp store and alleged that a trap door was negligently left open by an employe of the company, causing him to fall and receive injuries asserted to be of a permanent character.

James J. Burke, president of the Brooks Jewelry & Optical Co., is building up a nice business in Buenos Ayres, South America, and the Philippines. Men formerly in business in this country who have gone to those countries have continued to patronize the Brooks firm, and through them other customers have been obtained. A large order came in Thursday from the Philippines. It was five weeks on the way, and it will take the goods probably longer than that to reach their destination. Orders are made up from the firm's catalogue, which is sent to the distant customers at regular intervals.

The operations of an alleged jewelry "fence" have been checked by the arrest of Morris Hartstein, of 1010 N. 7th St.; Andrew C. Clobes, of 3836 Morgan St., and Abraham Sosna, of 2805 Dayton St. Sosna was arrested when he tried to dispose of several watches and brooches at a jewelry store at 8th St. and Franklin Ave He told the detectives he had obtained the goods from Hartstein. The latter was arrested and when his home was searched quantities of jewelry were found. Hartstein said he had received part of the jewelry from Clobes, who, he said, had represented himself as a traveling salesman and had said that the articles were samples which he had replaced with others. When Clobes was arrested and taken to police headquarters he broke down and admitted that he had been stealing jewelry for the past six months from his employers, the Shryock-Todd Motion Co., 824 N. 8th St. He took a few articles each day, he said, and turned them over to Hartstein. He realized only about half of the value of the goods. He pleaded that he had stolen for the sake of his wife, as his earnings did not admit of his providing for her in the way that he would like. "I saw all of that jewelry lying around," he said, "and it looked so easy to take that I just decided to get the needed money that way. I took a few pieces each day and sold it to Hartstein at my lunch hour." Warrants were issued charging Clobes with larceny and Hartstein with receiving stolen property. The Shryock-Todd firm has not ascertained the extent of their losses, which are thought to amount to several hundred dollars.

Charles H. Allen, Mart, Tex., has been succeeded by Francis Upchurch.

Los Angeles.

Jacob L. Miller, of the E. Bastheim Co., is now on a business visit in Arizona.

Paul D. Walsh, of Hambright & Walsh, has returned from a short visit to San Francisco.

V. B. Paddock, an old time jeweler, who has just opened a new store in San Diego, was here recently buying stock.

H. A. Curry, traveling man for Hambright & Walsh, is making a tour of the towns on the Kite-Shaped Track.

George H. Marcher, of the Pacific Gem Co., has gone east on a selling trip. He expects to be absent two months.

J. E. Dunaway, who recently came here from Kansas City, has taken a position as watchmaker with the J. C. Fleming Co.

Ralph Himmelschein, manufacturers' agent, room 300, 622 S. Broadway, has gone on a business trip around the Kite-Shaped Track.

J. Rosenkranz, 306 Broadway Central building, is giving all his time to city trade at present, but expects to go on the road next month.

The stock of Samuel D. Henkin, Pasadena, is being sold at auction under the direction of Mr. Davis, the trustee chosen by the creditors.

J. Wiesenberger has gone with his father-in-law, L. B. Cohn, to spend a short time at Murrietta Hot Springs. They went in Mr. Cohn's automobile.

S. M. Cowen, formerly bookkeeper and office manager for J. Levinson, is now bookkeeper and road salesman for E. A. George, 335 S. Spring St.

Arthur Turner, traveling salesman for the E. W. Reynolds Co., recently returned from a business trip and started out again for a tour of southern California towns.

James Cohn, who recently returned from several months spent at Applegate, Placer County, Cal., has taken a position as salesman with A. B. Cohn & Bro., 3d and Main Sts.

Fred B. Lewis, formerly in the jewelry business in Cleveland, has been building some unique apartment houses in Sierra Madre, a foothill town 15 miles from this city.

The work of installing the new front and the fixtures for the M. Deman Jewelry Co., 514 S. Broadway, is in progress. The company expects to be ready for business by the 20th inst.

Dr. E. B. Bayliss, of the Gem Shop, 423 W. 5th St., is going out of the jewelry business and is having a special sale. He will hereafter confine his attention to the optical business exclusively.

George O. Brandenburg, until recently at the head of the Brandenburg Jewelry Co., and Robert Hodgson, a jeweler who has been in the shop of S. Nordlinger & Sons, have gone to San Francisco to take positions with Shreve & Co.

In one of the large store windows on Broadway is displayed a handsome collection of silver automobile trophies. One of these, a solid silver urn, is said to be the largest in the world. It stands at least six feet in height and is valued at $10,000.

Jewelers from out-of-town who visited Los Angeles recently include: A. W. Elliott, Santa Paula; V. B. Paddock, San Diego; R. Van Buren, Ontario; A. Protsch, Redondo; Theodore Roberts, Anaheim. Mr. Van Buren was accompanied by his wife.

S. V. Rosenkranz, son of J. Rosenkranz, who recently gradnated in law and was admitted to the bar, has taken a position with the firm of Harriman, Rychman & Tuttle. This firm is defending the McNamaras in the trial charging them with the destruction of the *Times* building by dynamite.

J. T. Harris, 761 S. Broadway, is now in Salt Lake City en route to Idaho and other northwest points. During his absence S. S. Schepps is in charge of his business. Mr. Schepps is superintending the installation of five new show cases which are large and handsome, having marble bases and a capacity for 200 trays.

George E. Feagans arrived home a few days ago from his extended business trip to Europe and the east. He is actively engaged in preparing for the opening of his magnificent new store in the Alexander Hotel on W. 5th St. For the present he maintains an office on S. Hill St.

Isador Behrstock, traveling representative of Meyer, Cahn & Talbott, is now in Denver, in the course of an extended business tour. David Zabriski, of the jewelry department of the same firm, and Dr. Ennis, of the optical department, are both back from extended trips, and both report having done satisfactory business.

R. D. Vercler, recently traveling salesman for D. Walkowisky, has taken the position of traveling salesman with Meyer, Cahn & Talbott. He will handle Rockford watches exclusively. Meyer, Cahn & Talbott, who some time since acquired a large storeroom 90 feet in depth on the floor below their salesroom, already have this space nearly filled and are finding it difficult to accommodate all their new goods.

Milwaukee.

Theodore Leubusher & Co., wholesale jewelers, Caswell building, have installed new wall cases for the display of their extensive line of toilet sets.

Milwaukee wholesale jewelers have been notified that A. L. Alexander has again taken charge of his store at Haywood, Wis., which he sold some time ago to A. F. Klingermann.

At the postponed October meeting of the Milwaukee Optical Club, held at the store of A. Reinhard, Oct. 19, the new constitution of the American Optical Association was adopted. Plans were also made for a series of social gatherings which will be held this Winter.

The new quarters at 111 Wisconsin St., soon to be occupied by the Louis Esser Co. are fast nearing completion. Mr. Esser is sparing no expense in making the store of the finest of its kind in Milwaukee. The new fixtures, inlaid with ivory and ebony, are now being installed.

Among the out-of-town Wisconsin jewelers who called upon the Milwaukee trade last week were the following: Henry Bayer, Whitewater; Mr. Jappe, of Jappe & Johnson, Racine; P. S. Schwartz, Plymouth; J. B. Kimball, Waukesha; F. P. Beswick, Racine, Wis.

Arthur Richard Bachmann, 811 3d St., a prominent young optician of Milwaukee, was married on Oct. 17 to Miss Clara Brune, daughter of Mr. and Mrs. Frederick Brune, of Milwaukee. Mr. and Mrs. Bachmann will be at home to their friends at 1279 5th St. after Dec. 1.

At the recent meeting of the directors of the Wisconsin Retail Jewelers' Association held at the Hotel Blatz in Milwaukee, thanks and appreciation were extended to the Manufacturing Jewelers and Jobbers' Association of Milwaukee for the manner in which that organization has been protecting the trade. The directors also volunteered their support of the industry in Milwaukee.

The second annual stag party of the employes of E. H. Warnke & Co., manufacturing jewelers, was held at the Summer home of T. H. Miller, foreman of the Warnke shop, at Nemahbin Lake, near Oconomowoc, Wis., Oct. 21 and 22. Members of the force organized a band and orchestra and a decidedly interesting program was carried out. Fishing and hunting also took up considerable of the time. Mr. Miller has an attractive place on the lake.

The campaign for new members which the Milwaukee Jewelers' Club has planned will be inaugurated this week, when several of the officials, together with Henry F. Stecher, former president, will make a tour of the city and visit every jeweler in the effort to get him to affiliate with the club. The organization has met with an exceptional growth during the past year and has accomplished much for the local jewelry trade, but it is felt that its membership ought to include every live jeweler in the city.

Directors of the Wisconsin Retail Jewelers' Association held their regular quarterly meeting at the Hotel Blatz Oct. 11, when several matters of importance to the trade, including fraudulent advertising and retailing by manufacturers, were taken up. Particular attention was given to the matter of the alleged fraudulent advertising, which is being carried on by some concerns and plans were made to invoke the aid of the postal authorities in the work of reform. It was also decided to inaugurate a campaign of education among the members of the association, in the effort to offset this objectionable advertising. The attention of the association has been called to the practice of several manufacturing jewelry houses in carrying on a retail business "on the side." Representatives of some of the manufacturing houses in Milwaukee were invited to appear before the directors' meeting, and the matter was talked over informally, the directors making it plain that the retailers strenuously objected to having the manufacturers encroach upon their field. The directors also completed plans for furthering the campaign for new members. In the evening the directors met with the Milwaukee Jewelers' Club at the Hotel Blatz as guests at the monthly banquet of that organization. Informal talks were made by the State directors and officers of the Milwaukee club.

J. E. Boykin, Greenville, Tex., has been succeeded by Boykin & Hawley.

Cincinnati.

Harry Gilsey, of S. & H. Gilsey, left last week for the south.

E. C. Voss, of Jos. S. Voss & Sons, left Saturday night for a trip up through Ohio.

Mr. and Mrs. Thacker, Rutherford, W. Va., spent several days in Cincinnati last week.

Louis Lange, of A. G. Schwab & Sons, came in Saturday from a short trip into Kentucky.

Gus Peck, of Peck, Selmeier & Peck, returns Thursday from a two weeks' trip through the west.

John Herschede, of the Herschede Hall Clock Co., returned home last week from a successful eastern trip.

D. D. Elliot, Hope, Ind., has purchased the store of A. E. Johnson at Versailles, O., and opened under his own name.

William Krantz, city salesman for Gebhardt Bros., has been put on the road and is now traveling through Kentucky.

J. C. Miller, of the Miller Jewelry Co., came in last week from Kentucky, and Wallace Miller from Indiana and Michigan.

Joseph W. Smith is going through the Carolinas and West Virginia for the Geneva Optical Co., and now is in Charlestown.

Lee Kahn and Joe Rosenbaum left Sunday for the south and west for Lindenberg & Fox. Mr. Lindenberg is now traveling through the south.

J. Hahn, of Oppenheimer & Hahn, came into the city last week and left soon after for the south. I. Oppenheimer is due in the last of this week.

Robert J. Siefert, of Albert Bros., left for Kentucky the first of the week. Louis H. Albert is passing a week in Indiana and Kentucky calling on the trade.

Charles Swigart, of the firm bearing his name, has come in from central Ohio to stay several weeks. J. A. Oswald left Monday to go through the north of the State.

Constance Plaut, daughter of Mr. and Mrs. Aaron Plaut, will be married Oct. 26, at her home in Avondale, to Dr. Frank Cohen, a young physician of New York.

A. Lamb, a salesman from Columbus, O., has been engaged by the John Holland Gold Pen Co. A. R. Roettinger left Sunday for Indiana and Oscar Smith for the southwest.

A new shop in Williamstown, Ky., has been started by Frank Spalding, Ludlow, Ky., where he has been employed as a watchmaker. The new store carries jewelry and optical goods.

Furnishings for a new store were purchased in Cincinnati last week by Abe Art, who is opening on Main St., Zanesville, O. He expects to have one of the finest shops in the city and is well situated.

Joseph Mehmert, of the firm of his name, came in Saturday from a short trip through Ohio and left Monday for Michigan. Otto Mehmert and William Thelen came in from the south and also went out the first of the week.

Completely recovered from an attack of typhoid fever, Walter Brown has returned to the E. & J. Swigart Co. and is putting in full time again. Charles Davis came in Saturday from a three months' trip through the south.

A. R. Harrell, the new man engaged by the Klein Bros. Co. to go through the south, is at present traveling through the Carolinas. E. M. Klein left Sunday to go through Ohio. Eugene Frommeyer came in last week from Illinois.

A location in a bigger town than Versailles, O., is being sought by A. E. Johnson, whose sale is elsewhere noted. Mr. Johnson was situated in Cincinnati for several years and went to Versailles from a store in Norwood.

Clarence Loeb, who recently had a narrow escape from having his trunks stolen in a train robbery in Oklahoma, returned Monday, Lee Loeb meeting him in Kansas City and continuing his trip. Mayo Loeb left Monday night for a five weeks' trip through the south.

Sig Strauss, of Lindenberg, Strauss & Co., left this week for a two weeks' trip through the east. He is just in from the south. Carl Longhorst left Thursday for the north. Nathan Hahn came in Saturday from Oklahoma and Texas. August Newstedt comes in this week from the south.

In a week the diamond-cutting establishment in the basement of Bingaman & Co. will be completed and five mills set going besides the one which is operating in the window. Paul Knight, the cutter, returned last week from New York, where he purchased stones for cutting a number of special shapes.

"How long ought a fireproof safe keep watches and jewelry safe from fire?" was the question raised by Howard S. Freeland, a jeweler of Seaman, O., in a suit filed in the Common Pleas Court against the Hall Safe and Lock Co. Mr. Freeland alleges that the contents of the safe were damaged after a 40-minute fire, and asks damages of $1,000.

The marriage to-day (Oct. 25) of Gustav C. G. Schneider, of the E. & J. Swigart Co., one of the most popular of the Cincinnati jewelers, will come as a great surprise to his many friends. The bride is Mrs. Lena Fruh, widow of Georg Fruh, who owned a jewelry store in Brighton, Ky. The couple will reside at Mr. Schneider's home on Armory Ave.

Instead of sending his trunk to the hotel, the hackman got the tags mixed for G. M. Braham, of A. & J. Plaut, last week in Indianapolis, and the trunk was checked to Hamilton, O. It was located without much difficulty and sent back several days later, causing Mr. Braham some delay in his diamond sales. H. I. Jacobsen left last week for the south.

Two new salesmen have been engaged by the Clemens Oskamp Co. to cope with their growing trade, Henry G. Rabe, formerly with the Oskamp, Nolting Co., and Clemens Hellebush, formerly with the Oskamp Jewelry Co. John C. Daller, Sr., set out into central Ohio Monday, and George Lockhorn through Indiana and Illinois. Charles Gebhardt is covering the territory about Indianapolis.

The Gustave Fox Co. has leased the basement under the western half of the Boylan block, 14-16 E. Fourth Ave., and will move its emblem factory from its present location to Fourth St. Some new equipment will be installed. Leonard J. Fox came in Thursday from a trip to Chicago. Robert Jansen, cashier for the firm, is running for councilman on the Socialist ticket in Norwood, O. He is president of the Norwood organization.

The annual election of the Cincinnati Optical Association last week resulted in the following list for the new year: Harry Winston, president; Robert J. Hess, of the Oskamp, Nolting Co., secretary, and Emil Klein, treasurer; and George M. A. Spencer, J. Xangers, C. A. Culbertson, of the Standard Optical Co.; W. W. Becker, of The Arcade, and Sol Blumenthal, the board of directors. Retiring President Zangers read a paper on the third chapter of "Wright's Ophthalmology," which will be followed in the next meeting by a paper on the fourth chapter by H. J. Harrick, of The Fair.

A lengthy visit has just been paid to the watch factories of the east by G. Goy, director and superintendent of the Gruen Watch Mfg. Co., of Madre-Biel, Switzerland. He sailed on the *Kaiser Wilhelm der Grosse*. Mr. Goy's object was to talk over matters concerning the Swiss factory at the Cincinnati headquarters. Fred Gruen, president of D. Gruen, Sons & Co., returned the last of the week from New York. He is about ready to move into the home he has just built at 3640 Oxford Terrace, Clifton. George J. Gruen, secretary of the company, is spending 10 days in the east visiting special trade.

An amusing mistake caused the arrest of J. Hirschfield, of the D. Jacobs' Sons Co., in Memphis last week on the charge of passing a worthless check. A storekeeper who had the misfortune to cash a bad check put detectives on the trail of the culprit, and the sleuths thought they discovered some likeness to the thief in Mr. Hirschfield and hurried him to the storekeeper for identification. The error was at once revealed and Mr. Hirschfield was released with profuse apologies. Eddie B. Jacobs left the first of the week for Tennessee, and Aaron Strauss last week to go through Ohio. Julius D. Jacobs came in from northern Ohio and Michigan.

Out-of-town buyers noted in Cincinnati last week included: R. A. Young, Ewing, Ky.; Virgil G. Mann, De Mossville, Ky.; J. N. Calvert, Russelville, O.; C. B. Sigler, Knightstown, Ind.; James H. Bovard, Newcastle, Ky.; M. Kohlhagen, Lebanon, O.; Henry Krauss, Springfield, O.; J. W. Sherley, Bloomfield, O.; M. B. Gary, Dayton, O.; A. E. Johnson, Versailles, O.; Frank Gooden, Savannah, Ga.; B. J. Dillard, Lebanon, Tenn.; W. H. Leive, Aurora, Ind.; J. Folk, Richport, Ill.; E. B. Scott, Batavia, O.; D. Effron, Georgetown, Ky.; H. C. Reed, Blanchester, O.; Charles Zoellner, Portsmouth, O.; A. M. Stamm, Williamsburg, O.; J. C. Meyers, Harrison, O.; A. Rolef, Lockland, O., and D. Effron, Georgetown, Ky.

The "Jewelers and Allied Trades' Bowling League" was formally organized last week and the first games set rolling. Officers elected are: R. J. Hess, of the Oskamp, Nolting Co., president, and J. Charles Hummell, of the Thoma Bros. Co., secretary and treasurer. Those present at the meeting were H. Von Unruh, of the Thoma Bros. Co.; Harry Schmidt, of the E. & J.

Swigart Co.; Mr. Vonholt, of L. M. Prince; Mr. Andretsch, of Courtney-Andretsch; Mr. Huetwohl, of the Dorst Co., and Mr. Hess. Mr. Von Unruh acted as secretary in the absence of Mr. Hummell. It was decided to hold the matches at 8 P. M., Mondays and Wednesdays, on the Enterprise Alleys, on Lodge Alley, near the Columbia Theater. The object of the organization is to "promote a spirit of friendship and good will among the men in these trades."

Work on the new building for the Oskamp, Nolting Co is being rushed with the hope of getting it under cover by the first of the year and completed before August. If not done then, the firm will be compelled to remain in its Elm St. quarters much longer because of the busy season. The cellar has been dug and the concrete work is starting. The plans for this building on 7th St. west show one of the most complete wholesale jewelry houses in the country. The 68-foot first-floor front will be divided into two storerooms to be rented, allowing space for a wide marble-faced entrance on the right. The entrance will lead to the elevator and stairs to the salesroom on the second floor. The arrangement will be much the same as at present in the building, offices and watchmakers cutting off a part at the front, the rest of the space, 68 x 97 feet, to be used solely for salesroom. The third floor will belong to the bookkeepers and to the billing clerks. The fourth floor contains the jewelry and sterling-silver order department and the stenographic force, the fifth the optical, flat and hollow ware and cut glass stock. The sixth floor will be occupied chiefly by the clocks, which have been very much cramped on Elm St. The estimated cost of the building, which is being erected for the Oskamp, Nolting Co. by the Hauck Estate, is $180,000.

There is a flavor of the Damon and Pythias friendship in a little human-interest story which will culminate this week, when Morris Levine begins a sentence of 18 months in Leavenworth. Levine is going to jail in order that his former business partner, Charles Rosen, may be free to support his wife and two children, who are in very destitute circumstances. Levine and Rosen formerly conducted a jewelry store on Race St. About a year ago they filed a voluntary petition in bankruptcy in the United States District Court. They were later indicted on the charge of having practised fraud by concealing large quantities of jewelry at the home of relatives in California, O. They pleaded not guilty, but were convicted and sentenced to 18 months each. They appealed their case to the United States Circuit Court of Appeals, where it is now pending. About a week ago Levine sought out Assistant District Attorney Moulinier, who had represented the Government in securing the convictions. He told a pitiful story of Rosen's condition, how his going to jail would probably have fatal consequences, and then proposed that he drop the appeal and, as he was single, go at once to prison if guaranteed that Rosen's sentence should be suspended. A conference between the attorneys and the court resulted in an agreement by which the defendants dismissed their appeal. Levine will be placed in the custody of the United States Marshall as soon as he returns from St. Paul, Minn., where he went to have a final conference with Rosen.

Denver.

C. A. Port, Pagosa Springs, has sold his store to J. R. Morgan.

Edward Velhagen, of Alamosa, was in Denver, last week, with his mother.

E. L. Dunham, of Greeley, is in town attending the Odd Fellows convention.

F. P. Stewart & Son, Loveland, have bought the Crosby stock and consolidated it with their own.

H. F. Haeseler, of Douglas & Caspar, Wyoming, is in Denver. Mr. Haeseler expects to undergo an operation soon.

George Brown, until recently watchmaker for E. C. Veysey, of Boulder, Colo., has resigned and gone to El Paso, Tex.

Mr. Patterson, formerly watchmaker with Joseph I. Schwartz, has accepted a position with the A. D. Foster Co., of El Paso, Tex.

At a recent sale of the assets of Edward Michel & Bro. by F. J. Spencer, receiver, the gross returns were $1,668.40, the expense of administration being $604.72. The firm has gone out of business.

The unique gold and platinum ring designed and made by Jos. I. Schwartz for a customer residing at Ratoon, N. Mex., called forth an enthusiastic letter from the purchaser. It is seldom that $150 is paid for a signet ring, and this fact makes the occurrence of uncommon interest.

J. C. Bloom & Co. have been sending out several hundred boxes of Champleve enamel pins in sets designed for mother, daughter, sister, wife and sweetheart of an Elk. The pins are very dainty, and while each is a separate design the Elks head and the clock are included on each pin.

Jewelers visiting the Denver trade, last week, were: A. Rapin, Central City; J. Bitterly, A. W. Snyder Co., Victor; Henry M. Abrams, San Francisco; C. C. Stone, Fort Collins; E. C. Veysey, Boulder; Arthur Brown, watchmaker for E. C. Veysey, Boulder; Mr. Crowder, Payne & Crowder, Boulder, and Lloyd E. Gardner, Longmont.

James R. Noland, president of the Denver Press Club, received an acknowledgment from President Taft, thanking the club for its hospitality during the chief executive's recent visit here, and making appreciative mention of the beautifully engraved gold card which was designed by the Jos. I. Schwartz Co., and made in their workroom.

Word has been received here that E. F. Bennett, a manufacturing jeweler at Colorado Springs, has made a compromise with his creditors. The concern was controlled by E. F. Bennett, who came to Colorado Springs from New Britain, Conn., in 1910 and who built up a small business at Colorado Springs. Recently he has been located at 810 N. Weber St., that city.

Traveling representatives in Denver last week were: F. A. Kenny, L. E. Waterman Co.; Jos. T. Brennan, Hamilton Watch Co.; J. Traylor, Krementz & Co.; I. Ackerman, I. Ackerman; A. H. Callison, Hamilton Watch Co.; Fred Garrison, George Borgfeldt & Co.; W. L. Mason, Hayden W. Wheeler & Co.; A. H. Cohn, Eastwood-Park Co., and Wm. L. Strauss, Strauss & Strauss.

The Zall Jewelry Co. is a newly incorporated company, situated at 805 15th St., and succeeds the H. L. Kortz Jewelry Co., which it bought out recently. The new company is incorporated with a capital of $10,000, of which $8,000 is paid up. The incorporators are H. Zall, J. Zall and M. Korleck, all of Denver. H. Zall was formerly in charge of the watch department for Harry Kortz, and brings to the new concern years of experience and a large circle of acquaintances and personal customers.

J. C. Cottrell, head watchmaker for the Bohm-Allen Jewelry Co., was the fortunate winner of the prize watch given by the Hamilton Watch Co., Lancaster, Pa., to the Colorado Horological Society of this city, in the contest for superiority in workmanship. Mr. Cottrell made 96 points out of a possible 100. His closest competitors were Messrs. Sundman and Cunningham, who were tied with 86 points each. The Hamilton Watch Co., to whom the watches were submitted for inspection, acted as judge in the contest.

Kansas City.

J. W. Brown, 3211 Troost Ave., has sold out to G. E. Osborne.

Leslie White, traveling for the D. B. Ward Co., is in town.

Harry Snow, with the Meyer Jewelry Co., has moved into his new residence at 38th and Virginia Sts.

E. H. Snow, representing the Woodstock-Hoefer Watch & Jewelry Co., is busy replenishing his trunks for a holiday trade trip.

H. E. Vandel and J. E. Tucker, traveling representatives of the Edwards & Sloane Jewelry Co., are here replenishing their trunks.

H. F. Sloane, New York, formerly a member of the Edwards & Sloane Jewelry Co., spent last week here visiting friends and former business associates.

C. S. Craven, who has conducted a diamond shop in the Bryant building for several years, announces that he will remove to the new Woldheim building, 11th and Main Sts., about Nov. 1.

The following jewelers were in town during the past week: O. C. Schull, Fort Leavenworth, Kan.; Ray De La Mater, McAlester, Okla.; J. H. Whiteside, Liberty Mo.; I. Eller, Excelsior Springs, Mo.; J. O. Van Voorheis, Osowatomie, Kan.; Schrack Bros., Pratt, Kan.; E. L. McDowell and wife, Arkansas City, Kan.; J. H. Talbert, Kingman, Kan.; Mr. Noe, of Noe & Noe, Hill City, Kan.; G. H. Methe, Council Grove, Kan. and P. T. Akers, Cordell, Okla.

Minneapolis and St. Paul.

Carl Duffner, Watertown, S. Dak.; A. R. Sather, Spooner, Wis., and F. W. Estabrooks, Coleraine, Minn., were in the Twin Cities last week.

A. I. Shapira & Bro. had a plate glass window broken by a bystander, who thrust his fist through it. The man was badly cut by the glass, and was placed under arrest on a charge of disorderly conduct.



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Indianapolis.

Mrs. F. L. Mayer has returned from New York, where she spent several weeks, after a trip to Europe.

S. Fuller has resigned his position with the City Jewelry Co., and has taken a position at Beech Tree, Ark.

Charles W. Laurer, Sr., of Charles W. Laurer & Co., made a business trip to Muncie and Celina, O., last week.

Ed. L. Hall has opened a jewelry repair shop and is carrying a small jewelry and watch stock at 232 Massachusetts Ave.

Mark Davis, who has been ill for several weeks, is still in a serious condition. He is a manufacturing jeweler in the Waverley building.

Charles Davis, formerly employed by Lon R. Mauzy, has returned to Chicago, where he has taken a place with Chas. D. Peacock.

Lon R. Mauzy has had the exterior of his store renovated and is also decorating the interior, prior to the beginning of holiday trade.

C. W. Scanlin has assumed the management of the City Jewelry Co., succeeding George W. Stoehr, who recently went to Missouri.

I. Secttor, formerly a member of Krauss & Secttor has opened a retail store at 242 Massachusetts Ave., under the name of the Hoosier Jewelry & Loan Co.

J. P. Mullally has received from the Supreme Lodge of the Order of Orioles, a gold watch, set with a blue diamond. Mr. Mullally was supreme president of the order during 1910.

Among those in the city last week, to attend the reception given for the imperial potentate of the Ancient Arabic Order, Nobles of the Mystic Shrine, were C. N. Hetzner, of Peru, and J. F. Kiser, Muncie.

H. L. Rost, Columbus, has enrolled as a charter member in the Columbus branch of the Indiana Forestry Association, or which Charles Warren Fairbanks, former vice-president of the United States is president.

The Indianapolis Trade Association has named Joseph E. Reagan, secretary and manager of the Baldwin-Miller Co., to represent the association in plans for a child's welfare conference to be held here Oct. 26 to 31.

John K. Robson, assistant superintendent of the New York Store, died at his home in this city last Monday. Death was due to stomach trouble, from which he had suffered for many years. He was born in Ireland and had been with the company for 41 years. He had lived in Indianapolis since 1870, taking a position with the company immediately upon arriving in America.

A special train bearing 150 members of the Louisville (Ky.) Commercial Club, arrived in the city last Tuesday, the visitors spending the day and night here. The visitors were entertained by the Indianapolis Trade Association, Indianapolis Commercial Club and the Board of Trade. There was an automobile ride around the city, followed by a beefsteak dinner in the evening at the German House.

The local police have arrested R. C. McCain, who escaped last March from the State prison at Walla Walla, Wash. McCain was convicted of Burglary and sentenced to from one to 15 years. He was caught in the act of robbing the window of a jewelry store at Seattle, Wash. He was arrested here for loitering and immediately admitted his identity to the police. Upon his return to prison he will be subjected to six months' solitary confinement on one meal a day.

Indiana retail jewelers in the city last week were: N. W. Myer, Crawfordsville; B. L. McKee, Cloverdale; J. W. Hudson, Fortville; F. Pennington, Knightstown; J. A. Pickett, Newcastle; J. O. Lutz, Zionsville; C. M. Updegraff, Columbus; W. B. Poe, Rushville; J. F. Harding, Brownsburg; D. S. Whittaker, Lebanon; Harry Major, Shelbyville; W. A. Bunrman, Newcastle; Al. Smith, Bloomington, and Carl Brimhall, Summitville.

Suit asking $10,000 has been brought against the Indianapolis Traction and Terminal Co. by Isadore Grohs, president of the I. Grohs Jewelry Co. The case has been assigned to Room 4 of the Superior Court. Mr. Grohs asks the damages for personal injuries received July 13, when a vehicle in which he was riding was struck by a street car. Mr. Grohs has been confined to his home since that time, and has been prevented from making a number of business trips he had outlined.

Evansville, Ind.

John F. Bittrolff, jeweler, has moved his store from 612 Main St., to 330 Upper 3d St., where he has attractively furnished quarters.

J. L. Thuman, West Side jeweler, has returned from El Paso, Tex., where he spent several weeks. Some time ago the uncle of Mr. Thuman, F. L. Gooding, formerly of this city, died at El Paso. Mr. Gooding was formerly engaged in business in Evansville.

Local jewelers report they have been buying a great many pearls of late, and as a rule they are shipped to the New York markets. Chris Hewig, Main St. jeweler, states that most of the pearls in this part of the country this year are coming from the Wabash River. Last year many valuable pearls were found in the White River in this vicinity.

The Evansville Retail Jewelers' Club will hold a business meeting on the first Monday night in November, and several things of importance will come up for consideration, among them being the trading stamp agitation that has been going on in the city for the past several weeks, the jewelers being opposed to the opening of a trading stamp establishment here. On the first Monday night in December the club will hold another meeting and will elect officers to serve the ensuing year. Oliver M. Artes is now president of the club.

A Russian business man has informed one of the agents of the Department of Commerce and Labor, that he desires the agencies for that country of American firms handling clocks and watches, and other lines of goods. Further information can be obtained from the Bureau of Manufactures, by sending the file number, which is 7466.

Detroit.

Hugh Connelly is having a new cash carrier system installed in his store.

G. J. Billmeier, Reese, Mich., has just purchased a new five-passenger automobile.

F. J. C. Zielinski, optician, has bought out the jewelry and optical business of Edward Beith, 1650 Michigan Ave.

Arthur Earl, with Barnum & Earl, Traverse City, has returned from a two weeks' visit in Chicago and other points in Illinois.

Frank Presswell, formerly of Holly, Mich., but now of Cuyahoga Falls, O., spent a few days in the city during the past week.

Charles A. Berkey, wholesale jeweler, was one of a large class which, during the past week, was initiated into the mysteries of the consistory degree in Masonry.

V. Leadbeater, who several weeks ago threw a brick through the L. Black Co.'s window and was caught after a short chase, was sentenced to the Detroit House of Correction for 90 days.

Ben B. Jacob is defending an action brought against him in the Circuit Court by Samuel Mintz, a hardware dealer. Mintz loaned Jacob $900, taking as security diamonds which he claims Jacob represented to be worth $1,700. Now Mintz claims he was mislead as to the value of the security.

L. Boschwitz, who has been in business at 157 Grand River, Ave., for several years, has purchased the business of H. George Hellman, 901 Grand River Ave., and will run both stores. Mr. Boschwitz expects to invest about $5,000 in the new store. He will add new fixtures and make a number of alterations.

Albert G. Seeholzer, in the Avenue Theater building, filed a petition in bankruptcy during the past week. He lists his liabilities as $1,188.38 and his assets as $595. His assets consist of tools, household furniture and stock on hand. In connection with his jewelry manufacturing business Mr. Seeholzer conducted a watch club. In order to draw attention to his watch club he also ran some sort of a social club. Among his creditors appears several distillers and brewers. The largest creditor is the wholesale jewelry firm of Luthe, Dorweld, Haller Co., Detroit, who have an account for $271. The other items in his list of liabilities are all small.

Charles E. Monfort, one of the oldest jewelers in the State, died suddenly last Sunday at his home in Utica. Mr. Monfort was about 60 years of age, and has been a jeweler since he quit school, having entered his father's store when a young man. The business with which deceased was connected was established in Utica by the elder Monfort over half a century ago, when Michigan was little more than a lumbering State. Mr. Monfort was well known in Detroit, and only a few days before his death had visited the local wholesalers and left orders for his Fall business. On the occasion of his last visit here he appeared to be in his usual robust health, and the news of his death was a shock to his Detroit friends. Deceased is survived by a widow. His funeral in Utica Wednesday was largely attended.

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ENGRAVER and die cutter wants position in high grade jewelry store, carrying a line of stationery; best references. Address "F., 6144," care Jewelers' Circular-Weekly.

YOUNG LADY, thoroughly experienced in the wholesale jewelry business, knowledge of bookkeeping, desires to make a change. Address "K., 6128," care Jewelers' Circular-Weekly.

YOUNG MAN, seven years' wholesale jewelry experience, wishes position as salesman, New York vicinity, now or Jan. 1. Address "A., 6151," care Jewelers' Circular-Weekly.

HUSTLING YOUNG MAN, 20, with several years' experience wishes position with wholesale jewelry or diamond house. Address "Box 5498," care Jewelers' Circular-Weekly.

FIRST-CLASS WATCHMAKER, 15 years' experience, and jewelry repairer, wishes position; can furnish best of references. Address A. Gill, 527 Myrtle Ave., Brooklyn, N. Y.

WATCHMAKER, who knows well how to wait on trade, wishes steady position with a reliable house; salary, $18 a week; reference. Address "Y., 6131," care Jewelers' Circular-Weekly.

YOUNG LADY, with five years' experience in wholesale jewelry line, would like to obtain steady position in office of jewelry firm. Address "F., 6093," care Jewelers' Circular-Weekly.

COMPETENT WATCHMAKER and plain engraver, desires position with first class firm in middle States; best tools and references. Address "B., 6092," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER, fair jeweler and engraver, 25 years' experience; references exchanged; $25 per week. Address Watchmaker, care Hammond Jewelry Co., Hammond, La.

YOUNG LADY STENOGRAPHER with experience, desires position with jeweler's wholesale house; capable and ambitious; first-class references. Marion Diana, 805 Dean St., Brooklyn, N. Y.

YOUNG MAN, 19, 3½ years' thorough experience in wholesale jewelry business, at present employed, would like to change for position which affords advancement; can furnish best of references. Address "X., 6153," care Jewelers' Circular-Weekly.

MAN OF EXPERIENCE now traveling in western states, would like position with manufacturer of high grade jewelry; open after Jan. 1, 1912. Address "C., 5701," care Jewelers' Circular-Weekly.

HIGH GRADE WATCHMAKER, with vast experience in repairing fine and complicated watches, desires a position of watch repairing only; salary, $30 per week. James Logan, Kinsman, Ill.

YOUNG MAN, 20, four years' experience, would like to be interviewed by reliable wholesaler with a good proposition for an ambitious gentleman. Address "B., 6037," care Jewelers' Circular-Weekly.

YOUNG MAN, 19 years of age, three years in jewelry line, would like to change from retail to wholesale business; best of references can be furnished. Address "O., 6114," care Jewelers' Circular-Weekly.

POSITION AS APPRAISER of diamonds, watches, jewelry, etc., with first class loan company; years' of experience; can furnish first class references. Address "D., 6097," care Jewelers' Circular-Weekly.

ENERGETIC YOUNG MAN, 26, executive ability, can manage factory and stock of jewelry novelties; full knowledge of imitation and rhinestones; best references. Address "L., 6125," care Jewelers' Circular-Weekly.

POSITION by first class optician and jewelry salesman; thoroughly competent in both lines; about 17 years' experience; best references; can come at once. Address "C., 6096," care Jewelers' Circular-Weekly.

YOUNG LADY, thorough knowledge of jewelry business, desires position; experienced saleslady, capable of taking full charge of stock, order or shipping department. Address "A., 6124," care Jewelers' Circular-Weekly.

FIRST-CLASS JEWELER wants a position in a first-class jewelry store; also qualified to take charge of the jewelry working shop in any first-class store. Address "C. H., 6073," care Jewelers' Circular-Weekly.

A THOROUGHLY reliable jewelry salesman who has sold to the best houses in the country, wants position from Jan. 1; six years' with last firm; highest references. Address "G. L., 6095," care Jewelers' Circular-Weekly.

RAILROAD WATCHMAKER and good engraver, 14 years' experience, wants permanent position in Illinois or adjoining states; only first-class stores who can pay good salary need answer. E. A. Parr, Hanna City, Ill.

WATCHMAKER of highest qualification in charge of repairs, also optician, will change; $30 per week; western cities preferred. Address "Western, 6076," care Jewelers' Circular-Weekly, 503 Heyworth Bldg., Chicago, Ill.

WANTED, a situation as salesman in wholesale or retail store or on the road; I have been with one retail jeweler for 20 years and can give unquestionable references. Address "Y., 6103," care Jewelers' Circular-Weekly.

ENGRAVER, first class in monograms, inscriptions, die and hub cutting, designing, ornamenting and cutting for enamel, wishes a position with a first class house. Address "Z., 6104," care Jewelers' Circular-Weekly.

OWING to a change of management, an expert watchmaker and engraver can accept a position at once; best wages and a permanent position in first class store desired. Address "R., 6107," care Jewelers' Circular-Weekly.

SUPERINTENDENT or manager for general manufacturing of sterling silverware; had charge for a number of years of a large plant; a practical man in all its branches. Address "C., 6150," care Jewelers' Circular-Weekly.

TRAVELING SALESMAN, 10 years' experience, best trade south and middle west, desires position with manufacturer of high class line only; record open and clean. Address "Box 5626," care Jewelers' Circular-Weekly.

FIRST-CLASS ENGRAVER wants steady position at once; willing to wait on trade, and can also assist on watch repairing; can furnish best of references and samples. Walter L. Guenther, care Y. M. C. A., Fort Dodge, Iowa.

YOUNG LADY desires position who has knowledge of hookkeeping and stenography; also had charge of order department; three years' experience; best of references furnished. Address "B. 6112," care Jewelers' Circular-Weekly.

SALESMAN who can produce satisfactory results open for reliable line on commission for immediately or January; thoroughly acquainted with jobbing and department store trade, including New York, Philadelphia, Baltimore, Buffalo, Pittsburgh and Boston. Address Erle R. Sheppard, 9 Maiden Lane, New York.

WATCHMAKER desires permanent position; American, 16 years' experience; modern tools, accustomed to taking in and delivering work and taking full charge of repair department; can act as salesman when needed; references from former employers; salary $25 weekly. Address "N., 6106," care Jewelers' Circular-Weekly.

SALESMAN, now employed, desires position with first class house Jan. 1, 1912; well acquainted with the best trade in the middle, middle west and northwestern States; references. Address "A., 6142," care Jewelers' Circular-Weekly.

WATCHMAKER, seven years' experience on high grade work, wishes position in the west; would be willing to assist on clock work or as salesman; fine set of tools; salary, $25; age 26. Address "C., 6017," care Jewelers' Circular-Weekly.

GRADUATE OPTOMETRIST, of Northern Illinois College of Ophthalmology, of Chicago, also first class engraver, desires position about Oct. 15; age 29; southwest preferred; A1 reference. Address "B., 5567," care Jewelers' Circular-Weekly.

SALESMAN, with established trade all through the southern States, is open for a manufacturer's or jobber's line of gold and diamond mounted jewelry; can furnish best of references; now or Jan. 1. Address "C., 6122," care Jewelers' Circular-Weekly.

YOUNG MAN, 20, four years' experience with large retailer, desires position with prospects; wholesale house offering chance as salesman preferred; best of references furnished; would leave town. Address "S., 6134," care Jewelers' Circular-Weekly.

SALESMAN, with established trade through New York State, Pennsylvania and Ohio, is open for a manufacturer's or jobber's line of gold and diamond mounted jewelry; can furnish the best of references. Address "B., 6123," care Jewelers' Circular-Weekly.

SALESMAN, thoroughly acquainted with the jobbing and department store trade, wants a manufacturer's line on salary or strict commission, for New York and vicinity; references; communications confidential. Address "Z., 6113," care Jewelers' Circular-Weekly.

ALL AROUND MAN, 15 years' experience in retail jewelry business as salesman, jeweler, clock repairer, general assistant in store, wants to make change; best references; American, married; New York City. Address "X., 6102," care Jewelers' Circular-Weekly.

WANTED ON COMMISSION, a line of 10-karat jewelry for jobbing trade and department stores, New York City, Philadelphia, Baltimore, Washington and Boston; best of references; communications confidential. Address "G., 5960," care Jewelers' Circular-Weekly.

WATCHMAKER AND SALESMAN, first-class all-around man in jewelry store, experienced, good habits and intelligent appearance, age 29, desires steady position with a reliable house; reference; salary $25 a week. Address "R, 6058," care Jewelers' Circular-Weekly.

A JEWELER, good mechanic and first class all around man, wishes to learn diamond setting; will give valuable services for very moderate salary provided he can be assured of the opportunity desired. What can you offer? Address "L, 6126," care Jewelers' Circular-Weekly.

AN EXPERIENCED SALESLADY in the jewelry lipe, wishes a permanent position with a reliable wholesale or retail house; has three years' experience with large houses; 20 years of age, live with parents; good references. Address "D, 6059," care Jewelers' Circular-Weekly.

TRAVELING SALESMAN, 13 years' experience in the middle west, wants position with responsible house starting Jan. 1, 1912. Percy D. Lucas, 15 Penrose St., East Cleveland, Ohio.

FIRST CLASS WATCHMAKER desires position with reliable house by Oct 1; present position with railroad inspector as head watchmaker; good salesman, fair knowledge of optics, plain engraver, habits temperate, married, best of references. Address "A., 5565," care Jewelers' Circular-Weekly

YOUNG MAN, with 15 years' experience on high grade watchwork and jewelry, wants position as a roadman with acquaintance in the middle west with a high grade jobber or factory; 29 years of age; can furnish best of references. Care Y. M. C. A., Rooms 29 and 31, Fort Dodge, Iowa.

WATCHMAKER, thoroughly competent on all high-class work, desires change; permanent position desired; 24 years' experience in repairing and rating of railroad watches; capable of taking in work at profit-paying prices, or taking charge of watch-repair department; best of references from present and past employers. Clarence C. Martin, care Mack A. Hurlburt, Fort Dodge, Iowa.

STERLING PLATE; position wanted Jan. 1 or before, with manufacturer; advertiser is qualified by extensive factory and selling experience to manage sales department at factory, or take charge of New York or Chicago office; is personally acquainted with the leading jewelers and trade conditions throughout the United States; has executive ability of modern systematic lines and clean business record. Address "W, 6063," care Jewelers' Circular-Weekly.

SITUATIONS WANTED—Continued.

SALESMAN, thoroughly acquainted with the jobbing and department store trade, wants on commission, a general line of plated jewelry for New York City, Boston, Philadelphia, Baltimore, Washington; references; communications confidential. Address "H., 5959," care Jewelers' Circular-Weekly.

A GOOD all round jeweler, a thorough mechanic, one having the necessary experience, to take charge of factory, or as assistant to foreman, wishes to make a change; can estimate on special orders or repairs and can also alloy and refine; excellent references. Address "M., 6127," care Jewelers' Circular-Weekly.

THOROUGHLY EXPERIENCED and reliable watchmaker and engraver desires a permanent position at once; long experience on railroad and complicated watch work; expert engraver and stone setter; young man, single, have all tools; correct habits; highest references. Address "E., 6098," care Jewelers' Circular-Weekly.

MANUFACTURER of platinum jewelry compelled to give up desires a situation; first class designer, practical jeweler and assayer. Address "Foreman, 6030," care Jewelers' Circular-Weekly.

FIRST CLASS WATCHMAKER in southwest or northwest, by Nov. 10, at $25 per week; eight years' experience at bench, three years in watch factories on high grade work; understand close rating, cylinder and repeating watches; own fine set of tools; age 26; best of references; single. Address "G.," 307 W. La Salle Ave., South Bend, Ind.

HIGH CLASS silverware salesman, with up-to-date ideas and a good following with the best trade in the middle west, employed at present by a representative manufacturer, will be open for a position with a manufacturer of sterling or plated hollowware or novelties; best of references. Address "Representative, 5717," care Jewelers' Circular-Weekly.

HIGH GRADE ROAD MAN, with acqualntance in the middle west, wants first class line, factory preferred; would consider one or more llnes on commission. Address "L., 5922," care Jewelers' Circular-Weekly.

THIS COMPANY offers an efficient service to employers without cost furnishing the very highest type of office employe. 'Phone, 114 Cortland. Employers Service Company, 170 Broadway, New York.

WANTED by first-class manufacturing jeweler and designer, a position to take charge of shop in a high-grade jewelry store where fine platinum and gold jewelry special orders are made; also a position for jeweler who can make high-grade work and do the diamond setting, or we will open a shop for fine work in any city where the stores will offer a good support. Address "A, 6067," care Jewelers' Circular-Weekly.

YOUNG HUSTLING SALESMAN, well known to entire southern trade including Texas and Arkansas, wants manufacturers 10 or 14 karat line on commission or salary and bonus for Jan. 1st; at present on fall trip but will be in New York about Nov. 1st for a few days, when an interview with those interested will be appreciated. Address "Box 5815," care Jewelers' Circular-Weekly.

Side Lines.

SALESMAN WANTED, to carry as a side line, a legitimate and good selling article; good commission; see advertisement, page 138, this issue. The Oscar Onken Co., Cincinnati, Ohio.

Help Wanted.

FIRST CLASS stone setter wanted for general work. Wright, Kay & Co., Detroit, Mich.

WANTED, experienced watchmaker, engraver and optician. Address G. Holman, Casper, Wyoming.

A FIRST CLASS engraver and jeweler; send samples and references. Fred E. Hull, Saranac Lake, N. Y.

JEWELER; state ability, salary expected and references; good place for right man. W. R. Hale, Greenville, S. C.

WANTED, engraver and jewelry repairer; send sample and state salary wanted. J. C. McKelvey, Bellaire, Ohio.

WANTED, first class engraver and one to help on watch work; send sample of engraving. Kolb Bros., Williamsport, Pa.

BOOKKEEPER, experienced, in office of manufacturing jeweler. Address "X., 6115," care Jewelers' Circular-Weekly.

A JEWELER with knowledge of new work and repairing. Apply to Hartman-Foster Jewelry Co., 21 S. Main St., Akron, Ohio.

WATCHMAKER, one who can engrave preferred; good wages to right party. Snider-Wilcox-Fletcher Co., Durham, N. C.

WANTED, a good watchmaker; must have good references; permanent position if satisfactory. True Bros., Springfield, Mass.

WANTED, practical watch material fitter and tool man; one with experience only need apply. Address "D., 5702," care Jewelers' Circular-Weekly.

WANTED, first class watchmaker and optician; permanent position for competent and reliable man. Address Jacquemin Jewelry Co., Helena, Mont.

WANTED, at once, first class watchmaker and engraver; permanent place for right man. Address L. P. Currence, 111 3d St., Clarksburg, W. Va.

BRIGHT YOUNG MAN to finish trade; one who has had six months to one year's experience. Address "F., 5978," care Jewelers' Circular-Weekly.

EXPERIENCED WATCHMAKER and engraver; permanent position; state salary; send sample of engraving and reference. W. F. Sellers & Co., Altoona, Pa.

WATCHMAKER; a competent watchmaker and salesman; salary, $20; permanent position. Address with references, etc., H. Mahler's Sons, Raleigh, N. C.

WANTED first class watchmaker, an all around man, must be able to repair Swiss and railroad watches. Address "O., 6135," care Jewelers' Circular-Weekly.

WANTED, engraver and good jobbing jeweler; one who can assist with clock and watch work preferred; permanent position. Hodnett & Speer Co., Danville, Va.

WANTED, at once, a first-class engraver and watchmaker; permanent position; send reference and sample of engraving. Address P. O. Box 253 Norfolk, Va.

FIRST CLASS watch and clock repairer as assistant workman; permanent position; state salary and reference in first letter. Wm. Schweigert & Co., Augusta, Ga.

WANTED, a young lady or young man to take charge of ring department; must be thoroughly experienced. Apply Fred Kaufman & Co., 565 Broadway, New York

YOUNG LADY as double entry bookkeeper; one with experience in a wholesale diamond house, with best references only. Arthur Silberfeld, 35 Maiden Lane, New York.

WANTED, watchmaker who can do plain engraving, with salesmanship ability; permanent position for right man. Address L. J. Eno, 67 Merrimac St., Haverhill, Mass.

WANTED, a good watchmaker and jewelry repairer; stone setter preferred; state ability and full particulars in first letter. Address "D., 6137," care Jewelers' Circular-Weekly.

WANTED, first-class watchmaker; state experience and salary; large city in central states. Address "J. G. C., 6084," care Jewelers' Circular-Weekly, *Heyworth Bldg., Chicago, Ill.*

FIRST CLASS watchmaker and engraver; American, competent to wait on good trade; will pay good wages to right man. Address W. E. Church, 64 Ford St., Ogdensburg, N. Y.

WANTED, traveling salesman for general jewelry line, to sell $50,000 and upward; salary, $3,500 and commission; now or Jan. 1. Address "A. 5471" care Jewelers' Circular-Weekly.

WATCHMAKER, jeweler and engraver, first class, at once; permanent position; send engraving sample and references in replying. Address A. Seidensticker, 237 High St., Hamilton, Ohio.

EXPERIENCED WATCHMAKER and engraver; permanent position; willing to pay from $20 to $22 per week; send samples of engraving and references. A. H. Furstnow, Fond du Lac, Wis.

WANTED, at once, good watch repairer; send full particulars and references from present or last employer in first letter; salary $18; permanent position. H. Garman & Son, Coatesville, Pa.

WANTED, first class engraver and assistant watchmaker; send samples of engraving, state salary expected in first letter. Address Greenwald & Adams, 141 E. Congress St., Tucson, Ariz.

PERMANENT POSITION in New York State for a good watchmaker and engraver; good salary and a pleasant berth for the right man. Address "S., 6116," care Jewelers' Circular-Weekly.

A GOOD WATCHMAKER and jeweler of good appearance; state wages; must have good references; state ability and full particulars in first letter; single man preferred. Eggers Bros., Atlantic, Ia.

WANTED, a competent watchmaker and engraver; short hours, good pay, permanent position; send specimens of engraving and reference. Address "G., 5269," care Jewelers' Circular-Weekly.

WANTED, two manufacturing jewelers and stone setters on special order, new work and repairing; permanent position to right man; send reference in first letter. E. G. Gallant & Co., Wichita, Kans.

WANTED, watchmaker, optician, engraver, immediately; will pay $25 per week for good man. Address, with full particulars, J. Charles Ernst, Charleston, W. Va.

WANTED, a first class engraver who can act as salesman; also a jewelry saleslady wanted; good salary and liberal commission; only those with experience need apply to H. Nockin, 85th St. and Broadway, New York.

FIRST CLASS WATCHMAKER and engraver, also a few good jobbing jewelers; permanent positions and good salary to first class men. Address Bailer Jewelry Mfg. Co., Main St. and Jefferson Ave., Memphis, Tenn.

WANTED, at once, assistant watchmaker and engraver; good chance to finsh trade under competent man; send reference and samples of engraving in first letter; state salary. Address Jas. R. Norton, Winchester, Tenn.

WANTED, pawnbroker clerk who understands watch repairing; will pay good salary and offer permanent position with opportunity of quick advancement for the right man. Chas. Banov, 1040 Market St., Wheeling, W. Va.

WANTED, jewelry repairer who is also able to make new work; New England; steady position to right party; state experience had and wages expected; give references. Address "C. H. W., 6081," care Jewelers' Circular-Weekly.

EXPERIENCED OPTICIAN who can do edge grinding; would prefer man who can do engraving or some other work in the jewelry line; state salary expected; must have good reference. W. F. Sellers & Co., Altoona, Pa.

WANTED, at once, first-class watchmaker, engraver and jeweler; send sample engraving, reference and state salary, age and experience in first letter; must be willing to wait on trade; position is permanent. Address "E, 6086," care Jewelers' Circular-Weekly.

FOR ONE of the large cities in Connecticut, we have a good opening for a competent watchmaker and optician, one who understands diamond setting and salesman; steady position and good salary for right party. L. W. Rubenstein, 54 Maiden Lane, New York.

$40.00 PER WEEK for an experienced, capable manufacturing jeweler, diamond setter and engraver. Address "A., 5810," care Jewelers' Circular-Weekly.

A JEWELER competent to take charge of jewelry repairing in retail store; engaver preferred. Address The Heyman Co., 33 S. 8th St., Philadelphia, Pa.

WANTED, immediately, good second watchmaker and fine clock repairer competent to wait on trade, must be reliable and of good habits; position permanent; state full particulars, giving references and salary in first letter. Address E. Gundlach & Co., 18 State St., Hartford, Conn.

NATIONAL OPTICAL COLLEGE of St. Louis offers you a thorough scientific course in optics, by correspondence; easily and quickly learned; large and able faculty; handsome diploma to graduate; regular tuition fee $20, reduced to $10 for limited time; write to-day for Catalogue "R.," explaining this splendid course and special tuition.

DIAMOND IMPORTERS and manufacturers want A1 man with established trade in middle and far west; exceptional opportunity. Address "Progressive, 5657," care Jewelers' Circular-Weekly.

(*Special Notices continued on page* 122.)

Special Notices.

(*Continued from page* 121.)

HELP WANTED—Continued.

JEWELRY SALESMAN WANTED, competent, experienced man in long established retail jewelry store, selling high class jewelry; optical training desirable; absolutely best reference required as to competency and character; permanent position; good salary with opportunity for continued advancement for ambitious and right man. Address A. Bloedel, Milwaukee, Wis.

WATCHMAKER; TIFFANY & CO. have an opening for a number of strictly first class watchmakers; only applications made in person will be considered; apply at side entrance. Tiffany & Co., Fifth Ave. and 37th St., New York.

WANTED, immediately, good all around jobbing jeweler, engraver and stone setter for nice retail store; nice, pleasant, permanent position; salary $25 weekly with splendid future; permanent only. Saul, jeweler, Chattanooga, Tenn.

WANTED, first class watch and jewelry salesman for vacancy in middle west by leading Chicago jobbing house; high grade position; well established trade; applicant must have good personal following. Address "R., 6111," care Jewelers' Circular-Weekly.

WANTED watchmaker, engraver, jeweler and diamond setter; must be competent, sober and industrious; furnish own tools; salary, sample of engraving and reference from last employer in first letter; steady position; state age, married or single. Levy Bros., Fort Worth, Texas.

Business Opportunities.

WHOLESALE jewelry stock cheap on account of liquidation; terms cash. Address "G., 5941," care Jewelers' Circular-Weekly.

FOR SALE, jewelry store in a thriving iron town of 2,500, on main line of P. R. R.; no opposition. Address Eugene W. Harvey, Parkesburg, Pa.

JEWELRY JOBS my specialty; I pay the highest prices for your surplus stock. Ben Roth, wholesale jeweler, 235 S. Dearborn St., Chicago, Ill.

CLEAN STOCK, new fixtures, western city of 15,000; invoice $20,000; big "money maker;" terms to right party. Lincoln H. Hall, Trinidad, Colo.

CASH PAID for surplus stocks of watches, diamonds and jewelry; money sent by return mail; best of references. Address Emil Noel, 541 E. 46th Pl., Chicago, Ill.

FOR SALE, fine location, western Iowa town, 1,000 inhabitants; established trade; will require about $2,000. For information inquire The A. F. Smith Co., Omaha, Nebr.

FOR SALE, established jewelry store in western Massachusetts city of 100,000 population; will sell either part or all; other interests reason for selling. For further information apply to Enos E. Penny, Springfield, Mass.

VERY LITTLE MONEY will buy nice, well lighted repair shop with first class trade in very prosperous city of Pennsylvania; owner going to retire. Address at once to "M., 6105," care Jewelers' Circular-Weekly.

HIGH CASH PRICES paid for diamonds and watches; immediate returns made; bank references. Address M. Iralson, Masonic Temple, Chicago, Ill.

I PAY CASH for your surplus stock of diamonds, watches and jewelry; business confidential; National Bank references. H. Schwartz, 903 Heyworth Bldg., Chicago, Ill.

FOR SALE, imported and domestic jewelry stock and lease at inventory; best location in city, 35,000 population, finest climate on earth, Pasadena, Cal.; about $7,000 cash. Address "Ye Jewel Shop, 6010," care Jewelers' Circular-Weekly.

JEWELRY STORE in Nebraska town of 1,000; fine crops, big territory, no competition; invoice about $2,500, can reduce; must be sold on account of sickness. Address "B, 6077," care Jewelers' Circular-Weekly, *Heyworth Bldg., Chicago, Ill.*

ARE YOU GOING OUT OF BUSINESS? We pay highest cash value for entire stock, or part of jewelry, diamonds and fixtures; communicate with us, it will be to your advantage; rating and references of the highest order. Van Praag & Co., 11 Lispenard St., New York, established 1889.

FOR SALE, new and up-to-date stock invoicing about $2,500; show cases, safe, wall cases, etc.; size of town 500, South Dakota; last year's business, $5,000; bench work runs from $80 to $130 per month; good reasons for selling. The A. F. Smith Co., 1513 Harney St., Omaha, Nebr.

WANTED, jewelry stocks in exchange for farm lands; have improved and unimproved to exchange. Address 601 Plymouth Blg., Minneapolis, Minn.

FOR SALE, old established refracting optical and jewelry store in city of 100 000 population, 50 miles from New York City; established 16 years; store centrally located; fine chance for right party; price $2,500; do not answer unless you mean business. Address "M. H., 6066," care Jewelers' Circular-Weekly.

IS IT CASH you must have quick? $200,000 ready cash always on hand will buy your business at once. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

I PAY 20% MORE for your surplus stock of watches, diamonds and jewelry than any other cash buyer; national bank references. Emil Noel, 541 E. 46th Place, Chicago, Ill.

DO YOU WISH TO RETIRE? We pay the most cash for entire or surplus stocks of jewelry; communications confidential. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

A BARGAIN; am selling out at a big sacrifice, a recently acquired stock of a large retailer consisting of diamond and gold jewelry on which you can save 30 to 40 per cent.; all or part. Address Max Kleinman, 1367 Broadway, New York.

DO YOU WISH TO SELL part of your entire stock of diamonds, watches, jewelry, etc.? We purchase quick and pay spot cash, no matter how large the quantity may be. Brooklyn Purchasing Syndicate, 608 Broadway, Brooklyn, N. Y.

IF YOU WISH TO RETIRE from business, or have surplus stock to dispose of, consult with me; it will be to your benefit; I am in a position to pay better prices than anybody. Ben Roth, wholesale jeweler, 235 S. Dearborn St., Chicago, Ill.

DIAMONDS at great bargains, $45 per carat and up; mounted rings and other diamond jewelry bought from private people sold at half the regular price; sent on memo. bill to rated dealers; sold for cash only. Dan. I. Murray, 3 Maiden Lane, New York.

A RARE OPPORTUNITY to purchase an interest in finest jewelry store in Oklahoma, established 20 years; expect to incorporate the store Feb. 1, 1912; must have A1 all-around workman to take charge of repair department and wait on trade; must have $3,000 to $8 000; A1 optician to take charge of optical department with $2,000 or $3,000; good reason for making these changes; store always has been a money maker; can come immediately. Address Oklahoma, care Hoyt Jewel Co., St. Louis, Mo.

For Sale.

MAHOGANY COUNTER SHOWCASES for sale; first class condition; $5 per running foot. For further particulars address Daniel Low & Co., Salem, Mass.

ONLY $125 will buy extra large Seth Thomas street clock costing $600; perfect condition; settling up estate. G. Brann, Hotel Ashton, 93d St. and Madison Ave., New York.

FOR SALE, Whitecomb lathe and chucks, foot wheels, lot of small tools, polishing lathe and outfit; will sell for $35. For further particulars inquire of Mason Jewelry Co., Centreville, Md.

FOR SALE, at sacrifice, two Crowell hydraulic presses, 8 x 12, and pumps 30-ton pressure, one 250 lbs., one 150-lb. drop hammer, one American Melting furnace; all practically new; bargain for quick buyer. "Interborough," 244 Canal St., New York.

FOR SALE CHEAP, two floor cases, 4½ x 12 x 4½ feet high, not including bases, sliding doors; write for description and price. The Gorham Co., Silversmiths Bldg., Chicago, Ill.

To Let.

FOR RENT, desirable offices, 527 Fifth Ave., 44th St, New York. B. M. Shanley, Jr., Co

PART OF FINE OFFICE; best opportunity for diamond setter or engraver. J. Wallman, 47 Maiden Lane, New York.

TO LET, share in a first class office. Room 1609, Silversmiths Building, New York; gold line, going to the jobbing trade preferred. Bliss Bros. Co.

SMALL, light, private office or desk room; no office boy expense; telephone; main office open 8:30 A. M. to 6 P. M. Room 2, 16-18 Maiden Lane, New York.

Wanted to Rent.

WATCHMAKER AND JEWELER, who is high class workman, would like to hear from jeweler in good business town who has space for rent to watchmaker; can make all repairs equal to original factory work, even on highest grade railroad watches; have standing offers for good positions at big salary but prefer more independence; own fine set of tools; strictly temperate and good habits. Address "X., 6152," care Jewelers' Circular-Weekly.

Lost.

WILL JEWELER who has lavallier left by Mrs. H. C. Frost to be repaired, kindly communicate with H. C. Frost, 297 Clermont Ave., Brooklyn, N. Y.

STOLEN, WALTHAM OPEN FACE, 12 size, 21 jewel, bridge movement, No. 9,503,772, Crescent case; if offered for sale or repair notify "R. H., 3149," care Jewelers' Circular-Weekly.

LOST, 12 size, open face, Vacheron & Constantin movement, No. 349,781, in 18K sun ray case, National Watch Case Co., No. 73,101; liberal reward. "C. V., 3385," care Jewelers' Circular-Weekly.

Miscellaneous.

PORTRAIT MINIATURES copied from any photo on watches, dials, brooches or lockets. Goldstein Engraving Co., 45 Maiden Lane, New York.

EUGENE A. MILLER

General Engraver

106 Fulton St., Room 1311 NEW YORK

First-class work at reasonable prices

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H. J. HOOPER

NEW YORK'S UNDISPUTED LEADING JEWELRY AUCTIONEER

37 Maiden Lane, New York

Telephone 2771 John

SEND for my booklet, it tells you whom to follow and whom to avoid. The information it contains is indispensable to the preservation of your credit and reputation. ALSO my folder just issued, which gives you all the credentials of my latest successes; they cannot be equaled by any Auctioneer in America.

If you are thinking of holding an auction, write me NOW for date, as I am always busy

How Would You Like To Clean Out Your Entire Stock For Cash?



Enabling you to go into the market and buy an entirely new fresh up-to-date stock, that is just what you can do by "putting on" an Auction at this time of the year. I guarantee you cost or better without the use of questionable tactics or misrepresentation. I have one of America's leading auctioneers associated with me, giving you the services of two of the best Jewelry Auctioneers in the business at the price of one. There is no humbug to the above statement and anybody having attended any of our sales will positively say so. On application I will furnish you with honest references of legitimate Jewelry concerns for whom we have made successful sales. For terms and references wire or write. All communications answered personally and treated with the strictest confidence.

A. E. GATES, Jewelry Auctioneer

Telephone, 313 Cortlandt

1 MAIDEN LANE, NEW YORK, N. Y.

"This Is Not An Idle Boast"

I will positively back up this statement for any amount of money

I have sold more goods than any Jewelry Auctioneer in America and can prove it. I will produce credentials to verify my statement. *Since I was obliged to dissolve from late associate*

My Above Statement Holds Good

Also that I have sold more goods and conducted the most prominent sales in the last eighteen months than any other "Jewelry Auctioneer" in the business. I am in position to do more for the jewelers at present than in former years.

I conduct all sales personally with the strongest and best talent to assist me, giving the services of two of the best men for the price of one. I can give you references from any wholesale house, manufacturer or bank in Chicago.

L. H. DODD & CO.

Formerly Briggs & Dodd

All Correspondence Strictly Confidential

Long Distance Phone, Drexel 2906



References of Sales Made by Me

W. H. Beck.....Sioux City, Iowa
I. Itken.....Butte, Mont.
Keil & Hettich.....Chicago
A. E. Elbe & Son.....Bloomington, Ill
Albert Feddenheimer.....Portland, Ore.
Frank Curtis Jewelry Co.....Decatur, Ill.
Theo. L. Rugg.....Des Moines, Iowa
G. Wendel.....Dixon, Ill.
Birely & Son.....Oshkosh, Wis.
Fergerson & Craig.....Champaign, Ill.
Wood Bros.....Paris, Ill.
Parmlee Bros. & Co.....Los Angeles, Cal.
Sturgell Jewelry Co.....Paris, Ill.
Sands & Fellows.....Cedar Rapids, Iowa
Meyer Jewelry Co.....Peoria, Ill.
White & Kouch.....Chicago, Ill.
W. H. Kelly.....Carrollton, Mo.
W. H. Booth.....Sioux Falls, S. Dak.
John B. Miller.....Portland, Ore.
Berry Armstrong.....Port Arthur, Ont.
T. G. Burkhart.....Jefferson City, Mo.
W. C. Feetham.....Sault Ste. Marie, Mich.
Geo. W. Meyers.....Chattanooga, Tenn.
Sartor & Sprague.....San Antonio, Tex.
Fussy & Blair.....Missoula, Mont.
R. M. Murry.....Huntsville, Ala.
McFarland Jewelry Co.....Orange, Tex.
A. Holzman.....Atlanta, Ga.
T. K. Smith Jewelry Co.....Oskaloosa, Iowa.
Geo. Sells Davis.....Newton, Iowa
M. Zimmerman.....Jeffersonville, Ind.
J. L. Wanner.....Paducah, Ky.
Barnett & Nonnenmacher.....Columbus, O.
Gilmore & Krause.....Kenton, O.
Slides & Co.....Owensboro, Ky.
F. R. Pancoast.....Hasting, Mich.
L. Kaminski.....St. Louis, Mo.
G. R. Pattison.....East Liverpool, O.
J. Cartwright.....Dodgeville, Wis.
P. E. Kern.....El Paso, Tex.
A. E. Krieft.....Delphos, O.
F. R. Jones.....New London, Iowa
Watson Bros.....Calgary, Alberta
W. Couse.....Shell Rock, Iowa
Wooley & Co.....Traer, Iowa
Baldwin Jewelry Co.....Shelbyville, Ky.
J. S. Lobenstein.....Oskaloosa, Iowa

William Barker & Severno, over 1,600 pieces of Diamond Jewelry and Watches of the M. Scooler stock of New Orleans to the trade of Chicago

Walker Greer.....Newbern, Tenn.
Louis Reinheimer.....Joplin, Mo.
A. J. Renkle.....Augusta, Ga.
Margilcth & McFarland.....Springfield, O.
Hanna & Eroc.....New Castle, Pa.
David Goldberg.....Helena, Mont.
Dolle Bros.....Chicago
F. Borner.....Fort Worth, Tex.
Hart & Sturges.....Houston, Tex.
Stewart & Prescott.....Dallas, Tex.
Clemen Hellehush.....Cincinnati, O.
P. H. Lachicotte & Co.....Columbia, N. C.
H. McIntyre.....South McAlester, I. T.
C. H. Schiller.....Utica, N. Y.
Treadwell.....Fort Worth, Tex.
W. C. Ward.....Winchester, Ky.
Waterhouse.....Hamilton, O.
Laruc.....Oskaloosa, Iowa
W. H. Muller.....Denison, Tex.
Pittsburgh Jewelry Co.....Pittshurgh, Pa.
J. W. Howard.....Hastings, Nehr.
Barnett Jewelry Co.....St. Louis, Mo.

References of Sales Made by Me

L. R. Shumway.....Rockford, Ill.
Cutting & Wilson.....Winona, Minn.
A. Stineau.....Cincinnati, O.
Amos Plank.....Puehlo, Colo.
Morris Benjaman.....Denver, Colo.
Roth Importing Co.....Denver, Colo.
W. A. Kirkham.....Leavenworth, Kans.
M. Waunch.....San Francisco, Cal.
Duhme Bros.....Cincinnati, O.
Mermod, Jaccard & Co.....St. Louis, Mo.
Rogers & Pottinger.....Louisville, Ky.
Geo. W. Briggs.....Pittsburgh, Pa.
King, Moss & Co.....San Francisco, Cal.
C. D. White.....Minneapolis, Minn.
Hight & Fairfeld.....Butte, Mont.
Sigler Bros.....Cleveland, O.
G. A. Schlechter.....Reading, Pa.
Becker & Lathrop.....Syracuse, N. Y.
J. H. Havil.....Hamilton, Ont.
L. J. Marks.....Kansas City, Mo.
Burns-Barry Co.....Memphis, Tenn.
L. Lockhardt.....Johnstown, Pa.
W. F. Kirkpatrick & Co.....St. Joseph, Mo.
C. E. Buhre.....Topeka, Kans.
W. H. McKnight & Son.....Louisville, Ky.
A. M. Hill.....New Orleans, La.
M. Scooler.....New Orleans, La.
Knickerbocker Jewelry Co.....New York City
Morseman & Feagan.....St. Paul, Minn.
W. A. Gill.....St. Louis, Mo.
R. Van Kuren.....Savannah, Ga.
Allen Bros.....Savannah, Ga.
Ben Sands.....Cleveland, O.
Geo. P. Winder.....Troy, N. Y.
Lippman Bro.....Altoona, Pa.
Lisstner Co.....Los Angeles, Cal.
M. A. Goldman.....Seattle, Wash.
Kennedy & Kosslcr.....Detroit, Mich.
Jos. Fields.....Galveston, Tex.
J. C. Melichamp.....Atlanta, Ga.
B. Wingerter.....Akron, O.
L. G. Call.....Waynesburgh, Pa.
Max Rollins.....Youngstown, O.
P. L. Lowenthal.....Bradford, Pa.
J. S. Baird.....Watertown, N. Y.
A. M. Marwede.....Alpena, Mich.
Mrs. Sarah Dickinson Wood.Niagara Falls, N. Y.

Write or wire me, if you contemplate having a sale

4607 Michigan Ave., CHICAGO, ILL.

I Bearded the Lion in His Den and Won the Battle,

Making the most wonderful sale ever made in America. My average sales were almost $1,000 per day for six months. Read this letter, brother jeweler, it will do you no harm.

I am the only man in the world who was able to make such a sale on Maiden Lane, New York, the jewelry center of the world.



I personally conduct all large sales with a gentleman to assist me.

Sales made on commission

Address me at the same place you have for past fifteen years

3 Maiden Lane, - New York
512 Race St., - Cincinnati
112 Chestnut St., - St. Louis, Mo.

OLIVER & DAVIS,
Successors to
RICHARD OLIVER & BLOOMFIELD,
Goldsmiths,
Importers of Diamonds and Precious Stones,
3a Maiden Lane.

NEW YORK, Feb. 28, 1905.

To Whom This May Concern:

We consider Mr. Dan I. Murray the finest and best jewelry auctioneer in America. He has proven these facts in conducing our sale, which, perhaps, has been the most successful ever conducted in the City of New York, considering the difficulties under which Mr. Murray had to work.

Our stock consisted of only high-grade diamonds and pearl jewelry. We did not even carry a piece of 10-kt. solid gold jewelry in our stock.

About one year ago Mr. Oliver died. This forced the closing of the business. We tried to sell the business at private sale, but the stock was so fine that no one would seem to take hold. After trying in vain to dispose of it at anything like a reasonable price, we found the only thing to do was to close it out at auction. The question then arose, where could we get an auctioneer that could sell fine diamond and pearl goods in the heart of the jewelry center of America without a loss?

We investigated, for several months, the records of many auctioneers and were told that if we could secure the service of Mr. Dan I. Murray, that he would bring us out without a slaughter to the stock. We went so far as to call on customers where Mr. Murray had sold fine goods. These people told us that he was a most remarkable and wonderful salesman. We also called upon the Jewelers' Association and Board of Trade. They told us the same as all the others, that Mr. Murray was the man that would save us from terrible loss, if we could secure his services.

We finally went after him and found him very busy, but after waiting for about three months we were able to secure his services. To say that his sale has been satisfactory to us, is putting it mildly. He has realized thousands of dollars more for us than we had expected to get.

There is no word of praise too much for Mr. Murray's wonderful ability as a salesman, as he pulled us through this, perhaps one of the most difficult sales ever attempted in this city, and virtually without a loss. We found Mr. Murray, as well as a magnetic salesman, a splendid business man. By his advice to break up the large pieces we were able to convert them into money at a profit. We found him a perfect gentleman in every sense of the word, strictly honest and upright, and we recommend him without limit.

Yours respectfully,
OLIVER & DAVIS,
Per R. M. DAVIS, Surviving Partner.

At present closing out F. M. Herron, Indianapolis, Ind. Fifty years in business. One of the finest jewelry stocks in the west. This is my second large sale in this city inside of one year. Others have tried but failed. This man looked up the records of all the auctioneers in America and selected me. There must be a reason. He found there were no failures after my sales. Many jewelers fail after auctions—there's a reason. If you want to know why so many jewelers fail after holding auctions, write me, I will tell you. There's a good reason why it can be prevented if sale is conducted right.

DAN I. MURRAY, *America's Leading Jewelry Auctioneer*

WE MANUFACTURE—WE REPAIR AND REPLATE



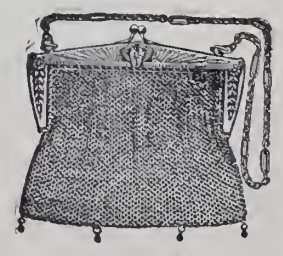
Before Repairing

Any article in the Jewelry Line for the retail Jewelry trade only. So perfect is our system in our factory that there is no slighting or delay when your order is received, no matter how small or large.

We repair, replate and reline all kinds of mesh bags and purses. Gold and Silver plating, coloring, finishing and polishing Gold and Sterling Silverware.

Enclosed packages with ours for other city firms will be delivered free of expense to you.

Write for our price list pamphlet.



After Repairing

JOSEPH LANDSMAN, 51 Maiden Lane, New York

THIS is one of a series of 27 advertisements that will appear in the popular journals of the country commencing with the September issues, with a total circulation of more than seven million copies.

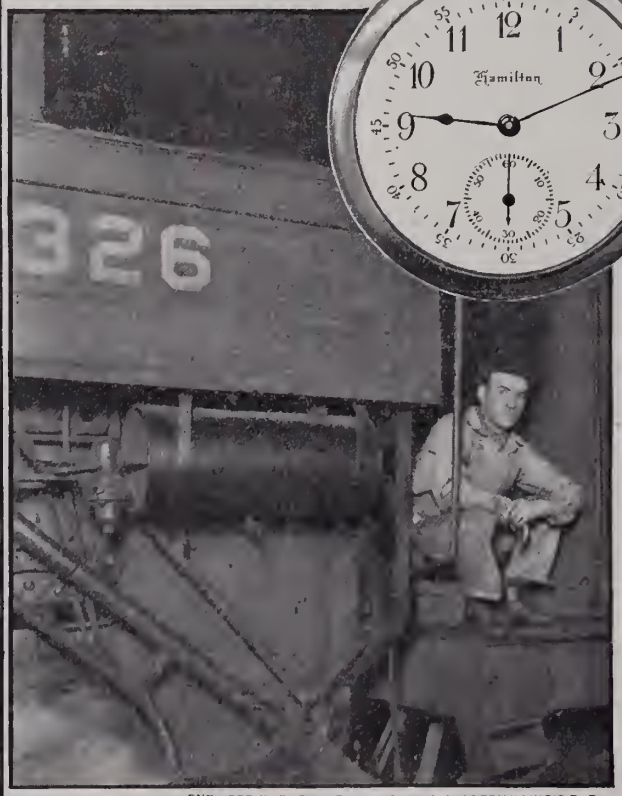
HAMILTON WATCH CO.

Let Your Watch be as Accurate as an Engineer's

After selling almost their entire output to railroad men for fourteen years, the Hamilton Watch Company began four years ago to make beautiful, thin model Timekeepers that are just as reliable and enduring as the railroad models.

I have been on the C. & E. I. R. R. for the past ten years as engineer, and I have been pulling Train No. 6, known as the "Fast Mail," for three years. I have been carrying my present Hamilton Timekeeper, which is a 16-size, for 10 years, and I can recommend it to any man as the best Timekeeper. For myself, I would carry no other watch but a Hamilton.

DENNIS E. CONLEY.
Locomotive Engineer.



ENGINEER D. E. CONLEY, CHICAGO & EASTERN ILLINOIS R. R.

The Hamilton Watch

The Railroad Timekeeper of America

Over one-half (about 56%) of the Engineers, Firemen, Conductors and Trainmen on American Railroads where official time inspection is maintained carry Hamilton Timekeepers.

Ask your jeweler what he knows about the Hamilton—he can supply a Hamilton movement for your present watch case if you desire.

Prices of complete watches in case and box vary, according to movement, size and jeweling, from $38.50 to $125.00.

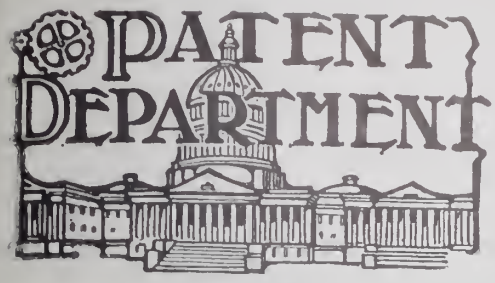
Write for "The Timekeeper"

Further information about the Hamilton Watch has been set forth in a handsome, illustrated booklet called "The Timekeeper." It will interest all who want to buy a watch.

Hamilton Watch Co.
Dept. A, Lancaster, Pa.

Hamilton Watch Company

LANCASTER, PA.



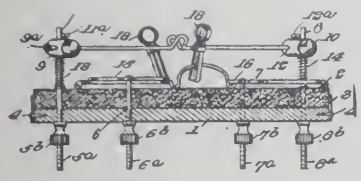
[IN WHICH IS CONTAINED A LIST OF THE LATEST PATENTS GRANTED BY THE UNITED STATES AND GREAT BRITAIN. THE UNITED STATES PATENTS THAT HAVE EXPIRED AND THE REGISTERED TRADE-MARKS.]

UNITED STATES PATENTS.

ISSUE OF OCT. 3 (CONTINUED).

1,005,010. SOLDERING APPARATUS. WILLIE W. FARNSWORTH, Brushton, N. Y. Filed March 14, 1911. Serial 614,339.

A soldering apparatus comprising a nonconducting base of light material having perforations, a metallic rim secured to the edges of said base and arranged to project upwardly therefrom, a pad of heat-insulating material disposed within the rim upon said base and being provided with openings arranged to register with those in the base, a series of rods arranged to extend



through said openings, said rods being threaded at one end, a series of thumb nuts for said rods, heads provided with openings disposed on certain of said rods, each head being rotatably and longitudinally adjustable with respect to its rod, springs for normally holding said heads in position, and interchangeable clamping tools having portions arranged to enter openings in said heads and to be adjustably retained therein.

ISSUE OF OCT. 17, 1911.

1,006,050. FOUNTAIN-PEN. JOHN BLAIR, New York. Filed Nov. 16, 1910. Serial 592,614.

A fountain-pen comprising a barrel having an inner thread, a plug closing the upper end of the



barrel, and an inner disk loosely threaded within the barrel to permit a passage of air while checking a simultaneous passage of ink.

1,006,250. HAT-PIN GUARD. CHARLES HERBERT MAY, Bridgewater, England. Filed March 11, 1911. Serial 613,828.

A hat-pin guard comprising a body member having a longitudinally extending passage formed



therein, said passage terminating at its rear end in separate, diverging passages.

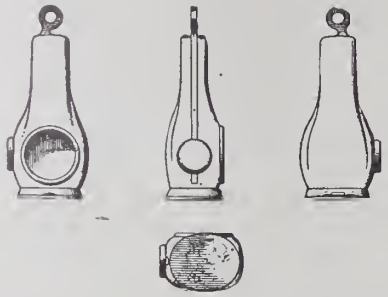
Designs.

41,845. HANDLE FOR SPOONS, FORKS OR SIMILAR ARTICLES. THOMAS B. LASHAR,



Bridgeport, Conn., assignor to the International Silver Co., Bridgeport, Conn. Filed July 14, 1911. Serial 638,598. Term of patent 7 years.

41,847. LOCKET CIGAR CUTTER CASE. CHARLES M. LEVY, New York. Filed May 20,



1911. Serial 628,560. Term of patent 14 years.

UNITED STATES TRADE-MARKS.

[The following trade-marks have been adjudged entitled to registration under the Act of Feb. 20, 1905, and are published in compliance with Section 6 of said act.]

TRADE-MARKS REGISTERED OCT. 17, 1911.

83,873. WATCH MOVEMENTS, WATCHES AND PARTS THEREOF. WALTHAM WATCH Co., Waltham, Mass.
Filed June 15, 1911. Serial 57,078. Published Aug. 15, 1911.

83,877. CLOCKS AND WATCHES. THE WESTERN CLOCK MFG. Co., Peru, Ill.
Filed June 29, 1911. Serial 57,372. Published Aug. 15, 1911.

UNITED STATES PATENTS THAT HAVE EXPIRED.

[Reported for THE JEWELERS' CIRCULAR-WEEKLY by W. H. Swenarton (ex-Examiner U. S. Patent Office). Counsel in Patent and Trade-Mark Causes, New York.]

Patents expired Oct. 16, 1911.

527,398. EARRING. C. BABCOCK, Salt Lake City, Utah.

527,528. ELECTRIC CLOCK. C. GULLBERG, Jersey City, N. J.

527,611. EYEGLASSES. H. E. KIRSTEIN, Rochester, N. Y.

527,612. EYEGLASSES OR SPECTACLES. H. E. KIRSTEIN, Rochester, N. Y.

527,652. EYEGLASSES OR SPECTACLES. W. G. BEEK, Chicago.

Design patent granted Oct. 19, 1897, *for* 14 *years.*

27,735. HAT-PIN. C. J. HOLMGREN and E. J. YOUNGQUIST, Minneapolis, Minn.

Design patent granted Oct. 18, 1904. *for* 7 *years.*

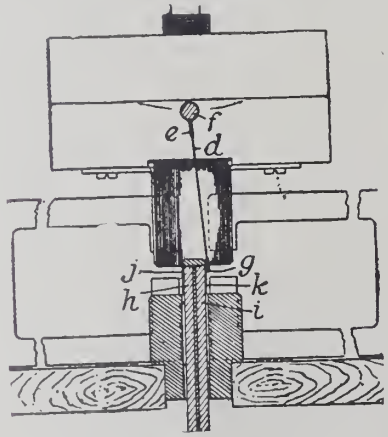
37,187. MATCH SAFE OR SIMILAR ARTICLE. G. E. HOMER, Boston, Mass.

BRITISH PATENTS.

(ABRIDGMENTS OF SPECIFICATIONS, 1910, FROM *The Illustrated Official Journal.*)

ISSUE OF OCT. 4, 1911.

14,126. ELECTRIC CLOCKS. F. HOLDEN, Tem-



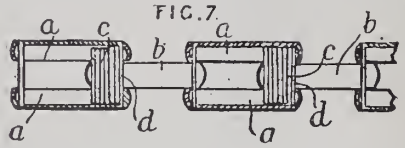
ple, London. June 10. (Classes 38 [v.] and 139.)

In an electric clock of the kind described in Specification 14,873/09, magnetic contacts are used in order to ensure effective closure of the circuit when the movable contact-finger carried by the pendulum or balance engages with the fixed contact-members. The finger *d* consists of a strip of steel, etc., permanently or inductively magnetized; the upper end of the strip has a loop *e* of silver, by means of which it is hung on a silver pin *f*, and the lower end *g* is tipped with silver or other suitable metal. The fixed contacts *h*, *i* are made of nickel or other suitable magnetic material, preferably coated with silver strips *j*, *k*.

14,162. BRACELETS. W. H. LORD, Birmingham. June 11. (Class 43.)

In a bracelet of the kind in which expanding links are mounted upon flattened coiled springs which are guided by trough-shaped outer members, the outer members *a* are equal in width to the

FIG. 7.



inner links *b*, a large portion of each spring *c* thus engaging with the trough-members *a*. The ends of the links are rounded. Each spring is disposed between one end of a connecting-link *b* and a screw pin or rivet *d*.

14,399. JEWELRY. A. A. BRAUN, London. June 14. (Classes 43 and 132 [ii.].)

A chance spinning-apparatus in the form of a charm or other article of jewelry comprises a disk and pointer, either of which may be stationary

FIG. 3.



and the other adapted to rotate. The disk, such as *a*, is inscribed with words to be denoted by the pointer *c* as answers to questions. In either case, the rotatable part is spun by hand without intervening actuating-mechanism.

Our National Game.

A MEMBER of a retail jewelry firm in Canal Dover and New Philadelphia, O., is responsible for the following poem, entitled "Our National Game," which was submitted to THE JEWELERS' CIRCULAR-WEEKLY by a prominent jobbing house of Cleveland:

Are you wise to the real American game,
With its fouls, its hits and bases,
As played by our great Publicity League
In divers ways and places?

The principal players are illustrious dead,
With good deeds done and little said,
The rest of the bunch are all for sensation,
The entire line up makes a corporation.

They buy four square feet in some post or journal,
And hand out dope and guarantees eternal,
We swallow it, pole, sinker and line,
You can get a lot of us any old time.

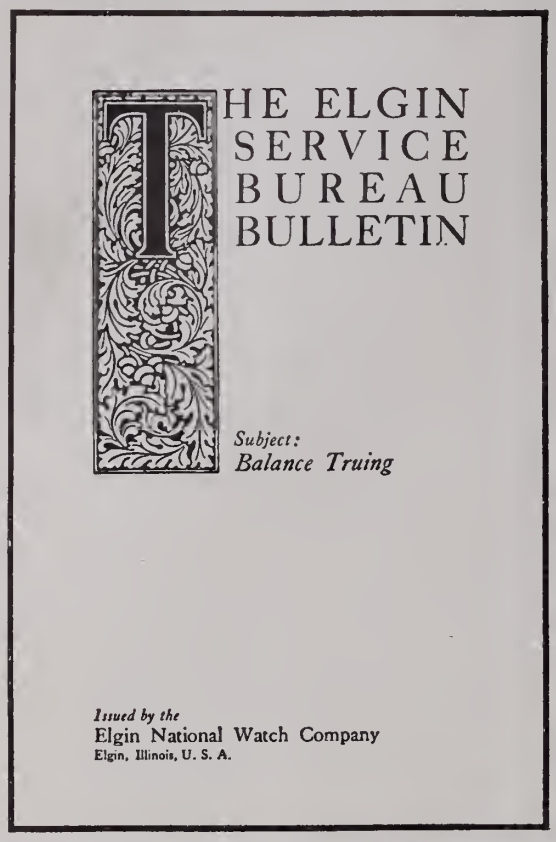
The "hot air man" starts out on the road
To harvest the seeds already sowed,
He can't drive a nail or whittle a stick,
But his line of talk is what turns the trick.

He tells of the thousands spent for you,
He's doing you good—(and properly, too),
Weaving his wondrous magic spell,
He's on the job and there to sell.

Do the consumers pay these thousands spent?
"Oh, no, look at soap and 'Spearmint.'
They cost no more than any other,
It's increased business does it, brother."

You smoke and parley, balk and stall,
But he gets the order after all,
And when it's signed and sewed up tight,
You'll be darned if he wasn't both wrong and right.

It's our national game, though it makes you sore,
For you can't count hits or runs or score,
It'll work on anything under the skies,
This American game of ADVERTISE.



Have You Read This Masterpiece of Watchmaking?

IN this little book, told in the plain, simple language of the shop, is compressed the experience of a staff of experts, who solve *your* problems and simplify *your* daily tasks at every glance or turn of the page.

You need the help this free manual gives—every hour in your shop—in every talk with your customers. It fortifies *your experience* with that of men to whom "Balance Truing" is a science and an art—and, remember,

This Bulletin Is Yours for the Asking

and so is every Bulletin issued by

The Service Bureau

"Our Business is to Help Yours"

Every Bulletin we issue on *general* problems of the trade is the product and sum of hundreds of *specific* questions asked us by individual watchmakers who rely on the Service Bureau for "just aid" in time of question and doubt.

THIS *personal* service—furnished freely day by day, by mail to thousands of jewelers—the result of searching analysis of individual problems by *all* the members of our staff—is the trumpet of the Twentieth Century principle of *Co-operation.*

EVERY man's question answered in our regular bulletins—helps solve the problems of hundreds of others all over the country. You can *cash in on your troubles*, by telling them to the Service Bureau, and by gaining the benefit of its experience.

If you have not yet read our first bulletin on "Balance Truing" the artistic cover page of which is reproduced above—mail us the accompanying coupon today. Postage is all it costs you. More business, better work, satisfied customers, are but a part of what it brings you.

Experts of Life Time Experience Wait to Solve Your Difficulties

and this little book—every page a mine of golden usefulness—is *their* credential to *you.*

.....1911

ELGIN NATIONAL WATCH CO.
ELGIN, ILLINOIS

Dear Sir:

Please register my name as entitled to the privileges of consultation with your Service Bureau. It is understood that no charge is to be made for this service.

Name.....

Address.....

City.....
If employed give name of firm.

.....

.....

10—J. C.

ELGIN NATIONAL WATCH COMPANY
ELGIN, ILLINOIS

THE HOROLOGICAL REVIEW

Repairing a Swiss Lever Escapement.

Written expressly for The Jewelers' Circular-Weekly by Albert Glasnevin.

AT times an old Swiss lever comes in for repairs having the escapement in bad condition. We purpose to describe and examine such a watch, and show how it may be put in passable condition.

Such watches will usually not bear



Fig. 1.

heavy repair bills, and as the watchmaker does not wish to risk the loss of a customer it is necessary to more or less patch them up, placing them in such order that they will at least keep as good time as the grade of movement is capable of.

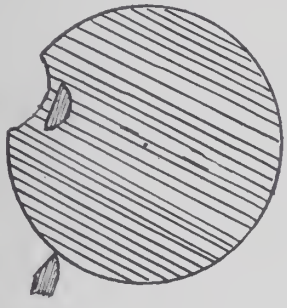


Fig. 2.

Let us assume that the watch before us has a short lever, defective as regards the safety action and the roller jewel fork action.

An examination of the lever invariably shows that the same has been filed, probably for reasons unknown to the workman who did so.

Having such a watch and wishing to put it in running order at the least expense of time and money, we decide to use the old parts; so long as we make a sure job of it we are satisfied. The workman who is capable of correcting such escapement errors as we shall describe would not experience any trouble in fitting a new lever, as fitting a new part comes under the same rules required to patch up the old lever.

The watch before us has the following defects:

(1) The guard point is too short. (2) The acting length of the fork is too short.

With these points in mind we shall examine the escapement and explain how the errors are known to be there.

Let us consider them in the order given, viz., the guard point is too short.

This error is located as follows: Commence by rotating the balance, by which means the roller jewel is brought beyond the end of the level horn similar to the position of the parts as shown by Fig. 1. Hold the balance in this position, and with some fine tool lift the lever away from its banking, thereby causing the safety point to touch the edge of the roller table as in Fig. 2. When we bring the parts in contact as the drawing indicates, and let go of the lever, it should return to the banking. This watch, we assume, does not act thus, there is an inclination to jam, that is the guard point is inclined to stick against the edge of the roller table, which condition is incorrect.. If conditions were right there would be no sticking or butting present.

As the guard point butts more or less against the edge of the table we conclude that the guard point is not sufficiently forward. This we shall confirm in another way. Holding the guard point against the edge of the table, we make use of an eyeglass to observe the relation of the tooth and pallet jewel, which should be as in Fig. 3, viz., the tooth must stay on the pallet jewel's locking face. In the watch which we are examining such is not the condition. We find the tooth has slipped off the locking face, and is now on the pallet's impulse face, somewhat after the manner illustrated in Fig. 4.

The results of our tests are as follows: First, the guard points jam on the edge of the roller table; second, when we hold the guard point against the edge of the table the tooth is found on the impulse face of the pallet jewel.

The foregoing proves that the guard

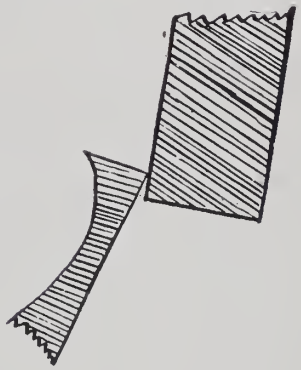


Fig. 3.

point of the lever must be made longer, and as this part shows marks of a file, we realize the error is entirely due to some one having unwisely filed that part.

Our second proposition is that the acting length of the lever is too short, which defect we shall now investigate. Let us

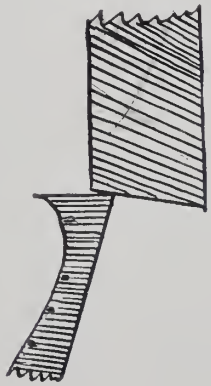


Fig. 4.

here state that the bankings show no signs of having been tampered with, being in their original condition, and that the lock and slide are equal on each pallet jewel. Knowing that these parts are right we shall work over the fork action to make it correspond with the fixed conditions present.

We commence the examination as fol-

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GUARANTEE IN CAP



LOOK FOR THIS TAG

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PHILADELPHIA

NEW YORK CHICAGO SAN FRANCISCO

lows: Remove the hair spring from the balance; next, replace balance in position, and then slowly guide the roller jewel into the slot of the lever. We notice that a jump of the lever takes place as soon as there is contact of the roller jewel with the lever. This is an incorrect condition, and is due either to the roller jewel not touching the side A of the lever slot, Fig. 5, but instead striking on some part of the horn, marked B; or another cause for this jump of the lever may be that the roller jewel is too small for the slot. We immediately decide this latter point by bringing the roller jewel into the slot and feel the shake or freedom of the parts under consideration. We find that in this watch the roller jewel fits the slot in the lever.

Therefore, the cause of the jump is not due to the fit of the roller jewel. We next revolve the balance, bringing the roller jewel beyond the horn. This act returns the lever to its banking. Slowly we bring back the roller jewel towards the lever, and find out that the instant the roller jewel commences to lift the lever a jerk or jump of the lever is noticeable. Making use of our eyeglass to detect the cause, we see that the roller jewel strikes on the horn B, Fig. 5, instead of in the slot. We now know the cause of the jump of the lever. The roller jewel being of the old style oval variety, slides into the lever slot as the action advances towards the line of centers.

The question is what trouble will such an error cause. We can readily find this out by bringing the corner of the lever slot and roller jewel in contact, as our drawing, Fig. 6, shows.

If we hold the parts in position shown by this drawing, and take an eyeglass and look at the tooth and pallet action, we will find an error present such as is illustrated in Fig. 4. If the action were correct the tooth and pallet would be as in Fig. 3, namely, the tooth will remain on the locking face of the pallet jewel, but as it does not do this we realize that the length of the lever is too short, and something must be done to overcome this error.

The examinations as made reveal to us that the guard point is not far enough forward, and, second, that the fork is likewise short. Both errors may be due, as suggested, to some workman using a file to cut away the lever horns and safety point.

We now come to the question of correcting the errors. We know their cause is due to the lever parts being too short. Hence the natural thing to do is to stretch the lever. Before attempting this the temper of the lever will have to be reckoned with. Should we find it hard, and hence liable to break from the process of stretching, the temper must be drawn. Having softened the lever, we use a stalking tool, selecting suitable punches and stamps with which to operate on the lever. The stretching should be done very gradually, and frequent tests should be made of the safety action. In stretching the lever it naturally gets out of shape. Hence we should endeavor to keep it straight, otherwise out of angle conditions result. The edges of the lever likewise became burred. These should be removed. In short, we should in the first place have made careful mental note of the slide and lock as it existed before we hammered the lever. After hammering we should strive to obtain exactly similar conditions of the lockings. By aiming at this we keep the escapement near to its original conditions, and on no account, should the lockings be altered, unless we have the best reasons for doing

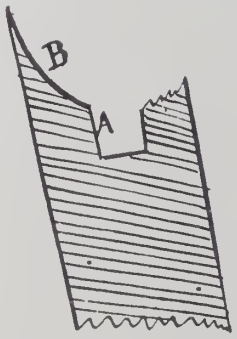


Fig. 5.

so. There exists no necessity to tamper with them.

On the grounds that we have altered the length of the lever by stretching sufficiently to correct the safety action, we next look into the fork roller jewel action, and supposing that we still find that the lever gives a jump exactly as it did before, how shall we correct this? Well, if the horns of the lever are fairly thick, we may, by again using our stalking tool, stretch them enough to overcome the error and to obtain the conditions sought for, as already explained.

Should we not care to stretch the lever,



Fig. 6.

how then can we make the necessary corrections as regards the safety action? We can file the V point back further, insert a brass pin and adjust it to meet correct conditions as before explained. Should the horns be so thin that no alteration of their length is possible, and for some reason it is desired to retain the old lever, take measurements of the parts as they are, cut same off, prepare a flat piece of steel suitable for new horns, and braze the parts together. Gold or silver solder is of little use for this purpose, so that we should try instead a piece of brass wire, the kind that comes in bundles, being good for this purpose. Flatten a piece out, cut off a small portion, and use it exactly as you would gold solder. The result where the joining of steel parts is required will always be satisfactory. If the parts are clean no trouble will ever be experienced in getting the parts brazed.

We have explained at some length how certain errors may usually be corrected in a Swiss escapement. When both errors as described are found together it is easier to fit a new lever than to patch up the old one.

Interesting Exhibit of Old Watches.

ONE of the most interesting exhibits of old watches ever made in Detroit is now being shown in the window of the Grainger-Hannan-Kay Co., and the display is attracting a great deal of attention. The old watches on display were picked up during the past few years by Mr. Kay, who is an enthusiastic gatherer of antique jewelry and rare and valuable stamps. The collection includes an English "bulldog," the work of William Howard, of London, Eng. The watch is the eighth timepiece turned out by this noted watchmaker, and was made some time about 1700, and not later than 1725. Not only does the watch tell the time of day, but also the days and months. It is said to have cost its original owner about 100 pounds, sterling. The watch is no larger in diameter than the present-day watches, but is almost an inch in thickness.

Another watch shown is of London make, and is at least 175 years old. It is enclosed in a case of solid 24-karat gold, beautifully engraved. There is also shown one of the smallest minute repeaters ever made, this timepiece being only one and one-quarter inches in diameter. It is of Swiss manufacture, and is about 150 years old. There is also shown a Swiss alarm watch, which still rings when wound up. A French watch of ancient make, a pair of earrings 125 years old and other pieces of antique ornaments complete the exhibit. The old earrings, of diamonds and Honduras opals, are very similar to the earrings worn at the present time.

Calendar Reform in China.

(From the Westminster Gazette.)

FROM Pekin it is announced that the Chinese Government is about to drop the troublesome moon from its calendar and follow the practice of western nations in using only the sun. The present Chinese year began on Jan. 30 and is the year 48 of the 76th cycle, a cycle consisting of 60 years and the first year of the first cycle occurring B. C. 2637. But owing to the use of the moon the number of days in the year varies considerably. Ordinarily there are 12 lunations or months, but once in 30 lunations a 13th lunation is added to the year, as a result of which the year can be as short as 354 days or as long as 384 days. The months are more regular than our own, alternating between 29 and 30 days. The Chinese year completely fails to keep the seasons within proper bounds.

E. J. Steuerwald, the jeweler, at Virginia, Minn., moved his stock in the Mesberg block. He recently sold his jewelry stock a. Two Harbors, Minn., at auction.

STILL SUPREME

Patek, Philippe & Co. Watches

GENEVA, SWITZERLAND

ANNUAL TRIUMPH AGAIN REPEATED

Nearest to Perfection as yet Reached by Portable Timepieces

Latest Achievements

Records of 1910-1911

GENEVA OBSERVATORY TIMING CONTEST

Ending February 21st, 1911

The Very First of the First Prizes between Makers for the Best Average Running

2 First Prizes out of 5 — 10 Second Prizes out of 18 — 15 Third Prizes out of 23

26 Honorable Mentions out of 60

KEW OBSERVATORY TRIAL OF WATCHES AND CHRONOMETERS

The Second Prize, falling short but .4 of a point of the first

Awarded Hors Concours (Beyond Competition): Milan, 1906; St. Louis, 1904; Paris, 1900; Geneva, 1896; Chicago, 1893; Antwerp, 1885; Zurich, 1883. Gold Medal: Nuremburg, 1906; London, 1885; Calcutta, 1883; Groningen, 1880; Melbourne, 1880; Paris, 1878; Philadelphia, 1876; Valparaiso, 1875; Paris, 1867; Paris, 1855; London, 1851; Paris, 1844. Silver Medal: New York, 1853. Diploma of Honor; Amsterdam, 1888. Highest Award: Vienna, 1875.

ALFRED G. STEIN — 68 Nassau Street, NEW YORK

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10 Line

Lady Racine watches have been on the American market for the past forty years and sold to the best trade throughout the country, and we have yet to hear of one jeweler who will say the Lady Racine is not a good watch and the best chatelaine watch made.

They come in both cylinders and levers. Do not be prejudiced against the cylinders, as they are entirely factory-made, very reliable, and guaranteed to give satisfaction.

Lady Racine Watches are made to run, keep time and last a lifetime. They come in 10 and 11 line Hunting and open face, with gun metal, silver, gold filled and solid gold cases of all styles. Finished material on hand.



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Manufacturers of Superior

Plain and Complicated Watches.

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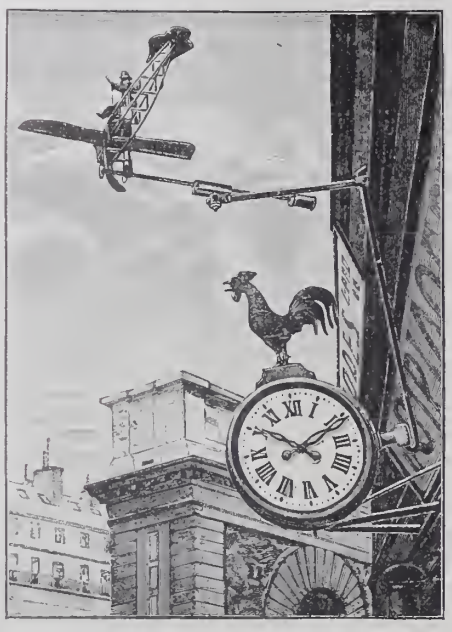
A Movable Aeroplane as a Show Piece Over a Street Clock.

IN Paris there is located a skilful clockmaker named Fanthou, who has found some very original ideas in the fashions of the day, which he has utilized with the good taste generally attributed to the Parisian. He takes a delight in occupying himself with the construction of novelties; thus he invented, some time ago, a night-clock, with alarm, which, simultaneously with the ringing of the alarm, ignites the flame of a quick-cooker connected with it. Last year, when Edmond Rostand's "Chantecleer" attained such popularity in Paris and from thence overran the entire world, Mr. Fanthon placed a rooster on top of the street clock before the door of his store at 94 Rue Bondy, which, since then, proclaims the hours with a cock's crow. The high degree of interest with which the whole world regarded the bold flying men and their flying machines, led the same gentleman to introduce a flying machine, over his clock, which constantly soars in a circle and arouses great interest.

The accompanying illustration shows the street clock, surmounted by "Chantecleer" and the aeroplane soaring above it. Unfortunately, in making the photograph from which the picture is made the photographic apparatus appears to have been unskilfully set up, in consequence of which the rods of the aeroplane and the dial of the clock are somewhat distorted. Mr. Fanthon courteously furnished the following more detailed information regarding the mechanism of the flying apparatus.

The aeroplane is an exact copy of the famous aeroplane with which Bleriot made the first flying trip over the channel. It is 1.25 meters long. In front is a small one-quarter horsepower electric motor, which causes an aero-propeller of 40 c.m. diameter to make 500 revolutions per minute. In this time the aeroplane describes ten circles in the air above the street clock.

The whole is attached to a bracket let into the house wall that projects about 2.50



AEROPLANE CLOCK SEEN IN PARIS.

meters. At the end of this carrier is a short, vertical shaft revolving on ball-bearings. On this shaft are the collecting slip rings of the electric current supply; moreover a 2.60 meter tong iron rod is centrally attached to it. At one end of this rod is placed the flying apparatus, weighing 12 kilogrammes, whereas the other end sustains a counter-balance, also weighing 12 kilogrammes, through which the whole is nicely balanced.

The mechanism works admirably. The effect is particularly beautiful in the evening, the outlines of the aeroplane being set with electric lamps, which are lighted when it is dark.

As may be seen, the construction of this show-piece not only involves very considerable technical ability, but a material expenditure of money. Mr. Fanthon, consequently, does not need to patent his device and can nevertheless be reasonably certain that it will not be so easy to find anyone who will imitate it.

A Universal Clock.

THE "Pester Lloyd" describes a universal clock which the Hungarian Minister of Commerce recently purchased for 10,000 crowns, and placed in the industrial arts museum in Budapest, where it will remain until it is transferred to the technical museum to be erected. This highly interesting masterpiece is equipped with 69 dials, which show accurately the time of day in all the greatest cities in the world.

The works are operated by a central spring, which connects with each one of the steel staffs corresponding in number with the dials and the gear wheels, and which are mobile in every direction. The pendulum of the clock, in order to counteract the effect of changing of temperature, is made of various metals.

On the dials the months, the days of the month and week are also shown. The clock is also equipped with a barometer and a hygrometer, as well as with a globe, which makes a complete revolution in 24 hours. The phases of the moon are likewise shown on this ingenious creation.



"THE WATCHMAKER'S TROUBLES"—FROM THE VIEWPOINT OF CARTOONIST GOLDBERG, IN THE N. Y. EVENING MAIL.

A HOLIDAY LINE

that will insure you

Sales and Profits

"NEW ENGLAND"

Lever Watches

"HALE"

16 Size — Built for Rough Usage

12 Size — Unusually Strong and Durable

Low Priced Lever-Jeweled

For Men and Boys



Hale

To Dealers—$2.90 to $6.00



Hale

To Consumers—$2.50 to $5.00

"CAVOUR"

15 Ligne

Dainty Ladies' Watch

Belt, Chatelaine or Wrist

New Jeweled Lever



Cavour

To Dealers $6.80 to $14.50

To Consumers $5.00 to $10.25

The Cavour Wrist Watch ☛

(New Design)

Gold Filled Sterling

Gun Metal

will prove to be your

BEST Christmas SELLER

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Novelty, Practicability and Low Price



To Dealers—$10.00 to $12.50

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All Dealers' Prices are Subject to Jewelers' Circular Key

"ALDEN"

16 Size

ABSOLUTELY HIGH GRADE

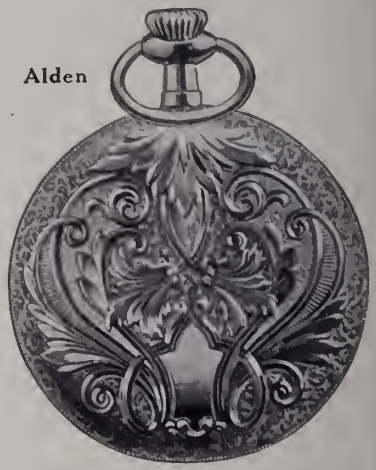
Double Roller Lever 7 Jewels

Extremely Thin Model An Exquisite Man's Watch



Alden

To Dealers—$6.00 to $14.50



Alden

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All Prices Vigorously Maintained

by

The New England Watch Co.

Waterbury, Conn.

and

The Leading Jobbers

Pacific Coast Agents, B. W. FREER CO., San Francisco



STORE KEEPING DEPARTMENT

That this department shall prove mutually beneficial to our readers, it is desirable that the members of the trade geneally communicate with THE JEWELERS' CIRCULAR-WEEKLY regarding any advantagenous device or plan which they are utilizing in connection with their business.

Mechanical Display Intended to Advertise Watches.

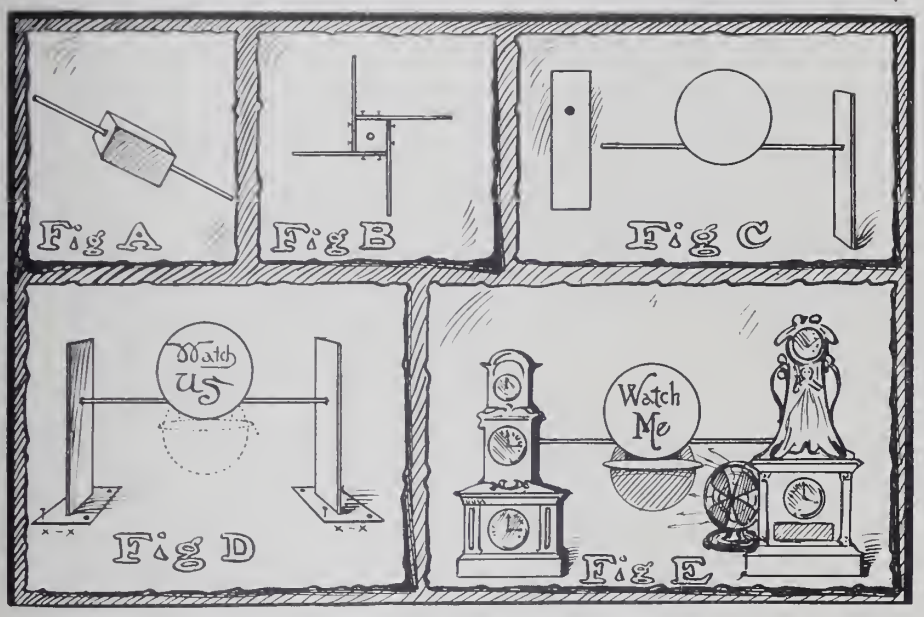
Designed expressly for The Jewelers' Circular-Weekly.

THE accompanying illustration will give one such a clear idea of how to make and use this original window novelty that little further instruction is required. This entirely inexpensive and extremely simple moving sign can be built by using a few odd boards—a dowel stick and several sheets of extra stiff cardboard. Fig. A shows a small wooden box through which a dowel stick (or other rounded strip of wood) has been run. This box should be securely fastened to the stick, nailed on if necessary. Fig. B shows the watch-shaped cut-outs of cardboard, tacked to the device shown in Fig. A. This is a side view and shows the ends of the cut-outs. Fig. C shows a front view of the card (three sides are temporarily out of view). Fig. D shows the entire apparatus nailed to the floor, x x being cleats nailed to the uprights, and these in turn are fastened to the window base. Fig. E shows the fan in position to blow on the signs. Several clocks are placed on either side to hide the upright boards.

This idea gives the dealer four sign spaces on a moving frame. When nailing these cardboards to the box see that each one juts out beyond the surface of the box. Be sure to tack these cardboard signs on very securely, using large headed tacks, as otherwise force of the fan current is liable to rip off the cardboard. To make this work right see that it balances well and fits snugly, and oil the holes into which the dowel stick fits when revolving in order to prevent friction.

Do not set the fan too close, for too much force will cause this fan-blown sign to revolve too quickly. The device should be so light in weight and so well balanced that one can blow hard against it and cause it to turn.

This is designed for a watch display, but the signs may be changed as desired. A few ideas for signs are as follows:



AN ORIGINAL MECHANICAL DISPLAY DESIGNED TO ADVERTISE WATCHES.

Watches Turned in Here
Repaired Right

TURN IN HERE AND LET US WATCH YOU

Watches turned out by us are guaranteed right

The Shop Manager.

SYSTEMATIC management of the retail shop is one of the most essential attributes for eventual success. By the term management is meant the organization of a reliable system as also the cultivation of traits that go to make up those little requisites that attract and hold customers. Many managers have an idea that system involves intricate and elaborate details which are hard to understand by those in the shop and difficult to keep a clear grasp of. Such system, it appears to them, takes up a great deal of time, and managers think that it is difficult to apply when they care to bring it into practice. Paradoxical as it may seem to the retailer who is opposed to systematizing, a systematic manager has a great deal more time to spare than the slip-shod or easy-going fellow. It is system or organization that enables a manager to have time for the creation of new ideas. * * *

It is not good policy to follow the clerks around right through the day to watch the performance of such details. Cultivate the self-reliance of clerks and keep only efficient ones. A manager should be able to instill in the minds of those about him a vital interest in the work in which they are engaged. The manager must above all things command respect for himself.

Aside from his duties in the interior of the shop, the manager should work hand in hand with the manufacturers and jobbers whose goods are handled. He should be a veritable promoter at all times, so far as those goods are concerned. It is always the manager who sets the selling pace for his store. If a clerk loafs it is quite evident that he is either copying an unconcerned manager or imposing upon a chief who lacks executive ability. If a manager of the hustling sort is at work the clerks who surround him find his inspiration contagious and they try to emulate him. The

What Does This Stand For?

HOFMAN QUALITY

The Best in Store Fixtures, Show Cases and Clothing Cabinets

Write for our Catalogue or our Representative

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Why Not Be Particular?

Jewelers are more particular every day as to the selection of their goods.

You can make no mistake in selecting the Rockford Watch for your Fall and Holiday watch leader.

We are particular in their manufacture, and being so, insure you of a high grade line.

Write for new price list and advertising helps

Rockford Watch Co.

Manufacturers of High Grade Watches
ROCKFORD, ILL.

Storekeeping Department.

influence of environment is a great and potent one; it can be seldom overcome. The shop is just what the manager makes it.

In a shop where there are several employes, it is not good policy to let a good clerk do the work of a stock boy. Many conscientious managers who have the interest of their shop always at heart, often assign a high-priced clerk to a task which can be done as well by a boy. A striving and ambitious clerk does not like to be brought down from the routine he considers compatible with his dignity as a salesman.

The enthusiasm of an able and ambitious clerk can be easily blighted. It is a cultivated habit with some managers to impress the fact upon every man under him that they are of little consequence. Such a policy is adhered to in an effort to restrain subordinates from getting too exalted an idea of their own importance, while at the same time managers who follow out such a custom are transforming ambitious young workers into discouraged clock-watchers who are tempted to knock and "stab in the back."

A manager who takes it upon himself to act the part of a stern disciplinarian often has a small and unthinking mind. The best type of manager does not stand so much upon his dignity, and he will listen to a clerk who has a suggestion to make which may contribute to an improvement in business. Such a manager does not consider it a horrible offense if a clerk should make an occasional error. A manager of this kind relies no little upon the confidence of first-class clerks, and the clerks as a consequence are more willing to admit their errors when they make them.

There is nothing to be gained in narrowness of view. Striving to keep a clerk in the background arouses his indignation and makes him bitter. A manager should put his own shoulder to the wheel now and then. He should feel that there is no damage done if he occasionally buckles down to physical labor. A little effort behind his own counter will be most beneficial for him, because he will see in this way just what his clerks have to contend with. In addition to that he will find it an inspiration for new ideas.

The different types of managers are so numerous that they cannot be classified, but there are some which are conspicuous. For example, the quiet and forceful men who get results without making a great fuss stand pre-eminent. It is not the manager who makes the most noise that is exerting the most efficient grasp over things in general.

If a manager does not work in accord with those who surround him, he must naturally face a falling off in sales. A clerk who is continually pestered cannot be an efficient worker. Loyal and faithful service is a most valuable asset, and only through harmony can it be had. A clerk to enjoy his work must take a pardonable pride in his efforts, and that spirit should be encouraged.—*A. B. McAttammany in the Haberdasher.*

The Celebration of Boosters' Day.

How One Jeweler Sold Seventeen Watches on the Occasion.

In Columbus, Kan., the enterprising merchants have begun to celebrate what is known as Boosters' Day once a month. Among the jewelers who made an attractive window display and an especial effort to stimulate business on the occasion was T. O. Craddick, a jeweler, who states that on that day he sold 17 watches, all of reliable make.

The population of the town is only about 3,500. Mr. Craddick holds the attention of the public by always offering something special. He declares that his business has been unusually brisk during the past year.



DISPLAY MADE BY T. O. CRADDICK, COLUMBUS, KANS., ON "BOOSTERS' DAY."

Too Much Talking as the Cause of Failures.

MANY of the failures in business and professional, as well as social life, are due to injudicious talking. A young man of apparently very moderate ability has recently astonished his fellow workers by his noticeable success in business. "Pure luck" it has been called, but a policy or natural habit of silence is the real cause, according to a writer in the *Youth's Companion.*

In his first position he succeeded a man of long experience and excellent judgment, a circumstance that made his youth and inexperience conspicuous by contrast. He made no apologies and asked little advice. He was courteous to his superiors, considerate of his business inferiors, but absolutely deaf to all the gossip so prevalent in every large business office.

He had held his position for a year; gossip had it that he had failed, for in that time he had not suggested a single innovation or enlarged his department in any way. But soon it become known that he had proposed a change that would result in an annual saving of $2,000. Gradually his step became firmer, his manner more assured, and he no longer outstayed the janitor at night. Slowly but surely he gained the confidence of the general manager and the heads of other departments, and it soon became their habit to come to him for advice. At the end of five years, when his former associates were wondering if they could afford to get married, he was admitted to membership in the firm.

In every establishment where a number of persons is employed there is always an undercurrent of gossip. A dissatisfied stenographer talks her troubles over with a bookkeeper. The bookkeeper confides to the telephone operator that he expects to get an increase in salary. The elevator boy explains that he is going to leave soon for a better job. These bits of news are exchanged until they become common property.

The employer, learning that the stenographer is dissatisfied, tells her that she may leave at her pleasure. The bookkeeper fails to get his increase in salary and the elevator boy does not get his "new job." Especially if you are dissatisfied should you refrain from discussing your position.

F. C. Rieckhoff has placed his jewelry business in Lowell, Mich., in charge of his brother, Louis, and has gone to Silver City for the benefit of Mrs. Rieckhoff's health.

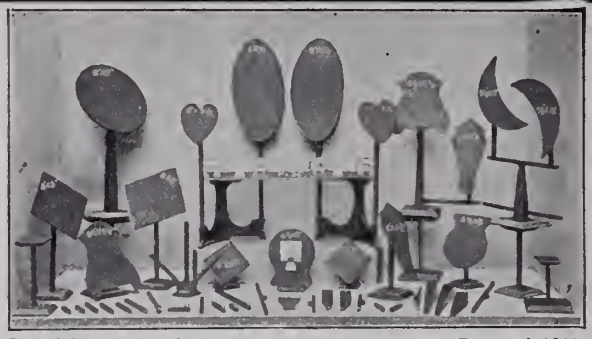
Jewelry valued at $500 was stolen recently from the Arcade jewelry store, Dallas, Tex. It is thought that the thief gained entrance through a window on the third floor by climbing a telephone pole which was erected close to the window.

ONKEN
INTERCHANGEABLE WOOD WINDOW FIXTURE
YOUNITS

With this Set we will GUARANTEE you can make 500 ORIGINAL and UNIQUE

Window Trims

and as many individual fixtures for show window and store use.



Copyright, 1911. **THE FULL SET** Patented 1911.

The above illustration shows the entire set of No. 11 Jewelry YOUNITS comprising 100 YOUNITS to the set. There are 18 Designed Display Slabs made of well-seasoned lumber and covered with a good quality of royal purple silk velvet. These slabs are fitted with metal attachments on back for holding them in different positions and are also fitted with detachable metal stop for holding boxed goods on slab, when same is tilted. The remaining 82 YOUNITS consist of Base Blocks, Uprights, Cross Arms and Extension YOUNITS in assorted lengths and sizes, which will enable you to make fixtures to suit your requirements. The set is put up in a Hardwood Hinged Lid Storage Chest (oiled finish). A place to keep the unused YOUNITS.

ONKEN
INTERCHANGEABLE WOOD WINDOW FIXTURE
YOUNITS

SET No. 11

For Displaying

Jewelry, Silverware, Art Goods and Sundries

Price per Set

$26.00 NET CASH 30 DAYS

F.O.B. Cincinnati, O.

Astonishing Results in Modern Jewelry Window Trimming Are Being Had By Users of My Younit Window Fixtures

Contrary to general opinion, good window dressers are created, developed, NOT JUST BORN. So give me a clerk who is well-grounded, who has taste, harmony and a desire for doing things "just so," and let him become interested in window trimming, and he is sure to succeed. If you have such a clerk, encourage him, give him latitude and material to work with, and you will increase his value to you ten-fold. The first step in this direction should be to give him a set of the

ONKEN Wood Window Fixture YOUNITS.

Your show windows reflect to the passer-by what he may expect to find inside. They are the index to the class of goods you carry. A $1.00 shirt properly draped looks more attractive than one for $3.00 displayed carelessly. MY YOUNIT SYSTEM can help you.

Turn your show windows into BUSY MONEY-MAKING MACHINES, by using the

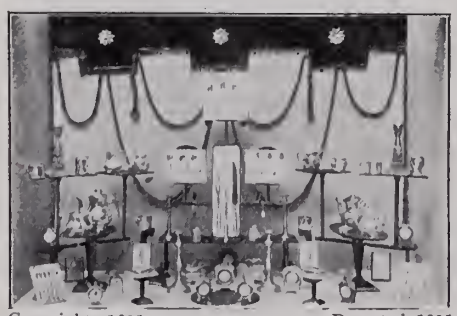
ONKEN Wood Window Fixture YOUNITS.

There is nothing on earth can equal them for show window effects.

Have you ever realized the business-producing possibilities of your show windows? Can you realize that only 1 person out of every FIVE HUNDRED passers-by drops in to buy? Is this not an opportunity for you to attract the attention of the other 499? There is only one answer to this business sermon, and that is, CHANGE YOUR WINDOWS OFTEN, MAKE YOUR WINDOWS MORE ATTRACTIVE, PAY MORE ATTENTION TO YOUR WINDOWS. To not do this is a crime against good merchandising. $26.00 invested in my YOUNIT SYSTEM of WINDOW FIXTURES will wipe out the crime.

Are you big enough and broadminded enough in a busines way to turn your show windows into money-making machines? Would you consider it a good investment to spend $26.00 if you knew that that $26.00 would draw enough additional trade to your store so that the profit on same would pay your rent? I have got just what you will need to help you in your show window proposition, and will be glad to help you carry out the plan.

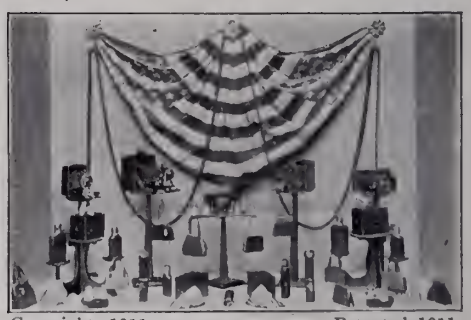
Remember one thing, my fixtures are not a novelty or a plaything. They are nothing more or less than a set of YOUNITS made of SOLID OAK, with which you can make suitable Window FURNITURE and FIXTURES to help you make attractive window displays, and all may be done without the aid of a TOOL, or EXPERIENCE.



Copyright, 1911. Patented 1911.
This 6 ft. Window Trim took only 53 YOUNITS of the 100 in the set, leaving 47 YOUNITS for making other trims and individual fixtures.



Above illustrates a small group, think of it, you can make hundreds and hundreds of these.



Copyright, 1911. Patented 1911.
This 6-ft. Window Trim took only 33 YOUNITS of the 100 in the set, leaving 67 YOUNITS for making other trims and individual fixtures.

Finished in the Popular Weathered Oak (Mission)

A Beautiful Book of Designs included with each set (free) showing trims I have made with the YOUNITS.

You will do MORE with a set of my YOUNIT FIXTURES than you can with $300.00 worth of METAL or any other WOOD FIXTURES.

Send for "A MESSAGE FROM HELL," it has a moral and tells all about my YOUNITS.

THE OSCAR ONKEN CO.

699 Fourth Avenue **Cincinnati, Ohio**

Established 31 Years

Order Through Your JOBBER or DIRECT

Shipments Made At Once



Little Lessons in Storekeeping.



Written expressly for The Jewelers' Circular-Weekly by A. E. Edgar.

(*Continued from issue of Oct.* 11.)

Call Slips—How to Use Them.

SOME of the methods used by modern stores are so simple that it is a wonder they are not adopted by all stores. We cannot afford these days to overlook these little methods or systems that enable us to get a larger grip on our business.

Some of the larger stores now use "call slips" on which are recorded items called for that are either out of stock, or not stocked at all. These are a handy reference to the merchant or buyer in placing his orders.

These "call slips" may take the form of a plain slip of paper, 2 x 3 inches in size, padded for convenient use. Or they may be specially printed for that purpose. The one the writer has in mind was something like this:.

Salesman's No..... Date.....

Called for .....

.....

out of .....

.....

No sale .....

.....

Sold .....

Any other form would serve and some jewelers might improve on this one a great deal.

How to use these slips to the best advantage is the next question. When a customer calls for a certain article and does not get it the salesman uses one of these slips. It is then sent to the office, where it is filed for reference.

The salesman enters his number and the date. He then mentions the article "called for" or "out of" as the case may be and checks the "no sale" or "sold" line to indicate whether something else was sold or not

In a jewelry store there are lots of idle calls for articles that the jeweler does not make a pretense of carrying in stock, and it would seem useless to make slips out for these. But supposing a jeweler found in the course of a few months that he had calls enough for some of these goods to convince him that it would be profitable for him to stock them. He could do so and reap the profit of added sales.

Besides showing the lines called for that are not stocked these slips can be made to show the trend of trade. If there seems to be a larger call for some line that has been sold out and practically dropped than his judgment anticipated, he can easily restock at a profit.

Some new fad may turn up; before he has had time to grasp its importance the jeweler having this system is daily reminded of it and is forewarned and able to secure new business while it is most profitable.

The "out of" part of the slip may not prove as important for some merchants as for others, but it certainly should be carefully followed up.

How many customers enter the store in the course of the day? How many buy something? How many do not? These are questions these little call slips answer—they even go further, and tell why.

The sales and no-sales of each clerk is also reported. Those able best to "switch" a customer from the article called for to something else is reported. The value of each salesman is more closely shown than the sales slip shows it.

How to keep the record up to date may puzzle some merchants. It depends upon the store. Some stores have a great many customers calling for goods not properly handled by that store. Perhaps a great many calls will be made for glassware of a grade not stocked, and yet it may not be desirable to stock it. These slips may be filed together and no count made of them. It is best not to destroy them, however, but to go over them again at intervals for what they may reveal.

Those that inform the jeweler that he should immediately set about purchasing stock may be classed together and the various items entered in a small want-book, from which orders may be made up.

The value of the "call slip" is in the manner in which the salespeople fill them out and the manner in which the jeweler heeds their insistent reminders.

The Clerk's Suggestions.

Does the average jeweler pay any attention to the suggestions of the clerks he employs? Let the average jeweler answer for himself.

Some merchants do not believe that any suggestions for the betterment of their business can come from outsiders. "I can run my own business best" is the usual cry. Perhaps.

Other merchants will not follow another's suggestions because they are too proud. And they lose money rather than take up a well-meant suggestion of a clerk. In fact, they are so annoyed that they had not thought of the improvement themselves that sometimes the poor clerk is practically told to mind his own business. His own business? If he is a loyal clerk, that is his own business, and he was minding it.

On the other hand, there are many merchants who not only accept advice from their clerks, but pay them well for giving it. These merchants are the live ones. They are out to succeed in business, no matter who runs the establishment. If a foreman can do it better than the boss, well, let the foreman run it—the boss will reap the profit.

Window Cards—How to Make Them Tell.

How many people pass your store in a day? If the average is 10 a minute, in the eight busiest hours of the day 4,800 people must pass your window. This number, 4,800, represents what in newspaper parlance is called 'daily circulation.' Now, your show window occupies, say, 100 square feet surface, and in it you can display attractively quite a line of goods, changing the display as often as you wish. In a daily paper with an actual circulation of 4,800, 100 square inches (not square feet) would cost approximately $10 a day, and in this space you can only put cuts of the articles themselves, and, as a rule the cuts but imperfectly represent those articles. Now your window space represents a surface 144 times as great as your $10 newspaper space, has a depth as well as surface, and in it can be displayed the articles themselves, true to life, as to color, size, shape and everything; and, furthermore, they are seen at the entrance to your store, inside of which a salesman stands ready to give additional information and exercise his abilities in making a sale. This window space is yours every day and all day; it presents wonderful possibilities as an advertising medium, and it is up to you to get those possibilities out of it. If newspaper space properly used, is worth what it costs (and we are firmly convinced it is) how important it is that so valuable an advertising medium as the show window should not be neglected."

The above paragraph went the rounds of the trade press some eight or 10 years ago. It was copied from one to another and traveled across the Atlantic and back again. It is in the writer's scrapbook and is reproduced here because it is so good and so suggestive that it seems a shame to allow it to stay buried.

As a good advertiser will change his advertisements in his local papers often, so should the window trim be often changed. It is an easy matter for the jeweler to make this change. Very often a background and even a portion of a display may be utilized for a week or two if the central portion is re-trimmed with an entire change of merchandise. Even a change of arrangement is better than no change at all.

The value of the window trim is enhanced by the proper use of price cards and motto or window cards. It is not necessary to put price tickets on each and every article in the display. It is best to have prices on only the more important articles displayed. Price cards should be small and neatly lettered. A large card with a "sprawly" appearance is not in good taste. Printed price cards can be purchased at a low figure and have a good appearance in the jeweler's window.

Many sales are made from the window display. A passerby is much more likely to have impressed upon his mind the desirability of an article if he is told at the same time by the price ticket that it is a fair price and within his means.

(*To be continued*)



Co-operating with Manufacturers Who Advertise.

Written Expressly for The Jewelers' Circular-Weekly by Irwin Spear.

ONE of the most notable tendencies of present-day business is the growth of educative advertising by manufacturers. It extends to all lines of business and includes the old, long-established concerns and those of small size and tender growth.

The development of educative advertising has exerted a potent influence over retail advertising—a most salutary influence on the whole, raising standards, educating



A TIMELY AD FROM WASHINGTON, D. C.

dealers in better advertising methods, stimulating them to do more and higher grade publicity work and creating on the part of dealers a demand for good advertising service by manufacturers.

Manufacturers who annually spend fortunes—in many cases goodly percentages of their annual gross revenues—for national advertising are no longer satisfied, as they formerly were, to leave the advertising of their product locally to a dealer's whim.

This solicitude has resulted in making good advertising easy for the retailer to do. It has placed at his command and within his reach the best of advertising copy, art work and experience—all at practically no cost.

Says the advertising manager for one national advertiser: "We believe that by increasing a merchant's whole general business we increase the sale of our product, and we therefore supply our advertising service and make it applicable to his whole general business."

No general campaign is complete to-day that does not provide a campaign within itself for dealer's use. Provision may be made merely for furnishing newspaper electros, or the co-operation may comprehend an elaborate combination of lithographed posters, window cards, street-car cards, moving-picture films, letters, booklets, etc.

The dealer nowadays who stocks a nationally advertised line and does not use these effective selling helps furnished by his manufacturer is letting a big opportunity slip away. Dealers should not only accept the advertising service offered by manufacturers; they should expect it and demand it.

To ask specifically for advertising assistance does not hurt a retailer in the eyes of the manufacturer. On the contrary, next to receiving an order from a well-rated house, manufacturers who do national advertising like nothing better than to get requests for advertising assistance. They look upon dealers who ask such assistance as aggressive. They keep an eye on them as live wires bound to succeed.

When such dealers need extra time or extended credit—if they ever do—they are much more likely to get it than the competitor who, though he may have a larger bank balance, has not become a convert to the potent selling force—Modern Advertising.

If the manufacturer who has placed a new line in your store or opened an account with you does not voluntarily offer to furnish you with advertising service to help you create and maintain a demand for his goods, write the advertising department of the firm or take the matter up with the firm's representative when he calls.

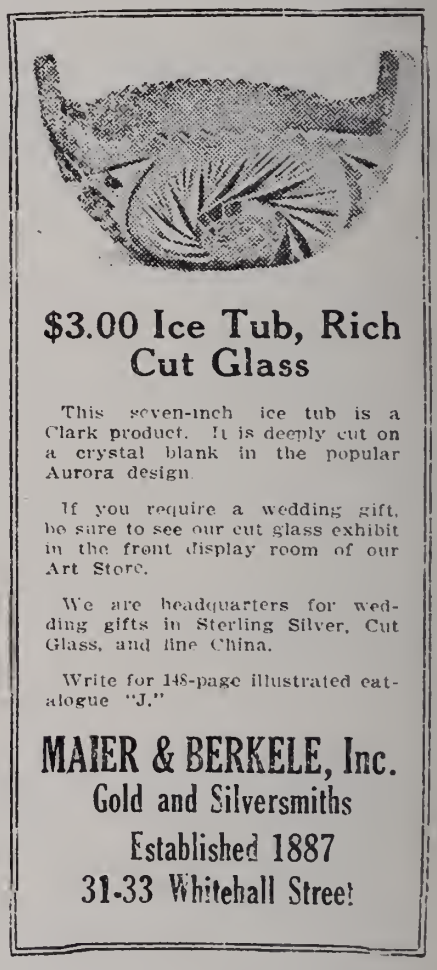
The advertising man should prepare a letter to be sent to a selected list of your customers announcing your recent identification with the new line. Most manufacturers are pleased not only to write such a letter, but often to mail it at their own expense on their own stationery, provided, of course, that the list represents bona-fide possible customers. One manufacturer who offered to circularize a list received a town telephone book and at another time a city directory. To expect that manufacturers will send out costly literature promiscuously is to abuse your privileges.

Where manufacturers offer to supply you with cuts or electros of complete advertisements for newspaper use, put in a requisition for them if they are not forthcoming with your first invoice or promptly following the receipt thereof.

Unless you have a well-equipped advertising department of your own, and employ someone of experience to prepare your copy, the ads sent you by the manufacturer will very likely have greater selling force than any your clerks could write.

There can be just one reason for not accepting and using to the utmost the co-operation of a manufacturer. That one reason is that you have at your command advertising ability and experience superior to any which he can offer.

Advertising, the expense of which is shared between the retailer and the manufacturer, and in which the manufacturer's



MORE SPECIFIC ADVERTISING BY MAIER & BERKELE, ATLANTA, GA.

goods are featured over the dealer's name, works out well where the line so advertised is an exclusive agency proposition.

This idea of sharing the local advertising expense may be applied to newspapers, billboards, programs, street cars, one or all, and the percentage which each party shall pay can be arranged on any basis that seems equitable.

Such a campaign offers the retailer a splendid chance to put before the consuming public the merits of a new line or of any advertised line at a fraction of what it would cost him if the manufacturer did

Retail Advertising Department.

not "chip in." As the copy, cuts and layouts of such campaigns are prepared at the expense of the manufacturer, and under the supervision of experienced advertising men, the retailer is assured of high-class advertising without the tremendous "initial expense" of plates, art work and copy. Few retailers realize how great this "initial expense" is unless they have themselves had occasion to order such work on their own account.

Granted that the dealer's self-interest should lead him to co-operate with the manufacturer who advertises, the question arises, "How can the retailer best co-operate? What should he do—what avoid?"

Much depends on circumstances. The details of the campaign, the kind of line, the trade that is catered to, must all be considered.

One rule, however, can be laid down: Give careful attention to every offer of advertising assistance made by manufacturers. Read all literature sent you outlining advertising plans. You are a factor in making these plans successful. If you already have the line in stock it is to your advantage to enter in and get your share of whatever profit may be accruing locally from the missionary work being done nationally.

If, on the other hand, you do not handle the line in question, you owe it to yourself and to your business to give the manufacturer a hearing. He may have something that you would not wish to pass up. You might regret later having your strongest competitor control an article or line of merit which you might have had.

No doubt manufacturers make broad claims. Their statements are often couched in strong and even bombastic language. Nevertheless, they generally make good. If the product is anywhere near what is claimed, and if the advertising accomplishes a fractional part of what is promised, you will gain by stocking and handling the goods.

Here is another point: Differentiate between use and abuse of the advertising co-operation furnished by manufacturers. Many and many a time I have seen costly booklets and other literature collecting dust under a retailer's counters or on some out-of-the-way shelf.

Most manufacturers have learned this tendency of retailers to disregard the proper distribution of advertising matter supplied them gratis. Consequently they either make a small charge for the literature or mail it direct to lists furnished them.

Co-operation, however, does not merely mean giving the manufacturer a hearing and using the advertising assistance which he offers. The most important co-operative work you can do is to keep properly stocked with the goods which are being advertised on your behalf.

Nothing could be more unjust to the manufacturer than to advertise yourself or allow him to advertise you as a distributer of his goods, when you have only an incomplete line or possibly a catalogue. Remember that the most that advertising can do is to create the call. It cannot—except in exceptional and isolated instances—both bring in customers and complete the sale.

Your success in co-operating with manufacturers who advertise will be in direct ratio to your own efforts. If you instruct your salesmen regarding the merits of the new line and see that they read the literature regarding it, they will sell a great many more goods.

If you will make good window displays simultaneously with the sending out of letters or the use of newspaper space, sales on the line or article so advertised will be stimulated, for windows not only demonstrate that you have the goods but serve the purpose of a billboard, keeping the name and appearance and value of the advertised goods before the public.



HOW A JEWELER OF BROOKFIELD, MO., ADVERTISES SILVERWARE.

[A fairly good ad. marred by careless proof-reading as shown by misspelling of the word silverware in the second line under the caption.]

The Power of Advertising.

ADVERTISING is true pioneering. It is the great creator of new business, the great expander of old. The typical trust waits for some one else to create a new demand, to open a new market, and then it comes along with "something just as good." Advertising, says a writer in *Fancy Goods, Fabrics and Notions,* is to-day the mainstay of independent business; it is the bulwark of little business against big business; it is the one open path straight to the consumer; it is the small man's chance to win on the sheer merit of his goods and the brains that he puts into pushing them, against the brute strength of the most powerful trust.

W. J. Graff & Co., Spring Green, Wis., have been succeeded by Geo. W. Hathaway.



Catch phrases, descriptions and arguments which retail jewelers have used in their newspaper advertisements.

THE Watch and the Man.—What do you think of the man who draws from his pocket a handsome gold watch, looks at it and declares positively the exact time? Makes you think he is a successful, prosperous individual, doesn't it? A man is judged by the watch he carries. What kind of an impression does your watch make on friends and business associates? We can sell you a watch that will make the right kind. A watch you can be very positive is always correct. One the appearance of which you'll be proud of. One you'll be glad to have critically examined. It need not cost you a large sum, either. You'll be surprised to learn for what a moderate price a handsome, perfect timekeeping, long-lived, thoroughly good, guaranteed watch can be bought. Come in and let us show you. Berg-Arduser Co., Dubuque, Ia.

Fine Watches.—It is poor economy to buy a cheap watch. A good watch is a possession which will last a lifetime. Everybody admires and wants a fine timepiece. In our south window this week we are featuring the most popular watches made by Elgin, Howard, Hamilton and Patek-Philippe Co., showing prices from $15 to $125. Out of half a gross of $15 15-jewel Elgin 12-size Crescent watches we show every style possible to furnish at this price. The display is worth seeing. If you can't visit the store write for watch and jewelry catalogue. Maier & Berkele, Inc., Atlanta, Ga.

Reliable jewelry is an investment, and you want to put your money where it will yield the best and safest returns. That is to say, you will choose from our stock of clocks, watches, umbrellas, rings, cut glass, silverware and sterling silver novelties, fountain pens, diamonds, jewelry of every description, mesh bags. J. A. Schrott, Herkimer, N. Y.

Established 61 years. Diamonds. Assuredly there will never be a better time for buying diamonds than right now. Values are still steadily on the rise. The stone you buy to-day will be worth more a year from now. We are especially fortunate in having an assortment of fine stones. Paying cash prices, purchasing good qualities, and the making of careful personal selection, gave us a marked advantage and we pass it on to you with unusual values. You know our record for high class methods, and we believe you will especially appreciate it when you have a diamond to buy. O. E. Dickinson, Richmond, Ind.

You Can't tell the Power of a Car by the Loudness of its HONK or Pairpoint Crystal Hand Cut Glass from Pressed and Cut, by the size of the blanks.



Pairpoint Glass

is Hand Cut, Crystal in Color, and Dainty in Design—and the shape will appeal to the refined trade.

THE PAIRPOINT CORPORATION

Photograph Books showing any of these lines complete loaned to the trade on application for inspection } Cut Glass, Silver Plate, Electric Portables, Prize Cups, Brass Goods and Sheffield Reproductions

FACTORIES:
NEW BEDFORD, MASS.
Dept. D

BRANCHES:
NEW YORK 38 Murray Street
MONTREAL Coristine Building, St. Nicholas St.
SAN FRANCISCO 717 Market Street

THE CONNOISSEUR

Devoted to Art Pottery, China, Marbles, Bronzes, Cut and Decorative Glass Ware, Bric-à-Brac, Lamps, Art Metal Wares, Fancy Goods and Kindred Lines.

THE CONNOISSEUR'S HANDBOOK.

Definitions of Some Technical Terms in Gold and Silver Smithing and Ceramics Alphabetically Arranged for Easy Reference.

By Clement W. Coumbe.

(*Continued from issue of Oct.* 11)

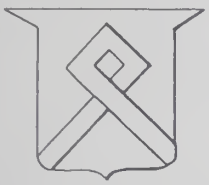
MASCARON (Fr.). Art term for decorative grotesque faces (*masks*). *Mascarons* are a favorite motif in decoration of the keystones of arches.

MASCLE (her.). French, *macle*. "Is of a lozenge form, but always perforated or



MASCLE.

voided, so that the field appears through the opening."—Berry. Other *mascle* variables are mentioned by Berry, such as *mascle square*, "formed square, and so placed horizontally, and not with the angles crossways; *mascle each corner bottonyed*, or *buttoned*, that is, adorned at the corners with one, two, or three buttons; *mascle-headed*, or *top*, as a *chevronel* with



MASCLE-HEADED CHEVRONEL.

the top fretted over, in the form of a *mascle*" (see cut).

MASCLE. Cross, or "four *mascles* conjoined in cross (see cut). Five *mascles*

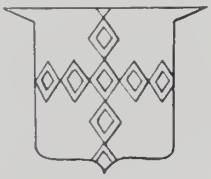


CROSS MASCLE.

may form a cross, or be borne in cross, placed as fusils."—Berry. See *cross of five fusils*.

MASCLÉE. Cross, "*at each end a plate*, called also cross *masculy* and *pommetée*, and by the French heralds, a cross cléchée, or *cléchée pommetée*, and a cross *thoulouze*."—Robson.

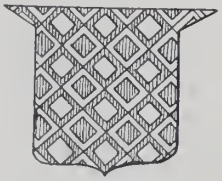
MASCLEY. Cross, or "*cross mascle*, or



CROSS MASCLEY, MASCLE, OR OF MASCLES.

of mascles." (French, *croix de mascles*).

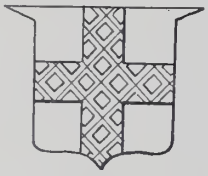
MASCULY (her.). "That is covered with



MASCULY COUNTERCHANGED, AR. AND GULES.

mascles conjoined, resembling network."—Berry.

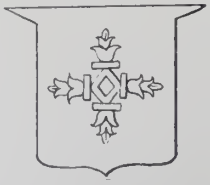
MASCULY. Cross, "is properly a cross, the surface of which is formed of *mascles*,



CROSS MASCULY.

and the surface of the different kind of crosses may be thus borne, as well *chequy, lozengy, fusilly*, etc."—Berry.

MASCULY-FRUITAGÉE. Cross, "Or *mascle*



CROSS MASCULY FRUITAGÉE.

fruitagée."—Berry. See cut.

MASK. St. Pelagia of Antioch has been depicted in Christian art as taking off her necklace, a *mask* at her feet. (Husenbeth).

MASKS. False faces were often used in classic decoration, usually of grotesque fea-



DECORATIVE GROTESQUE MASK

tures. *Masks* are a favorite motif of the Renaissance, derived from the Greco-Roman period. The *mask* in ornament is derived from the ancient Greek theaters having used *masks* for the actors to depict their characters. Thus we have the tragic,



GREEK MASK, COMEDY.

comic, etc., *masks*. The openings at the mouth were large in order to easily emit the voice. In ornament these *masks* first

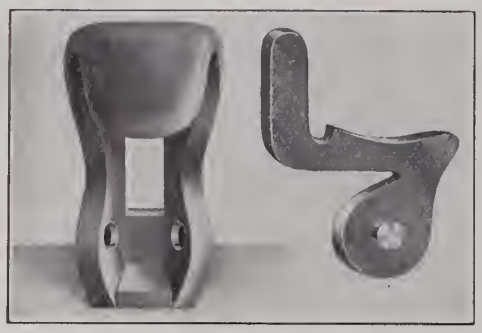


GREEK MASK, TRAGEDY.

appeared in decoration of the theatre, thence to other secular buildings. Since

The BLANCARD SAFETY CATCH

Made in a Variety of Sizes



Cuts Show the Catch Before and After Assembling
Obviates the Use of a Rivet

Its Strength
Durability and
Neat Construction

make it desirable for the better grade of jewelry.

Assembling pliers may be obtained from us if you desire.



Patented March 1, 1910.
Other Patents Pending

Write us for further information

Blancard & Company SETTING MAKERS
96-100 Maiden Lane, New York City

"Look for the Lenox Trade Mark when buying fine China"

LENOX

LENOX CHINA



The Virginian Decoration (Copyrighted)

LENOX, INCORPORATED
TRENTON, N. J. Walter S. Lenox, Pres.

C. O. BAKER, Pres. C. W. BAKER, Vice-Pres.

BAKER & COMPANY

INCORPORATED

PLATINUM, GOLD AND SILVER REFINERS, ASSAYERS, SMELTERS AND MANUFACTURERS



PLATINUM AND GOLD SETTING DEPARTMENT

NEW YORK OFFICE - - 30 Church Street
Telephone, 3811 Cortland

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the Renaissance period the *mask* has ever remained in use for decoration.

MASON'S TOOLS. St. Marimus has been depicted in Christian art with *masons' hammer,* and *tools.* (Husenbeth.)

MASS. St Gerard, of Monza (Confessor) has been depicted by Callot as celebrating *Mass;* *St. Martin* (Pope, has been represented saying *Mass,* a deacon ministering, a ball of fire above his head (Louvre); St. Martial has been depicted saying *Mass* when St. Valeria brings her decapitated head to him and dies at his feet. (Husenbeth.)

MASTLIN, or *mestling.* "An old English term for a kind of inferior brass or latten." —Lee

MATELEY. Cross, same as cross *urdee;* to which refer.

MATTHEW, St. (Evangelist). "The cherub with the face of a man was chosen as the symbol of *St. Matthew,* the Evan-



1.



2.

SYMBOLS OF ST MATTHEW (AFTER EYTH). 1. AS CHERUB. 2. AS ANGEL.

gelist of the Hebrews, because he began his Gospel with the genealogy of Christ, and dwelt in his record rather on the human than on the divine side of the Master's character. * * *. Occasionally, as by St. Justin, the lion is assigned to *St. Matthew* * * * but examples of this are rare in art. * * * *St.Matthew* is sometimes distinguished by a scroll or streamer, on which is inscribed *'Liber generationis Jesu Christi,'* * * * varied occasionally by some other clause, * * *. Occasionally also he is provided with a lance or a halberd, * * * he is also often seen with a purse in one hand or on a table before him, and with bags of money at his feet, in allusion to his office of tax-gatherer. Yet again, he is now and then represented kneeling at an altar, with his murderer behind him about to stab or strangle him. The chasuble, or upper garment worn by the priest when celebrating Mass is also often given to *St. Matthew;* now and then two dragons are represented fleeing before him, * * *. When figured as an Evangelist, *St. Matthew* generally holds a book or a pen, and he is often accompanied by an angel, who supports the book or offers an ink-horn for his use. Now and then *St. Matthew* holds the builder's rule generally associated with St. Thomas, but sometimes given to those Apostles the manner of whose death is doubtful."—Bell.

MAZER. An ancient drinking bowl. The origin of the term is not altogether clear, but the original *mazers* were undoubtedly made of wood entirely, and later were mounted and rimmed with metal. These rims and feet were often very artistically embellished. None were made later than the end of the XVI. century. Their actual use apparently ended with the reign of Henry VIII.

(To be continued.)

British Pottery Trade.

[From Consul Edward B Walker, Burslem.]

PROSPEROUS conditions in the pottery industry in Stoke-on-Trent, which began during 1910, have continued throughout the half-year just ended. The festivities and celebrations throughout the kingdom commemorating the crowning of the king have brought about a large expenditure of money in many directions, and have furnished the pottery manufacturers in particular with a very marked increase of business.

It has been customary in all the towns to give the children a "coronation treat," and in many cases to present them decorated souvenir mugs or beakers. Millions of such mugs and beakers for presentation purposes have been made in Stoke-on-Trent, and the benefits the industry has received would have been greater but for the cutting of prices. Many orders were placed at as low as 18d. (36 cents) per dozen, and it was really astonishing what attractive-looking articles were turned out for this price. However, for most of the orders better prices were obtained, and it is safe to say that the extra business that has come to this district through the coronation represents hundreds of thousands of dollars.

The coronation has thus not only benefited the manufacturers, but has brought a welcome addition to the wages of the pottery workers. The latter have not for many a decade experienced so busy a time as they have had during the last six months. Not a few firms have had to neglect their ordinary trade in order to take up coronation contracts. Others have resolutely declined to touch the coronation business, finding that there was plenty to do with the ordinary trade.

INCREASES IN EXPORT TRADE.

Apart from the coronation orders, the domestic trade has for some time been above the average, and, generally speaking, it remains brisk and healthy in tone. The export trade in both china and earthen ware continue very good. It is impossible to give the export figures for this district except to the United States. The Board of Trade returns for the entire kingdom, however, are generally indicative of the export trade from this district, as it is estimated that about 90 per cent. of the pottery manufactured in the kingdom comes from Stoke-on-Trent.

During June, 1911, ware was exported to the value of $1,209,062, as compared with $1,066,664 during June of the previous year, an increase of $142,398. In the first six months of 1911 the value of the pottery exports was $7,293,613, against $6,193,278 for the first six months of 1910, an increase of $1,100,335. Notable increases in exports to particular countries during the first half of the year were approximately as follows: France, $70,000, or 50 per cent.; Brazil, $200,000, or 45 per cent.; New Zealand, $85,000, or 40 per cent.; Argentina, $130,000.

SHIPMENTS TO THE UNITED STATES DECLINE.

Exports from this consular district to the United States for both the quarter and the half year ending June 30 show a considerable decrease. For the quarter ending June 30, 1911, the exports to the United States were $509,149, a decrease of $104,484 as compared with the corresponding quarter of 1910. For the six months ending June 30, 1911, the exports were $1,113,746, a decrease of $135,390 as compared with the corresponding period of the preceding year. The exports of earthen ware to the United States during the second quarter of 1911 were valued at $404,038, a decrease of $56,863 as compared with the corresponding period of 1910, and the exports of china $49,394, a decrease of $23,705. The value of the total exports to the United States for the second quarter of 1911 is lower than for any quarter, except the last quarter of 1908, in many years.

Ancient Korean Pottery Shown.

A COLLECTION of ancient Korean pottery over which collectors have lately become so enthusiastic and which it is now almost impossible to take out of Korea because of the value placed upon it by Chinese, has been on exhibition in a prominent Boston store. The largest piece is a slender-necked vase with incised decoration, and several pieces show the ornament in white. The color varies from pale blue to olive green.

Some cup stands are particularly attractive, with fluting and a spray of flowers in white on each lobe of the saucer. A very delicate rice bowl has incised wave lines and fish in pairs.—*Pottery & Glass.*

Ancient Kiln Found.

A POTTERY kiln, of unknown age, has been discovered on a farm north of Pomona, Kans., says *Pottery & Glass.* The kiln was found when the men plowing in the field turned up a number of pieces of pottery. No pottery of value has been exhumed, most of the finds being small pieces, such as bowls and jars.

The old kiln is thought to date far back of the time when the Sac and Fox Indians roamed over the ground. The earliest settlers who filed into that neighborhood when the land was first opened remember no kiln among the Indians there, which gives rise to the belief that it was used by some people of an earlier age.

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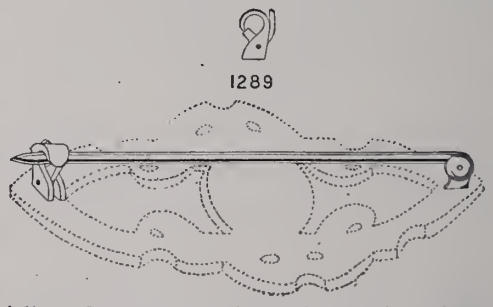
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WORKSHOP NOTES AND QUERIES

[Answers are also solicited from our readers to the questions published on this page.]
No attention paid to communications unless accompanied by full name and address of the writer.

QUESTION No. 2984.—**A Gold Coloring Solution.**—*I have been making gold coloring solution for some time, but this time it does not color, being of a brassy shade. Kindly state what is wrong with it?* *A. S.*

ANSWER:—If too much cyanide is present the color is liable to be pale or brassy. At times the gilding may come off when being scratch-brushed; this is usually caused by a surplus of cyanide. A solution used too hot will also cause it, as the deposit is forced on too fast and does not properly adhere to the article being plated. It is best to make a new solution after the old one has been used for some time, and the deposit becomes off color. By filtering and adding a little fresh chloride of gold the old solution may often be made to give good results again.

QUESTION No. 2985.—**To Prevent Porous Silver Castings.**—*How can I prevent porous silver castings of jewelry; molds being made of French sand?* *E. J. S.*

ANSWER:—Give the mold a large gate with a good sized head. This will often prevent casting being porous. If the sand is rammed pretty hard, then provide vents so the air can escape during casting. Overheating the silver will cause larger shrinkage during cooling. It would be hard to determine the fault unless we knew more about the conditions in your foundry.

QUESTION No. 2986.—**Making Gold Solution.**—*Please give me a formula for making 14-karat gold solution?* *H. R.*

ANSWER:—14-karat gold usually consists of 14 parts gold, 4 parts silver and 6 parts alloy, which may be copper and zinc, according to the shade wanted, the more silver used the yellower the alloy, but by increasing the amount of copper, the result will be a redder shade. For a pale 14-karat, for enameling, use gold, 14 parts; silver, 7 parts; copper, 3 parts. Another suitable for polished, or any gilding finish, consists of gold, 14 parts; silver 3 parts; copper, 2 parts; pale guinea alloy, 5 parts. A 14-karat suitable for wire stems or snaps, consists of gold, 14 dwt.; silver, 4 dwt.; copper, 2 dwt. 18 gr.; guinea alloy, 2 dwt. 18 gr.

QUESTION No. 2987.—**Dry Battery Plating Formula.**—*Would you kindly send me or publish, a good formula for plating or gold coloring, one that could be used with a dry battery?* *S. F. H.*

ANSWER:—The regular gold plating solution consists of water, 1 gal.; cyanide of potassium, 10 oz.; chloride of gold, 10 dwt. If a darker shade for 14 karat is wanted, gradually add carbonate of copper until the desired shade is obtained. Without the use of the carbonate of copper the solution is the regular Roman or 24-karat color. Dry batteries are not a lasting success, as the current weakens and gradually gives out. A wet Bunsen cell battery will give much better results. The above solution can be used for any current, be it dry battery, wc. cell or the regular plating dynamo. There are plating salts which are very useful and the solutions are prepared by simply dissolving in water. Any shade of gold solution can be had, Roman, rose or green gold.

Sugar as a Carbonaceous Covering in Melting Silver.

IN the melting of sterling silver, some covering is necessary in order to protect the molten metal from the action of the atmosphere. Unless this is done, the silver will absorb gases during the melting and will then expel them again during the cooling of the metal for the mold, producing blow holes or pin holes.

As a covering for the silver, charcoal has been found excellent as it supplies a reducing action which is quite beneficial to the silver, and at the same time it contains no sulphur or other deleterious elements which would injure it. Charcoal has been extensively used for the purpose and is excellent, but it has not proved quite satisfactory in the case of gas or oil furnaces. The charcoal, being quite light, is readily blown away or off from the surface of the silver when the melting is taking place on account of the blast, and, therefore, the silver is exposed to the air and products of combustion. Charcoal, accordingly, is not quite satisfactory in such instances.

Sugar has proved quite satisfactory as a covering in the melting of silver. When applied to the surface of the molten metal, it immediately carbonizes and forms a solid hard mass that is not disturbed by the blast. The molten silver, therefore, is protected by the covering in the necessary manner. It is a well-known chemical fact that the purest form of carbon is produced when sugar is heated so that as far as purity of this carbonaceous covering is concerned, there is nothing more to be desired.

The value of sugar as a covering in the melting of silver, therefore, lies in the fact that it forms a layer of pure carbon when heated and which masses together in a solid cake which is not readily blown off by the blast of gas or oil. While sugar is expensive compared with charcoal, its cost is not sufficient to prevent its use when the results are taken into consideration.—*The Brass World.*

New Method of Purifying Alloys.

A NEW method of purifying alloys has been patented by two Englishmen, George Byrant, of Finsbury Park, London, and Charles H. Ivinson, of Ilford.

The metal to be purified is passed through a sieve, while in the melted state, and allowed to fall into a suitable flux. The fine state of division, they claim, results in complete purification of the metal or alloy.

They cite, as an example, the purification of zinc. This metal is melted and passed through the sieve and allowed to drop into a solution of phosphorus in oil and a zinc chloride solution, the oil floating on the latter solution. It is claimed that such purified zinc makes brass, when alloyed with copper, free from oxide and of a very much better quality than otherwise.—*The Brass World.*

Doings of the Colorado Horological Society.

F. R. CUNNINGHAM, newly appointed official reporter of the Colorado Horological Society, announces that at the last regular meeting a new constitution and by-laws were unanimously adopted. Treasurer Sundman reported a good balance in the strong box.

Mr. Cunningham has devised and designed a new truing caliper. He has challenged the experts to a balance truing contest. A prize of $5 in gold will be given the winner. The contestants may use the best of the truing calipers in the market, or one of their own; but not one like Cunningham's; the idea being to demonstrate the advantage of the caliper and not personal skill. A committee has been appointed to fix the rules and to provide enough suitable balances.

The closing event of the evening was a discussion of the proposition: A single-roller escapement requires more slide than does a double roller. The affirmative was taken by President Cottrell, the negative by Mr. Cunningham. Secretary Geer also made remarks.

Verde Antique.

By B. Woods, in *The Metal Industry.*

THE following is recommended as a good formula for producing a verde antique finish on copper or brass:

Verdigris	½ lb.
Sal ammoniac	1 lb.
Cream of tartar	¼ lb.
Chloride of iron in crystals	3 ozs.
Salt	¾ lb.

The work is either brushed with or dipped in the solution, and allowed to dry. No lacquer is required to preserve the finish.

An attempt was made recently to rob the jewelry store of Frank Stapf, Dunkirk, N. Y., but the thieves were frightened away before securing any loot, by the sudden appearance of the owner.

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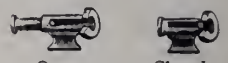
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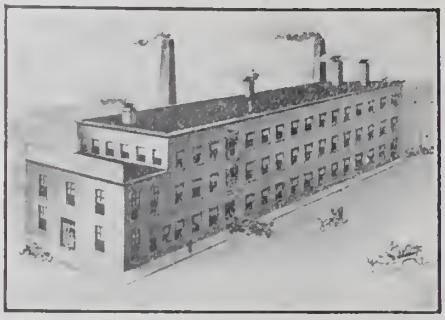
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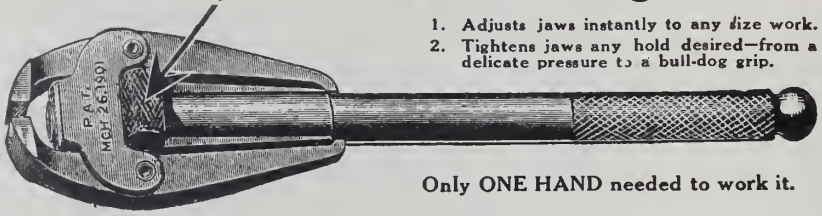
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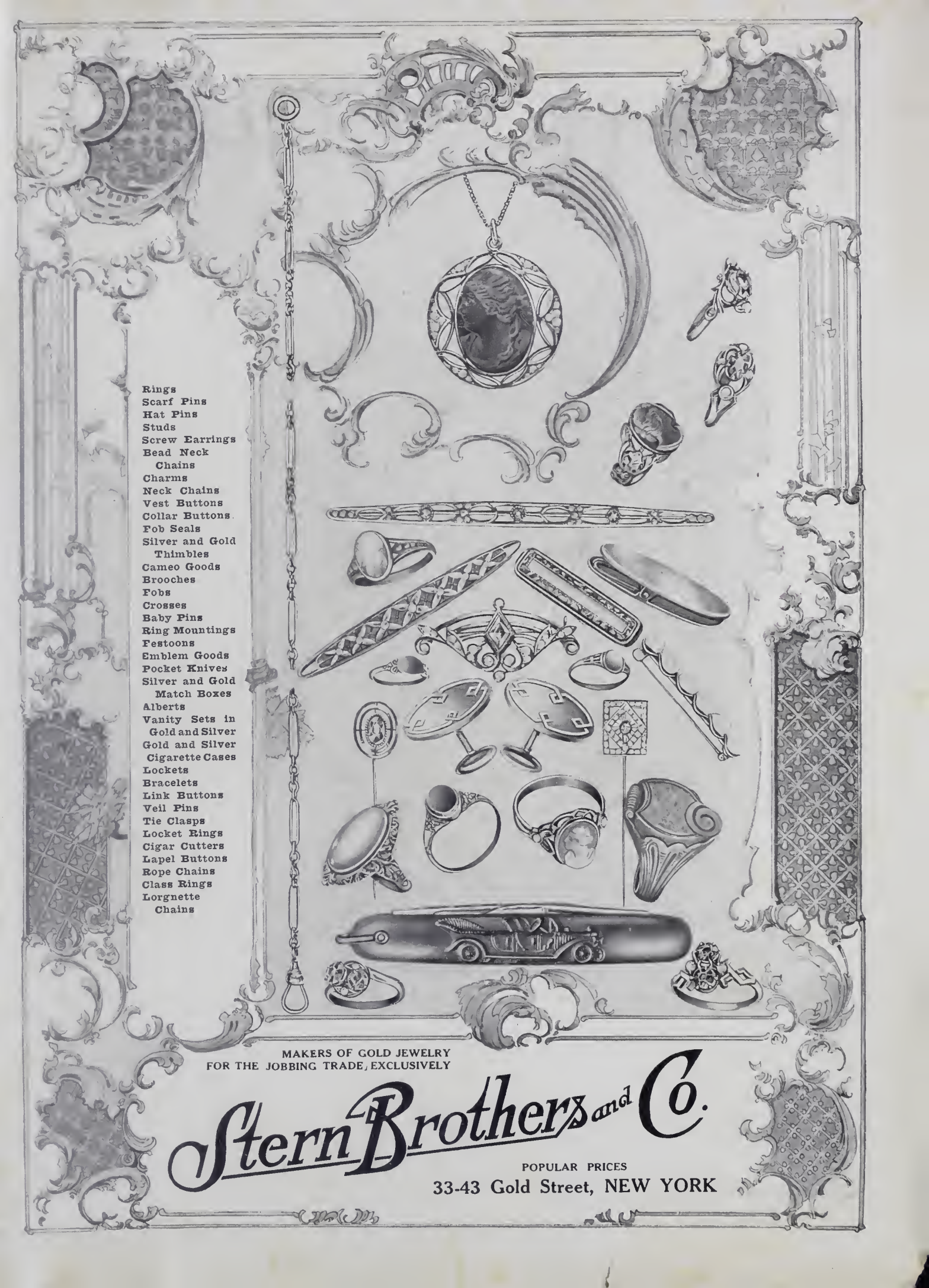
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